



Otto Wiegand

Horticulture contributes to Sawyer County diversity

Shawano County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$1.2 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

Direct-marketing sales add \$110,000 to economy

More and more Sawyer County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 30 farms generate \$110,000 in direct-marketing sales.

Farmers are stewards of 6% of the county's land

Sawyer County farmers own and manage 47,093 acres, or 6 percent, of the county's land. This includes cropland, pasture, tree farms, farm forests and wetlands. 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.



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Other economic data from:
USDA 2007 Census of Agriculture

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AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN



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Sawyer County Agriculture: Value & Economic Impact

Agriculture works hard for Sawyer 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.

Tourism in Sawyer County generates well over \$100 million per year. However, scattered among Sawyer's large forest areas, tribal land, lakes and rivers, there is a rich diversity of agriculture. Sawyer County ranks in the top 10 among Wisconsin counties in cranberry production. One of the largest greenhouses in the state is located in Sawyer County.

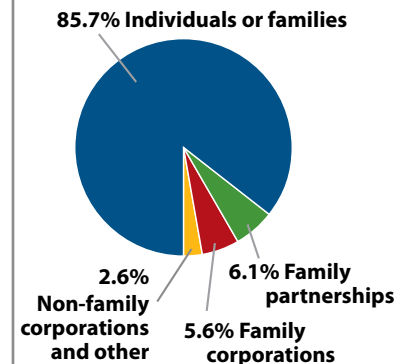
Dairy farming is still the largest single agricultural enterprise, with one operation over 1,000 cows. Beef, sheep, hogs and horses are raised, as well as hay, pasture, corn, soybeans, wheat and oats. Direct-marketing to restaurants, shops and farmers' markets, along with organic production, are growing trends.



How important is agriculture?

- Agriculture provides **501 jobs** in Sawyer County.
- Agriculture accounts for **\$51 million in business sales**.
- Agriculture contributes **\$19 million** to county income.
- Agriculture pays over **\$1 million in taxes**.

Who owns the farms?



Agriculture provides 5% of county's jobs

Sawyer County **agriculture provides 501 jobs**, 5.1 percent of the county's workforce of 9,744. Jobs include farm owners and managers, farm employees, veterinarians, crop and livestock consultants, feed, fuel and other crop input suppliers, farm machinery dealers, barn builders, agricultural lenders and other professionals, to name a few. It also includes those employed in food processing and other value-added industries. Every job in agriculture generates an additional 0.29 jobs in the county.

Agriculture pumps \$51 million into economy

Sawyer County **agriculture generates \$51.3 million**, 5.5 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional \$0.31 of business sales in other parts of the county's economy.

Here's how agriculture stimulates business activity:

- The direct effect of agriculture equals \$39.0 million and includes the sale of farm products, processed and other value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$7.3 million in business sales. 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 financial services.
- This business-to-business activity then generates another \$4.9 million in business sales when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture contributes \$19 million to income

Sawyer County agriculture **accounts for \$19.9 million**, 4.0 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 \$0.60 of county income.

Agriculture pays over \$1 million in taxes

Economic activity associated with Sawyer County farms and agriculture-related businesses **generates \$1.7 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 be much higher.

Table 1. Taxes generated by agriculture

Sales tax	\$0.41 million
Property tax	\$0.54 million
Income tax	\$0.19 million
Other	\$0.57 million
Total	\$1.7 million

Table 2. Sawyer County's top commodities (sales by dollar value, 2007)

1. Milk	\$7.3 million
2. Fruits & berries	\$3.7 million
3. Other crops & hay	\$0.39 million
4. Grains	\$0.36 million
5. Other animals & products	\$0.10 million
6. Nursery & greenhouse	\$0.60 million



Dairy is a key Sawyer County industry

Dairy farming is the major agricultural industry in Sawyer County. On-farm milk production generates \$10.8 million in business sales.

- On-farm milk production accounts for 105 jobs.
- At the county level, each dairy cow generates \$3,961 in on-farm sales to producers.
- At the state level, each dairy cow generates about \$21,000 in total sales.

