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Horticulture contributes to Calumet County diversity

Calumet County sales of Christmas trees, fruit, sod and other horticultural products from nurseries and greenhouses add to the county's economy. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$311,000 to economy

More and more Calumet County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 46 farms generating \$311,000 in local food sales.

Farmers are stewards of 70% of the county's land

Calumet County farmers own and manage 142,374 acres, or 70 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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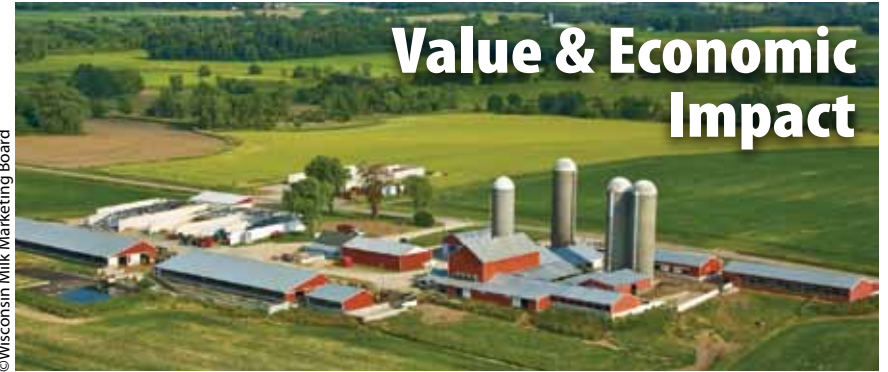
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Calumet County Agriculture:

Value & Economic Impact

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Agriculture works hard for Calumet 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.

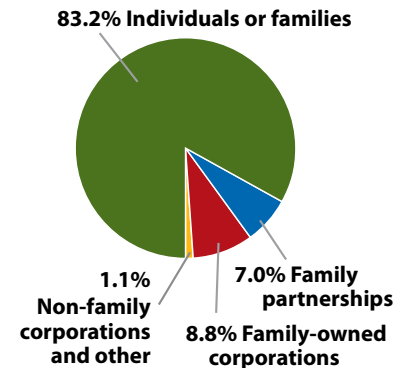
Calumet County, located along the eastern edge of Lake Winnebago, has a unique blend of rural and urban areas. Agri-tourism has expanded in the county but production agriculture, especially dairy, remains family operated and a vital role in the county's economy. Calumet County ranks 12th in the state in the value of milk from cows and 10th in the value of other animals and other animal products. For wheat for grain, Calumet County ranks 11th in the state. A healthy cash grain, vegetable and horticulture industry lends diversity and economic stability to Calumet's agriculture industry.



How important is agriculture?

- Agriculture provides **jobs for 4,024** Calumet County residents.
- Agriculture accounts for **\$1.5 billion in economic activity**.
- Agriculture contributes **\$318 million** to the county's total income.
- Agriculture pays **\$19.1 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 18% of Calumet County's jobs

Calumet County agriculture provides 4,024 jobs, or 17.5 percent, of the county's workforce of 23,006. 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 1.12 jobs in the county.

Agriculture contributes \$318 million to county income

Calumet County agriculture accounts for \$318.5 million, or 22.6 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 \$0.82 of county income.

Agriculture pumps \$1.5 billion into local economy

Calumet County agriculture generates \$1.46 billion in economic activity, 37.2 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 \$1.1 billion and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$293.3 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 \$59.9 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays \$19.1 million in taxes

Economic activity associated with Calumet County farms and agriculture-related businesses generates \$19.1 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	\$4.7 million
Income tax	\$4.9 million
Property tax	\$6.3 million
Other	\$3.2 million
Total	\$19.1 million

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

1. Milk	\$123.8 million
2. Grain	\$46.1 million
3. Cattle & calves	\$32.3 million
4. Other crops & hay	\$5.1 million
5. Other animals & products	\$2.4 million



Agricultural processing is a key Calumet County industry

Agricultural processing is the major agricultural industry in Calumet County. Calumet County agricultural processors contribute \$1.2 billion to the county's economy. The processing of milk into dairy products accounts for \$295.2 million. Cheese, flour milling and malt manufacturing are the main products.

- Nine plants process dairy products in Calumet County.
- Every dollar of sales of processed products generates an additional \$0.32 of economic activity in other parts of the economy.
- Processing accounts for \$198.1 million of income in the county.
- Calumet County's agricultural processing accounts for 2,282 jobs.



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