



The horticulture industry is growing in Washington County

The production of landscape trees and plants as well as landscape and grounds maintenance are rapidly growing segments of Washington County's agricultural industry. Greenhouses, tree farms, nurseries, sod farms and other horticultural businesses add to the diversity of agriculture in the county. Horticulture generates \$53.1 million in county economic activity, providing 1,069 full-time jobs and many seasonal jobs.

Agriculture and the environment

Washington County farmers own and manage the resources on 129,807 acres of land—47 percent of all land in the county. This includes pastures, cropland and woods. Farmers implement various conservation practices to protect environmental resources and provide habitat for wildlife.



Washington County Agriculture: Value and economic impact



Agriculture is an important economic force in Washington County. It includes hundreds of family-owned farms, related businesses and

industries that provide equipment, services and other products farmers need to process, market and deliver food and fiber to consumers. The production, sales and processing of Washington County's farm products generate employment, economic activity, income and tax revenue.

Washington County's mix of urban services and rural atmosphere is very attractive to its residents and adds substantial value to their quality of life. Employers find that it helps them recruit quality employees. For many, it is why they choose to live here and base their businesses here.

Agriculture is uniquely positioned to foster and conserve this farm, family and wildlife-friendly rural atmosphere while contributing a great deal to the local economy and tax base.

How important is agriculture to the county's economy?

- Agriculture provides jobs for almost 5,000 Washington County residents.
- Agriculture accounts for \$629.9 million in economic activity.
- Agriculture contributes \$202.3 million to the county's total income.
- Agriculture pays \$20.7 million in taxes.

Who owns the farms?

- Individuals or families—85.5%
- Family partnerships—8.9%
- Family-owned corporations—5.1%
- Non-family corporations—0.5%



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Agriculture provides jobs

Washington County agriculture provides 4,986 jobs. That's nearly 8 percent of Washington County's total workforce of 62,448 jobs. These jobs are diverse—farm owners, on-farm employees, veterinarians, crop and livestock consultants, feed and fuel suppliers, food processors, farm machinery manufacturers and dealers, barn builders and agricultural lenders, just to name a few. Every new job in agriculture generates an additional 0.7 jobs in Washington County.

Agriculture stimulates economic activity

Washington County agriculture generates \$629.9 million in economic activity, accounting for about 14 percent of Washington County's total economic activity. Every dollar of sales of agricultural products generates an additional \$0.40 of economic activity in other parts of the Washington County economy.



Here's how agriculture's \$629.9 million in economic activity breaks down:

- The direct effect of agriculture is **\$447 million** and includes the sale of all farm products and value-added products.
- Purchases of agricultural inputs and services create another **\$139.2 million** in economic activity; for example, business-to-business purchases such as fuel, fertilizer, feed, farm equipment, veterinary services and crop consultants.
- This business-to-business activity then generates another **\$43.7 million** in economic activity, because people who work in agriculture-related businesses spend their earnings on goods and services.

Agriculture contributes to county income

Agriculture accounts for \$202.3 million—7 percent of the total income generated within Washington County. This includes wages, salaries, benefits and profits of farmers and workers in agriculture-related businesses. Every dollar of agricultural income generates an additional \$0.90 of county income.

Agriculture pays taxes

Economic activity associated with Washington County's farms and agriculture-related businesses generate almost \$21 million in local and state taxes.

Table 1. Taxes paid by agriculture

Corporate profit tax	\$1.1 million
Fees/charges/other	\$3.1 million
Income tax	\$5.0 million
Sales tax	\$5.2 million
Property tax	\$6.3 million
Total	\$20.7 million

Washington County agriculture is diverse

Washington County farmers produce a variety of products. Dairy, greenhouse and nursery, grain, cattle and calves and vegetables are the main commodities.

Table 2. Washington County's top commodities (sales by dollar value, 2002)

1. Milk	\$33.1 million
2. Greenhouse & nursery	\$14.0 million
3. Grain	\$10.6 million
4. Cattle & calves	\$8.1 million
5. Vegetables	\$1.6 million



Dairy's impact in Washington County

Dairy is the largest part of Washington County's agriculture. Washington County milk producers and the dairy industry contribute \$227 million to the county's economy. The on-farm production and sale of milk accounts for \$37.7 million in economic activity. The processing of milk into dairy products accounts for another \$193 million.

- One dairy cow generates \$1,801 in direct income to producers.
- Each dairy cow generates more than \$15,000 to \$17,000 of economic activity.
- Six plants process dairy products in Washington County.
- Washington County's on-farm milk production and dairy processing account for about 1,095 jobs.