



UW-Extension



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Horticulture contributes to Jefferson County diversity

Jefferson County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$20.2 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$682,000 to economy

More and more Jefferson County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 113 farms generating \$682,000 in local food sales.

Farmers are stewards of 64% of the county's land

Jefferson County farmers own and manage 227,901 acres, or 64 percent, of the county's land. This includes cropland, rangeland, pasture, tree farms and farm forests. As stewards of the land, farmers use conservation practices, such as crop rotation, nutrient management and integrated pest management, to protect environmental resources and provide habitat for wildlife.



University of Wisconsin-Extension

University of Wisconsin-Extension is part of the local and statewide network of organizations and agencies that support Wisconsin's \$88.3 billion agriculture industry. A recent statewide survey of nearly 1,000 agricultural service providers from throughout Wisconsin found that UW-Extension helps enhance economic impact by improving agribusiness services to farmers, increasing agribusiness or farm profitability, expanding agribusiness networks, and helping to reduce agribusiness or farm environmental impacts.

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Economic data (2012) provided by:

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Other economic data from:

USDA 2012 Census of Agriculture

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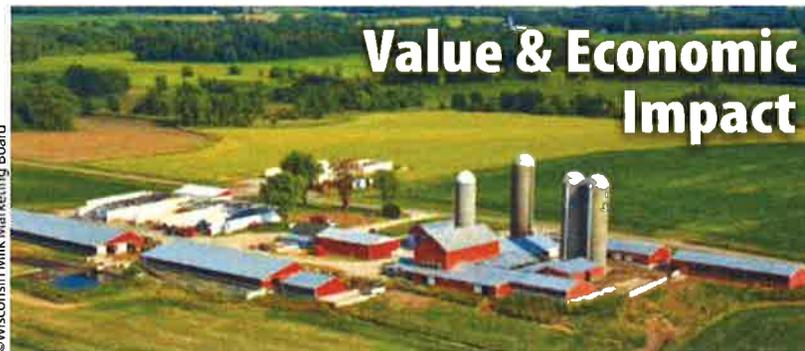
2014

AGRICULTURE - WORKING EVERY DAY FOR WISCONSIN

Jefferson County Agriculture:

Value & Economic Impact

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Agriculture works hard for Jefferson County every day. Family-owned farms, food processors and agriculture-related businesses generate thousands of jobs and millions of dollars of economic activity while contributing to local income and tax revenues.

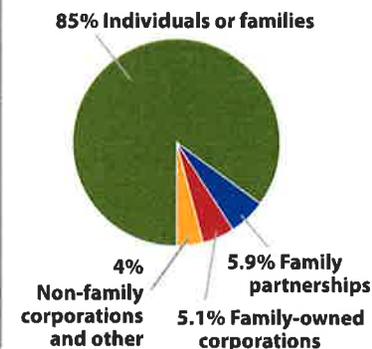
Jefferson County continues to have a large percentage of land devoted to agriculture while feeling urban pressures. There is a great diversity of agricultural crops grown, livestock raised and food products processed. It is home to large farms and smaller specialty farms. The largest annual incomes from agricultural are led by dairy production, grain production, and poultry. There is also significant value in aquaculture, eggs, nursery stock, pheasants, horses, and cattle. Food processing companies contribute to the economic impact and support the diversity of agriculture and Jefferson County.



How important is agriculture?

- Agriculture provides **jobs for 7,869** Jefferson County residents.
- Agriculture accounts for **\$1.88 billion in economic activity**.
- Agriculture contributes **\$512 million** to the county's total income.
- Agriculture pays **\$32.4 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 16% of Jefferson County's jobs

Jefferson County agriculture provides **7,869 jobs**, or 16.2 percent, of the county's workforce of 48,431. Production jobs include farm owners and managers and farm employees. Agricultural service jobs include veterinarians, crop and livestock consultants, feed, fuel and other crop input suppliers, farm machinery dealers, barn builders and agricultural lenders, to name a few. Processing jobs include those employed in food processing and other value-added industries that support food processors. Every job in agriculture generates an additional 0.82 jobs in the county.

Agriculture contributes \$512 million to county income

Jefferson County agriculture accounts for **\$512.5 million**, or 15.3 percent, of the county's total income. This includes wages, salaries, benefits and profits of farmers and workers in agriculture-related businesses. Every dollar of agricultural income generates an additional \$0.89 of county income.

Agriculture pumps \$1.88 billion into local economy

Jefferson County agriculture generates **\$1.88 billion in economic activity**, about 22 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.32 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$1.42 billion and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$307.4 million in economic activity. For example, this includes business-to-business purchases of fuel, seed, fertilizer, feed and farm machinery, as well as veterinary services, crop and livestock consultants and equipment leasing.
- This business-to-business activity then generates another \$152.3 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays over \$32 million in taxes

Economic activity associated with Jefferson County farms and agriculture-related businesses **generates \$32.4 million** in local and state taxes. This figure does not include all property taxes paid to support local schools. If it did, the number would increase dramatically.

Table 1. Taxes paid by agriculture

Sales tax	\$8.2 million
Income tax	\$8.7 million
Property tax	\$10.95 million
Other	\$4.6 million
Total	\$32.4 million

Table 2. Jefferson County's top commodities (sales by dollar value, 2012)

1. Grain	\$84.95 million
2. Milk	\$57.8 million
3. Poultry & eggs	\$55.4 million
4. Cattle & calves	\$25.6 million
5. Nursery & greenhouse	\$17.2 million



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Agricultural processing is a key Jefferson County industry

Agricultural processing is the major agricultural industry in Jefferson County. Jefferson County agricultural processors contribute \$1.48 billion to the county's economy. The processing of meat, poultry and eggs, dairy products and nutraceuticals contribute to the county's economy.

- Every dollar of sales of processed products generates an additional \$0.30 of economic activity in other parts of the economy.
- Processing accounts for \$338.5 million of income in the county and generates an additional \$1.06 of economic activity in other parts of the economy.
- Jefferson County's agricultural processing accounts for 4,725 jobs.



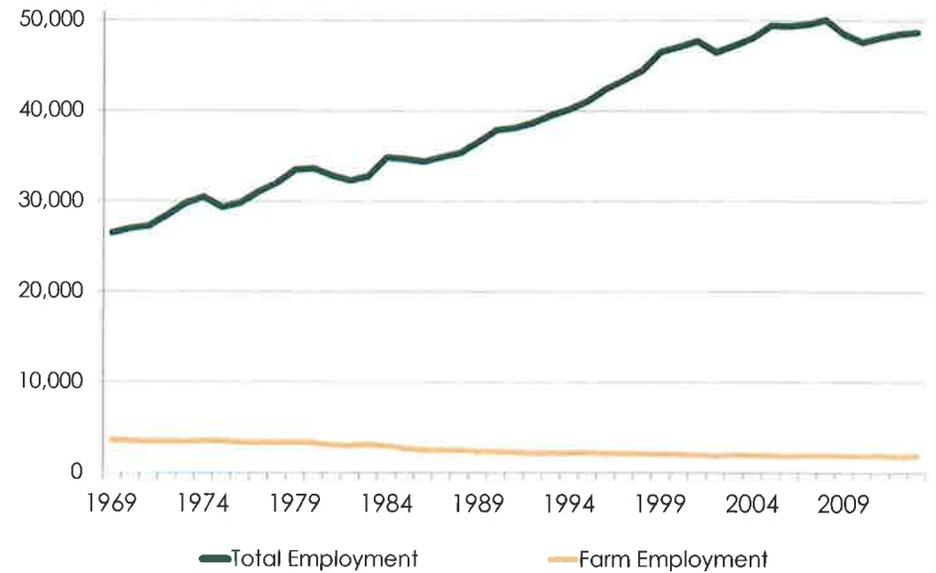


Agricultural Analysis: Historical Context within Jefferson County's Larger Economy



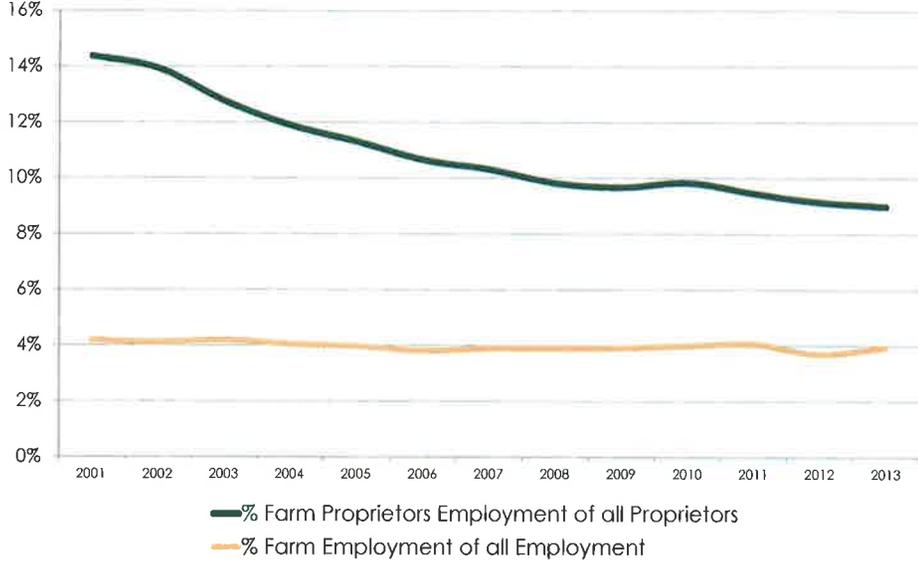
Employment in Jefferson County

Source: Bureau of Economic Analysis



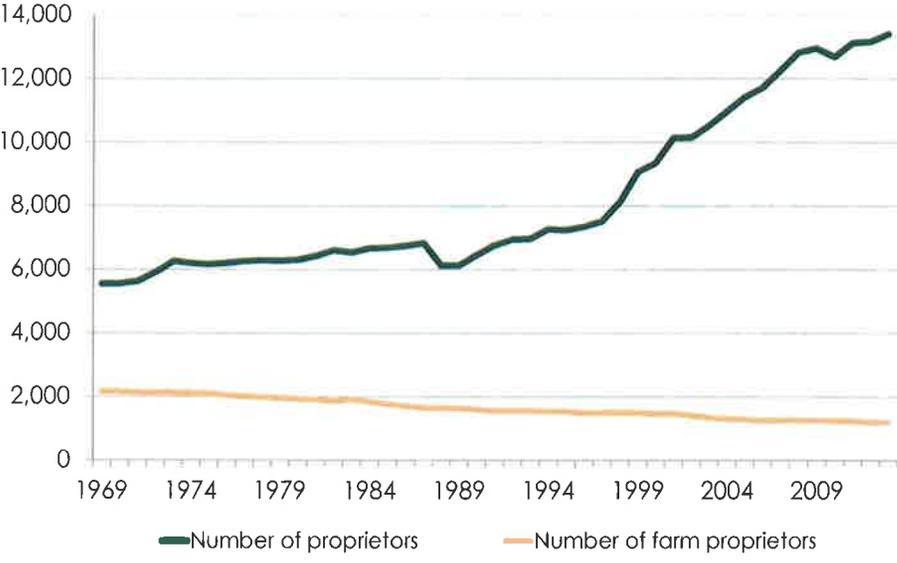
Farm Employment in Jefferson County

Source: Bureau of Economic Analysis



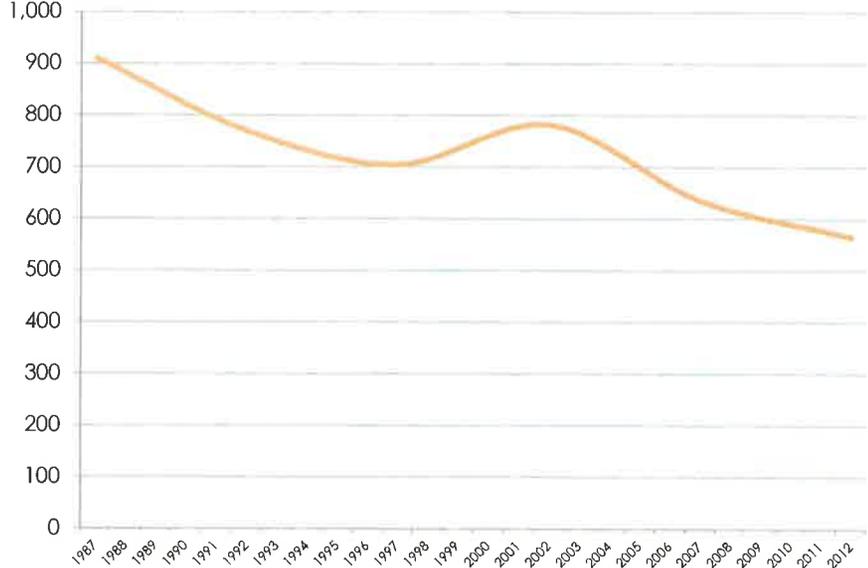
Number of Proprietors in Jefferson County

Source: Bureau of Economic Analysis



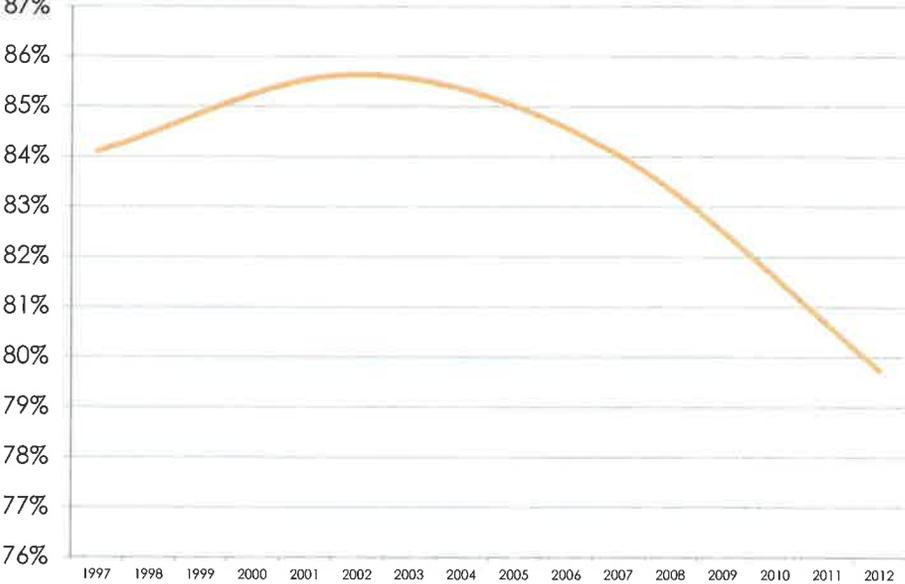
Primary Occupation - Farming

Source: US Census - Ag Census



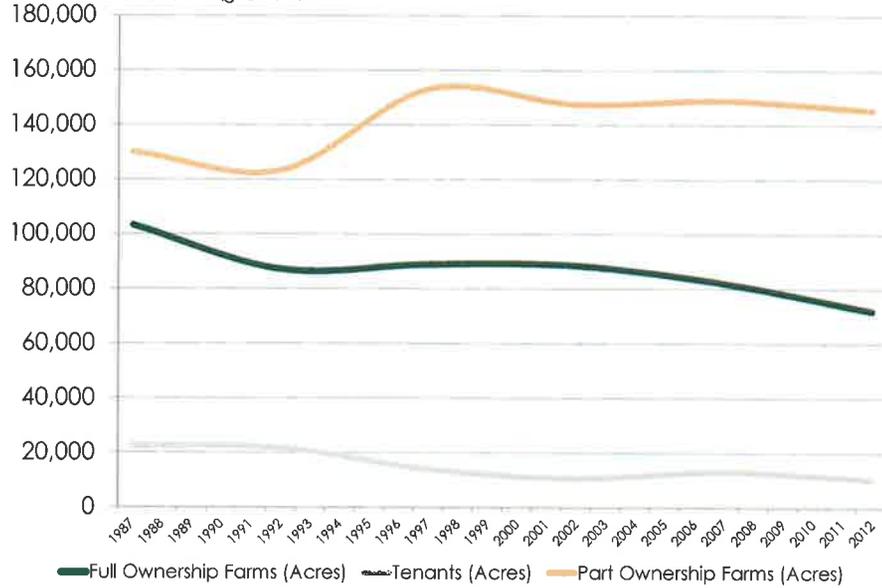
Place of Residence on Farm

Source: US Census - Ag Census



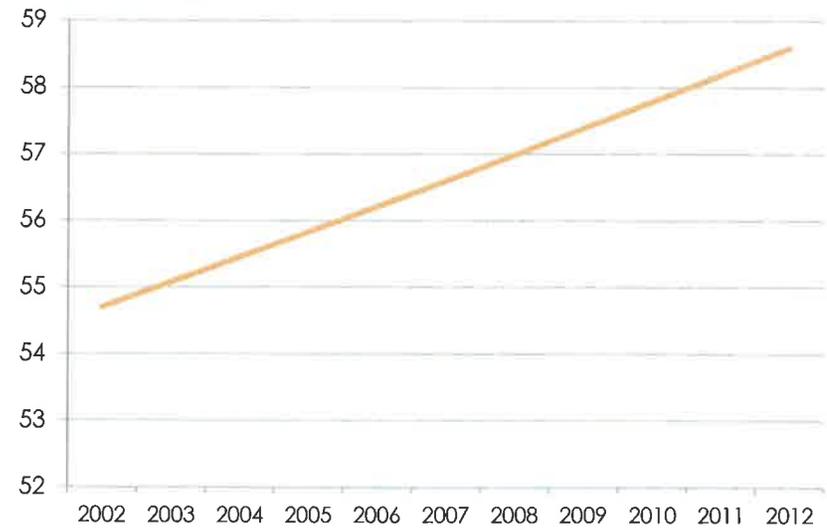
Farm Ownership (Acres)

Source: US Census - Ag Census



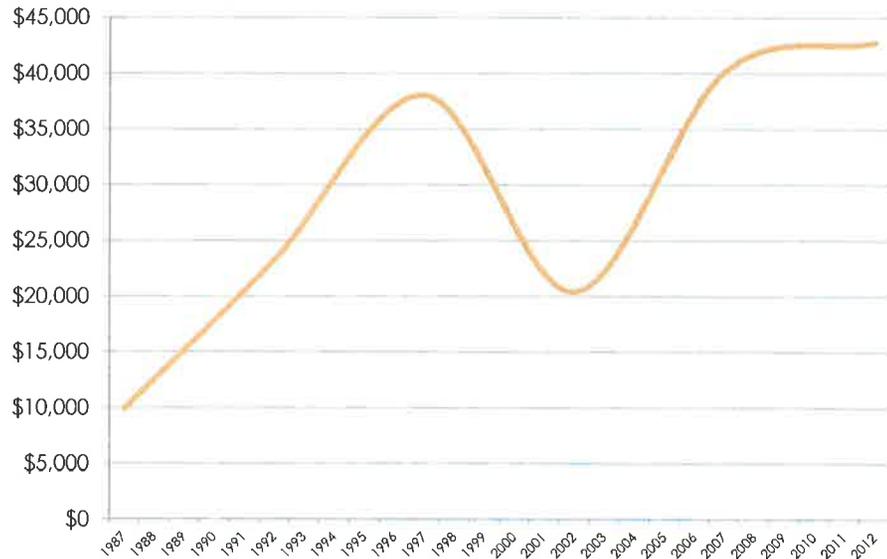
Average Age Farm Principal Operators

Source: US Census - Ag Census



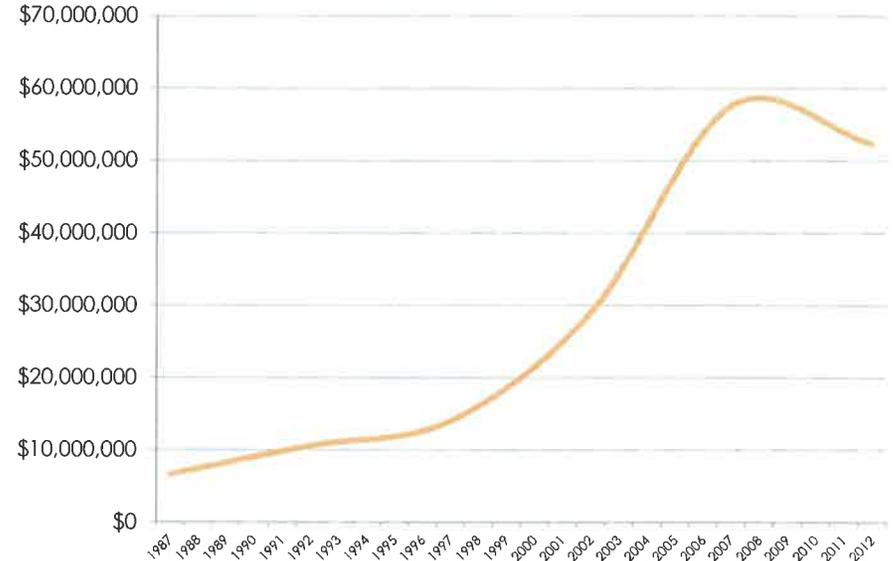
Average Income of Operators per Farm

Source: US Census - Ag Census

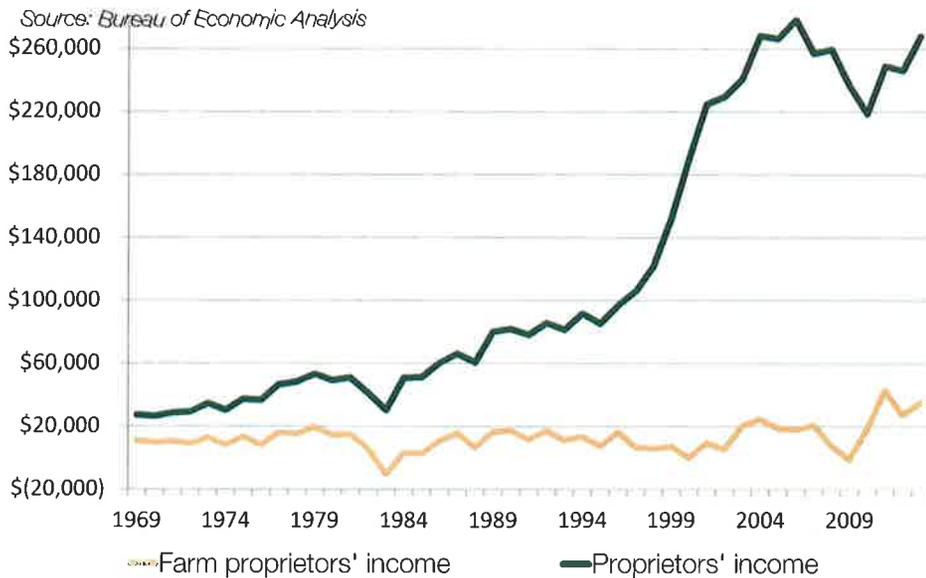


Net Farm Income of Operators

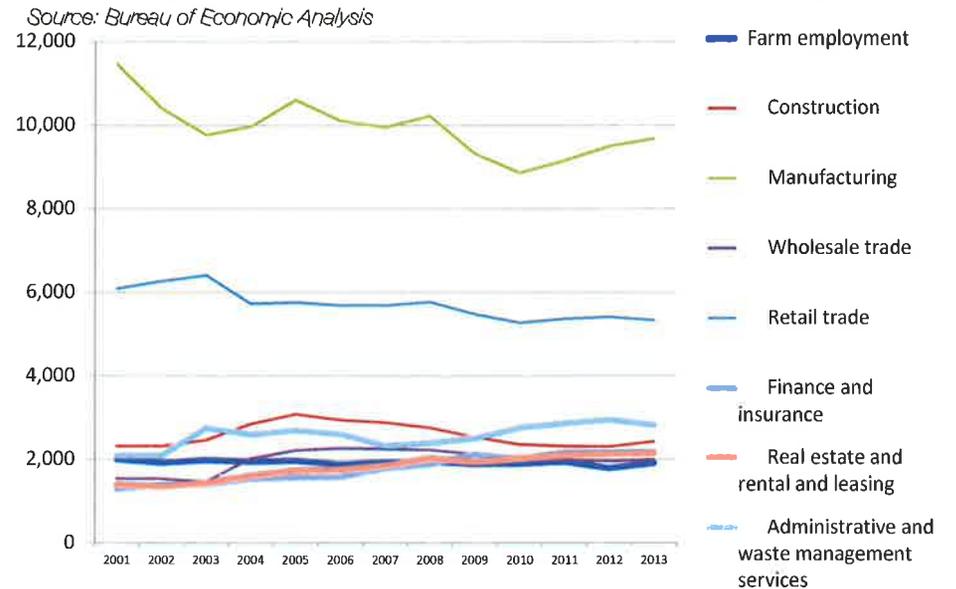
Source: US Census - Ag Census



Historical Income for Jefferson County in Thousands of Dollars

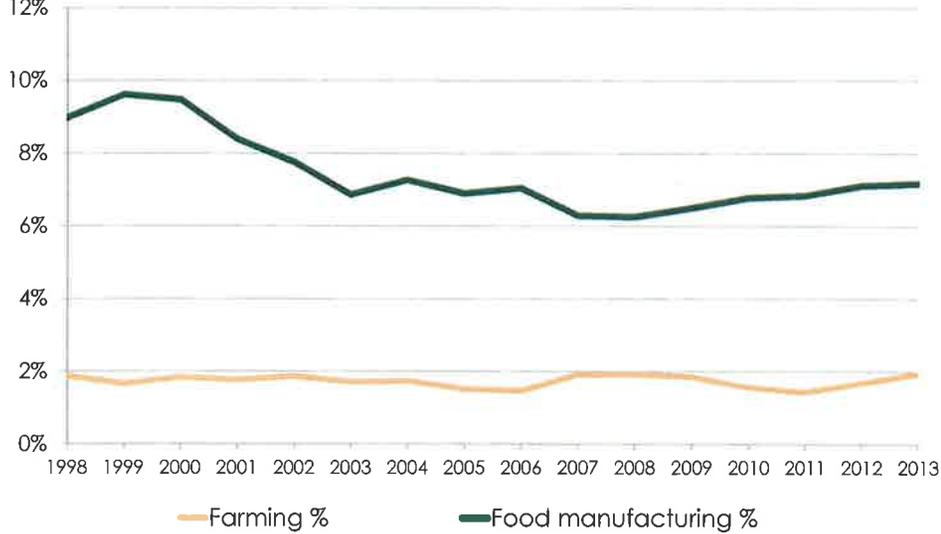


Key Industries for Jefferson County



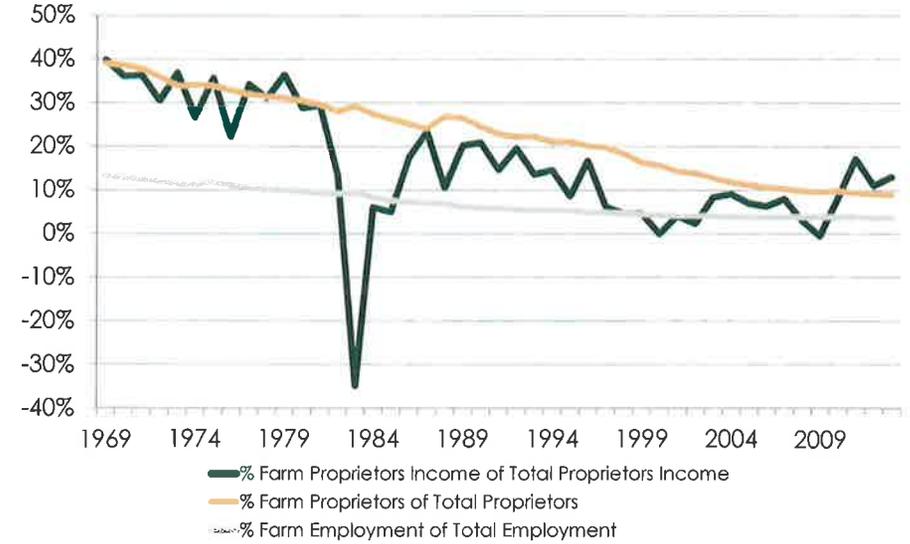
Compensation of Key Ag Industries for Jefferson County

Source: Bureau of Economic Analysis



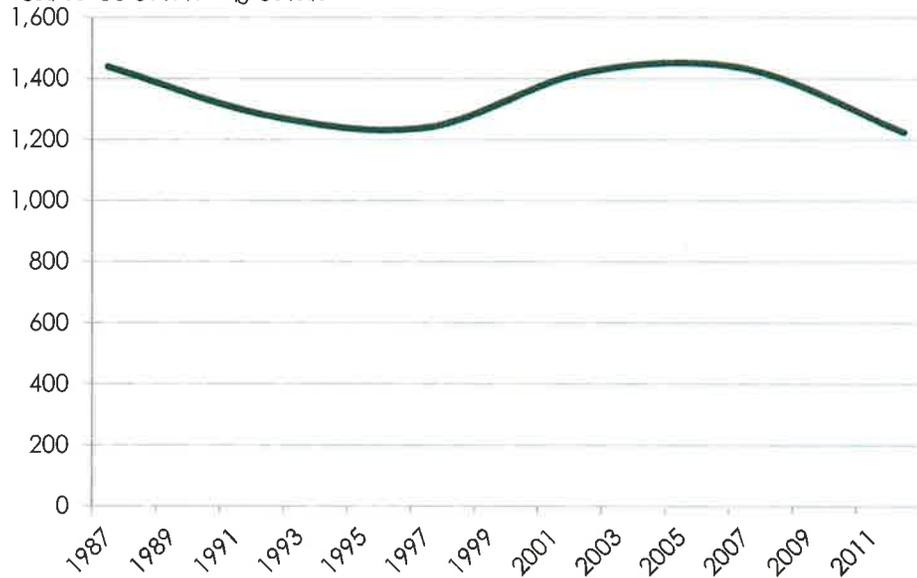
Historical Farm Employment Trends for Jefferson County

Source: Bureau of Economic Analysis



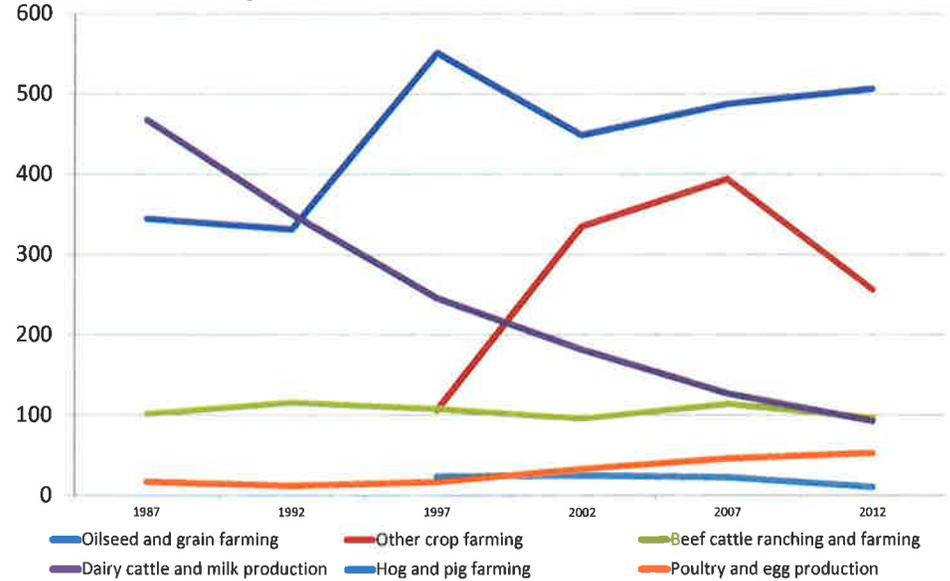
Number of Farms

Source: US Census - Ag Census



Types of Farms

Source: US Census - Ag Census



2012 Jefferson County Agriculture Economic Impact

Source: Implan

	Employment	Economic Activity	Employee Compensation
Total	48,431	\$8,524,953,720	\$1,636,654,942
Oilseed farming	234	\$26,921,576	\$251,470
Grain farming	978	\$70,296,410	\$2,685,771
Vegetable and melon farming	21	\$6,523,528	\$1,030,969
Fruit farming	1	\$434,354	\$58,367
Greenhouse, nursery, and floriculture production	145	\$29,004,259	\$10,685,602
All other crop farming	45	\$13,745,440	\$1,362,380
Cattle ranching and farming	84	\$16,746,086	\$1,298,064
Dairy cattle and milk production	283	\$61,392,876	\$3,677,441
Poultry and egg production	52	\$43,047,085	\$4,972,859
Animal production, except cattle and poultry and eggs	253	\$14,069,902	\$2,627,888
Support activities for agriculture and forestry	92	\$405,569	\$1,438,624
Total Agricultural Impact	2,189	\$282,587,085	\$30,089,437
Percentage Impact of Total	4.52%	3.31%	1.84%

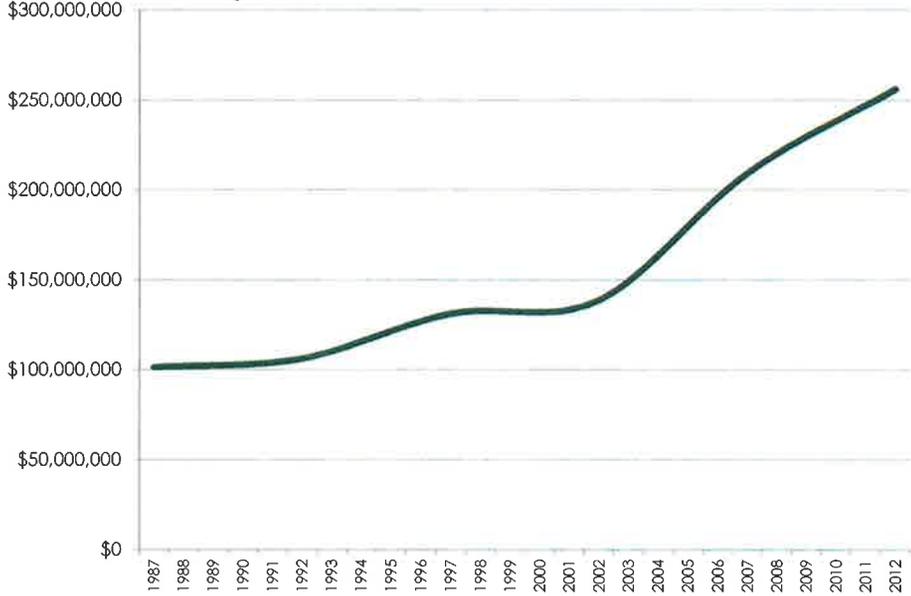
2012 Jefferson County Agriculture Industry Demand

Source: Implan

	Household Demand	State/Local Demand	Domestic Exports	Foreign Exports
Total	\$1,523,699,521	\$291,812,526	\$4,223,844,044	\$1,046,980,596
Oilseed farming	\$189,656	\$4,611	\$3,432,751	\$15,134,270
Grain farming	\$489,833	\$12,287	\$53,513,817	\$14,680,545
Vegetable and melon farming	\$2,123,433	\$32,025	\$133,108	\$913,030
Fruit farming	\$95,495	\$135	\$780	\$113,235
Greenhouse, nursery, and floriculture production	\$272,153	\$21,638	\$27,086,329	\$736,282
All other crop farming	\$65	\$27	\$12,274,129	\$949,450
Cattle ranching and farming	\$4,415	\$1,163	\$338,415	\$7,073
Dairy cattle and milk production	\$427,140	\$2,464	\$59,240,260	\$14,981
Poultry and egg production	\$106,854	\$2,451	\$41,951,669	\$598,058
Animal production, except cattle and poultry and eggs	\$271,903	\$4,886	\$726,606	\$640,380
Support activities for agriculture and forestry	\$5,225	\$3,210	\$2,113	\$19,512
Total Agricultural Demand	\$3,986,172	\$84,897	\$198,699,977	\$33,806,816
Percentage Impact of Total	0.26%	0.03%	4.70%	3.23%

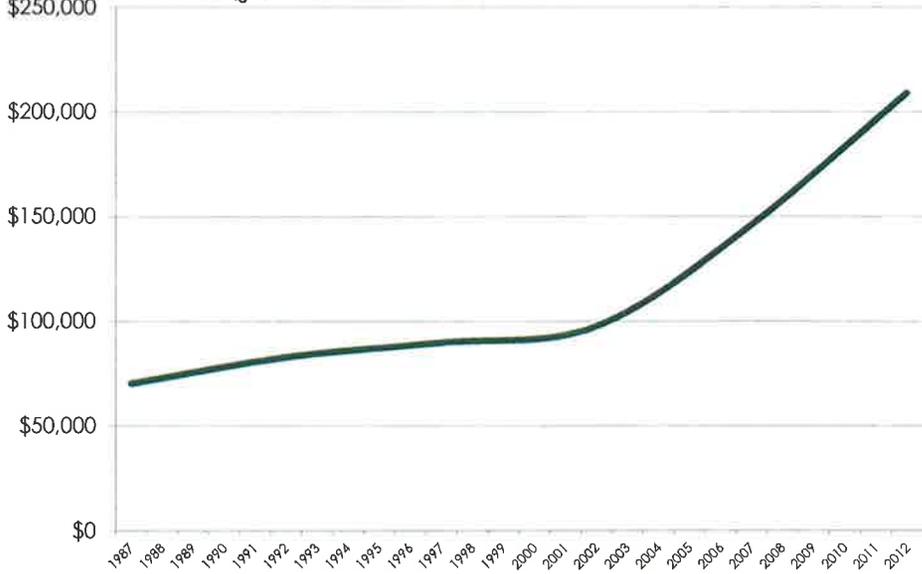
Market Value of Products Sold

Source: US Census - Ag Census



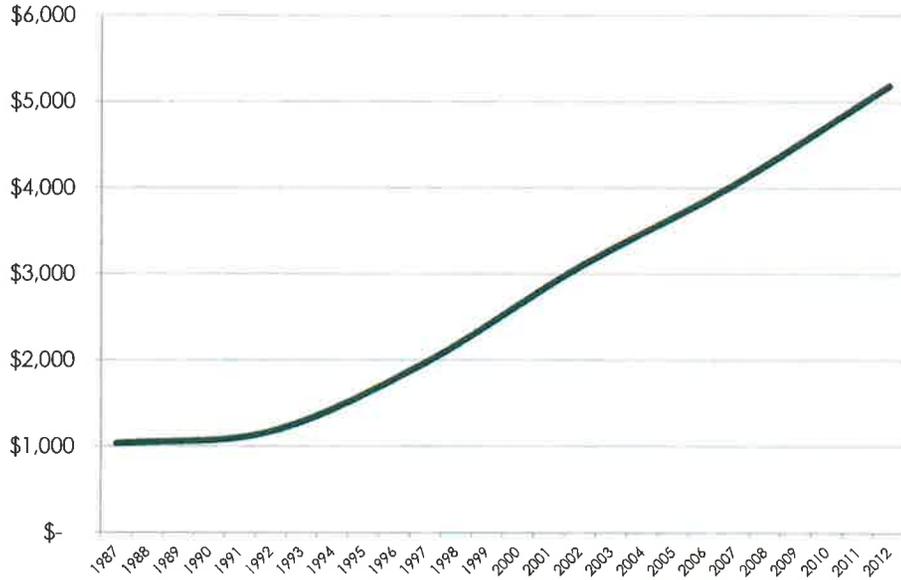
Average Market Value of Products Sold Per Farm

Source: US Census - Ag Census



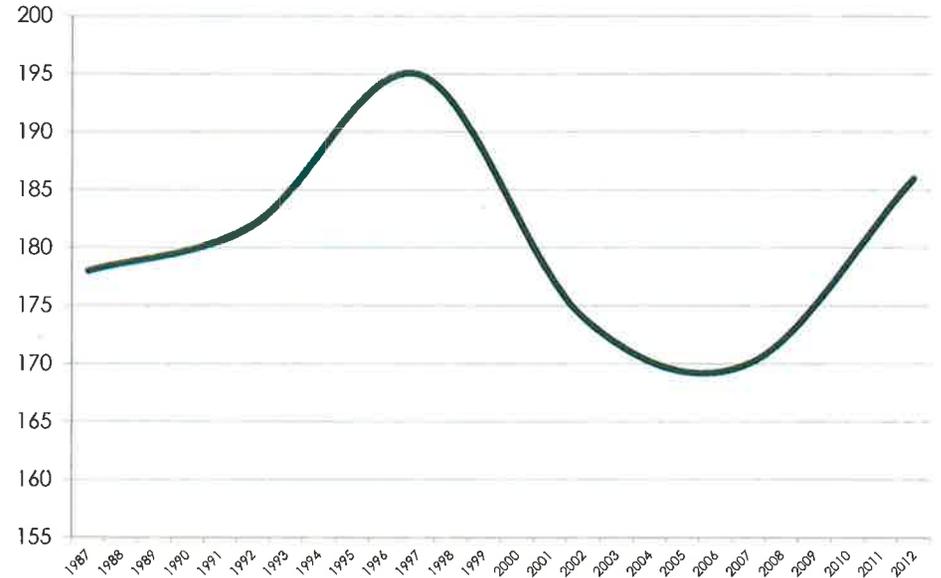
Value of Land and Buildings per Acre

Source: US Census - Ag Census



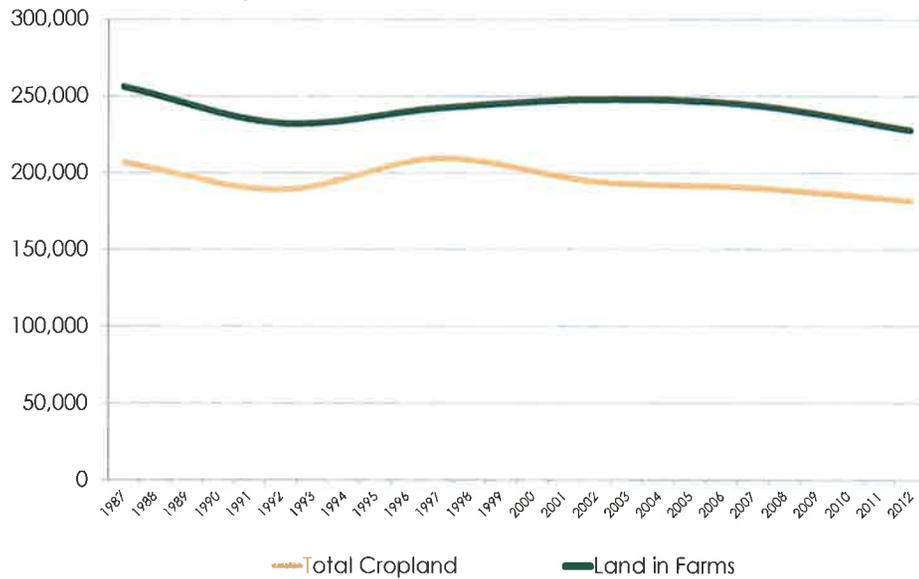
Average Size of Farm in Acres

Source: US Census - Ag Census



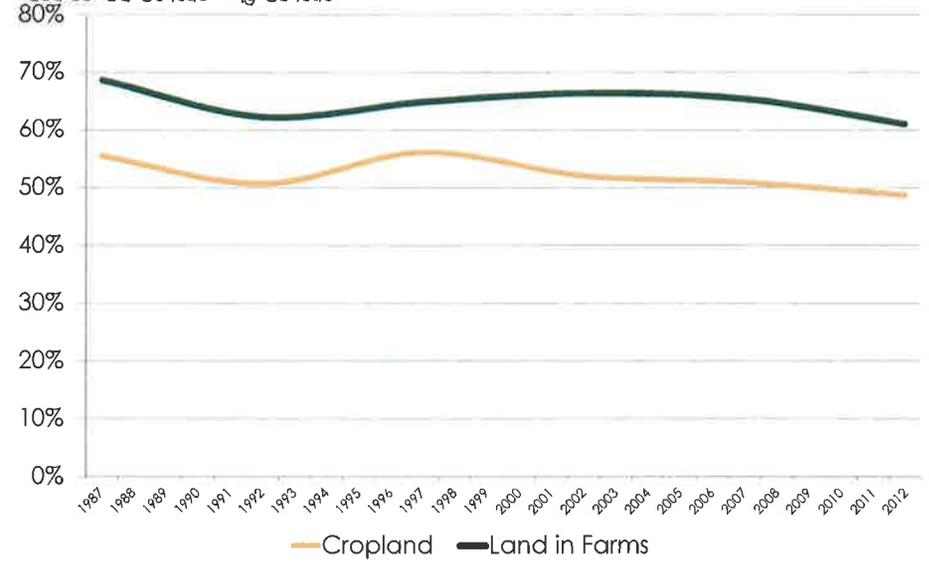
Acres Farmland in Jefferson County

Source: US Census - Ag Census



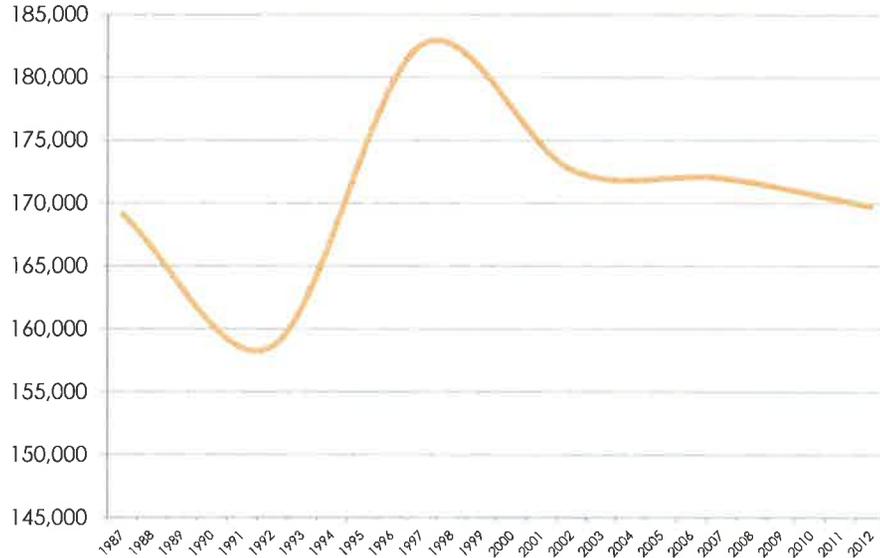
Percent Farmland of Total Land in Jefferson County

Source: US Census - Ag Census



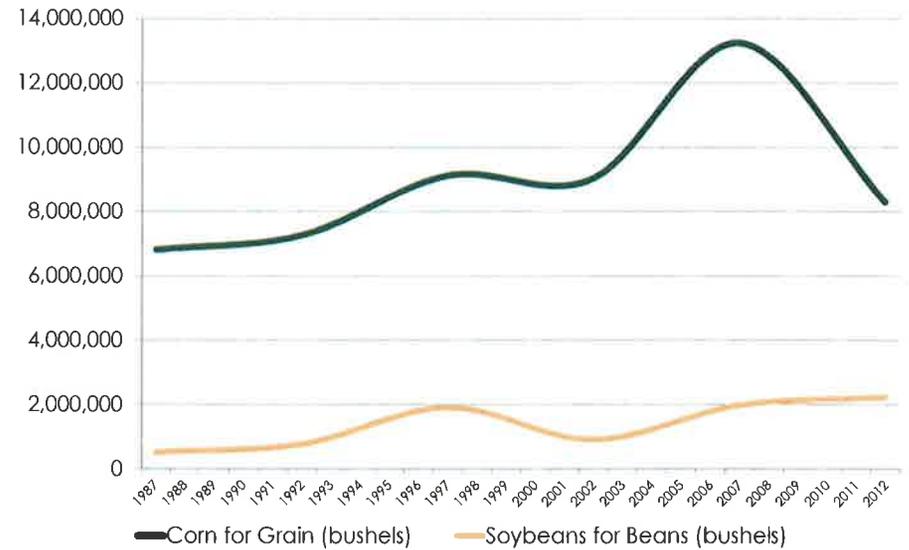
Harvested Cropland (Acres)

Source: US Census - Ag Census



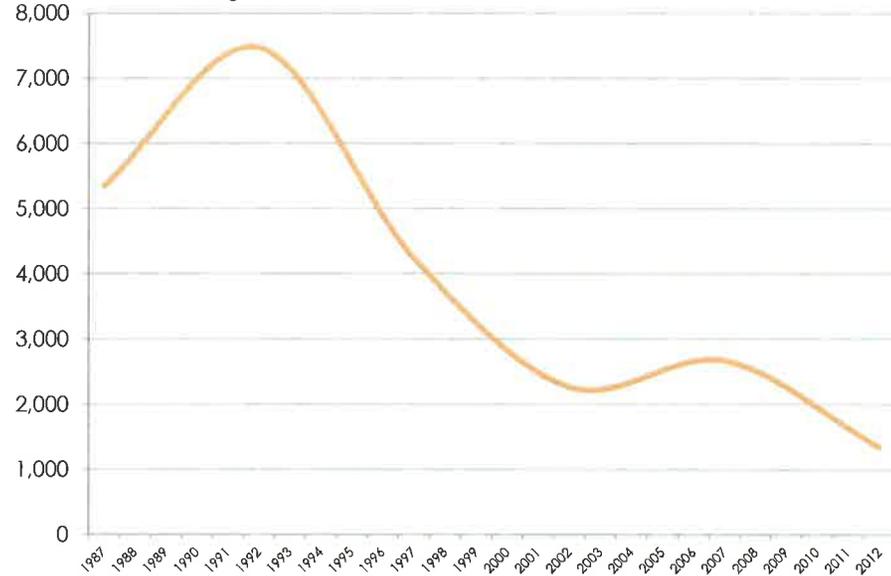
Bushels of Crops in Jefferson County

Source: US Census - Ag Census



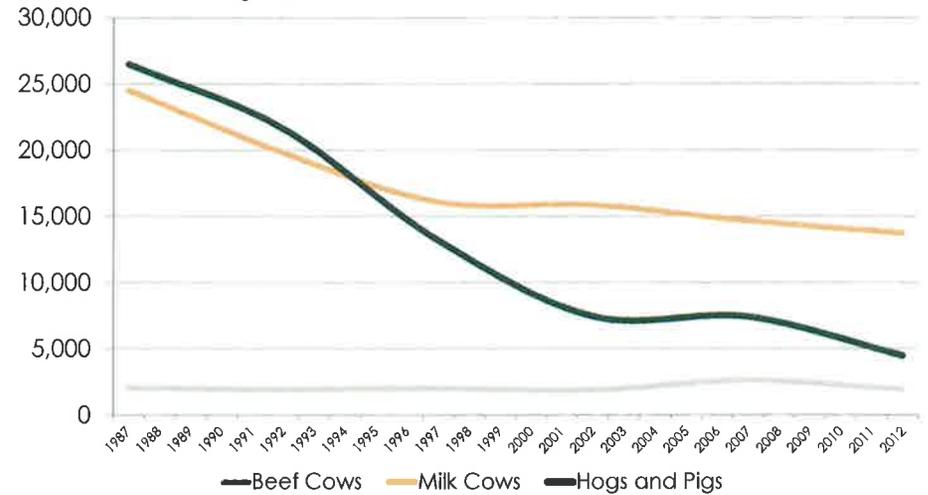
Vegetables for Sale (acres harvested)

Source: US Census - Ag Census



Inventory of Livestock

Source: US Census - Ag Census



*Currently Jefferson County has the fourth highest number of chickens in Wisconsin.

Agritourism Income

Source: US Census - Ag Census

