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Horticulture contributes to Buffalo County diversity

Buffalo County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$0.2 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

Direct-marketing sales add \$254,000 to economy

More and more Buffalo County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 37 farms generate \$254,000 in direct-marketing sales.

Farmers are stewards of 71% of the county's land

Buffalo County farmers own and manage 307,035 acres, or 71 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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Buffalo County Agriculture: Value & Economic Impact

Agriculture works hard for Buffalo 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.

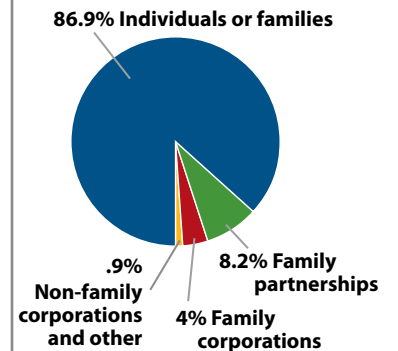
Buffalo County combines some of the best agricultural land in the state with outstanding natural beauty and resources. Agriculture remains the No. 1 source of income, with dairy, poultry, cash grain and beef the leading enterprises. A diverse county agriculture includes two flour mills—with one offering exclusively organic products—a growing grape and wine industry, small fruit production, consumer supported agriculture (mostly vegetables), and a host of other crops. Farmers continue to explore ways to balance commercial agriculture and environmental resources with new farming techniques and improving forests and bluff prairies.

Buffalo County agriculture complements the tourism industry, with farm families renting cabins and houses to hunters seeking "the big buck" and city families looking to experience the county's beauty and agricultural resources.

How important is agriculture?

- Agriculture provides **3,046 jobs** in Buffalo County.
- Agriculture accounts for **\$527 million in business sales**.
- Agriculture contributes **\$140 million** to county income.
- Agriculture pays **\$13 million in taxes**.

Who owns the farms?



Agriculture provides 36% of county's jobs

Buffalo County **agriculture provides 3,046 jobs**, about 36 percent, of the county's workforce of 8,435. 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 0.66 jobs in the county.

Agriculture pumps \$527 million into economy

Buffalo County **agriculture generates \$527.6 million**, about 49 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional \$0.46 of business sales in other parts of the county's economy.

Here's how agriculture stimulates business activity:

- The direct effect of agriculture equals \$361.6 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 \$147.3 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 \$18.8 million in business sales when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture contributes \$140 million to income

Buffalo County agriculture **accounts for \$140.9 million**, about 28 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 \$0.98 of county income.

Agriculture pays \$13 million in taxes

Economic activity associated with Buffalo County farms and agriculture-related businesses **generates \$13.2 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	\$2.9 million
Property tax	\$3.8 million
Income tax	\$1.2 million
Other	\$5.3 million
Total	\$13.2 million

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

1. Milk	\$63.4 million
2. Poultry & eggs	\$48.7 million
3. Grains	\$23.7 million
4. Cattle & calves	\$19.8 million
5. Other crops & hay	\$1.9 million



Dairy is a key Buffalo County industry

Dairy farming is the major agricultural industry in Buffalo County. On-farm milk production generates \$98 million in business sales. Processing milk into dairy products accounts for another \$174.5 million.

- One plant processes dairy products in Buffalo County.
- On-farm milk production accounts for 869 jobs, and dairy processing accounts for 627 jobs.
- At the county level, each dairy cow generates \$3,827 in on-farm sales to producers.
- At the state level, each dairy cow generates about \$21,000 in total sales.

