

Field Crops

Field crops are also important in Oswego County agriculture. The primary types are forage and grains, some of which are not sold, but used on the farm. The sales value of these crops is over \$4.8 million.

Table 8. Field Crop Production

	Acres	Production	Crop Value
Forage crops	22,705 ³	118,651 tons ³	+\$7,303,389 ^{1,3}
Grain crops	+4,197 ³	+555,624 bu ³	+\$2,365,738 ^{1,3}
Soybeans	6,760 ³	300,000 bu ³	\$2,490,000 ^{1,3}
Total Crop Value:			+\$12.1 million

Honey & Maple Syrup

Maple syrup and honey in Oswego County are valued at \$169,000.

Table 9. Honey & Maple Syrup Production

	Means	Production	Value
Honey	305 colonies	17,979 lbs.	\$50,000
Maple syrup	14,499 taps	3,520 gal.	\$119,000

About 3,500 gallons of honey and 18,000 pounds of maple syrup are produced in the county each year.

Christmas Trees

The county's Christmas tree farms produce around 15,000 Christmas trees on average, representing a \$400,000 value in sales.

Table 10. Christmas Tree Production

	Acres	Trees Cut	Sales Value
Christmas trees	661	14,996	\$400,000

Oswego County is ranked 9th in the state for Christmas tree production.

Greenhouse & Nursery

Oswego County is also home to a thriving commercial horticulture industry that produces greenhouse and nursery crops. The annual revenue generated by this sector is at least \$2.5 million.

Table 11. Greenhouse & Nursery Production

	Sq. Ft.	Acres	Value
Floriculture and bedding crops	325,242	20	\$2,085,077
Nursery stock crops	60	26	\$285,140
Greenhouse veg, and fresh cut herbs	75,432	-	\$149,483

Total Sales Value: \$2.5 million

Strong Markets

Oswego County boasts abundant opportunities for direct marketing, allowing for consumers to buy local, seasonal food directly from a farmer. There are many active CSAs, farmers' markets, and farm stands throughout the county and region. It is no wonder then that the value of food sold directly to consumers has increased by almost 78% since 2012.

Oswego County also boasts strong markets for value-added products, such as maple syrup, honey, fruit wines and juices, beer, cider, dairy products, and organic products.

Table 12. Food Marketing Practices & Value-Added/Organic Ag Products Sold

	Value
Food sold directly to consumers	\$3,130,000
Direct sales to retail markets, etc. for local or regional branding	\$500,000
Processed/value-added products sold	\$271,000
Organic product sales	\$510,000

Summary

Oswego County's multi-million dollar agriculture industry creates jobs, tax revenue and investment in the community, while also allowing supporting industries like feed, fertilizer, equipment and other input dealerships to thrive.

Table 13. Summary of Oswego County Ag

	Value
Market value of land and buildings	\$190,675,000
Market value of machinery/equip.	\$53,347,000
Market value of ag products sold	\$41,230,000
Total farm production expenses	\$35,646,000

The health and magnitude of agriculture in Oswego County clearly shows that it is a major contributor to the local economy.

About CCE Oswego

Cornell Cooperative Extension of Oswego County (CCE Oswego) supports agricultural producers by providing the latest science-based information on the production, processing, and marketing of agricultural products. For more info, call 315-963-7286.



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* Includes pumpkins, snap beans, squash, bell peppers, cabbage, green peas, and, where possible (i.e. regarding acreage only and not value), additional crops such as tomatoes, asparagus, and others.
Sources: All figures, estimates, and rankings are based on the published results of the USDA NASS 2017 Census of Agriculture, unless replaced by, or used in conjunction with, data from the sources denoted by the superscripted numbers below. Crop values are estimates calculated using most recent available acreage, yield and price data. Real county figures could be higher, as the Census relies on voluntary reporting. The "—" symbol signifies that no data is available.
1 2019-2020 New York Agricultural Statistics Annual Bulletin, USDA NASS
2 2019 Census of Agriculture, USDA NASS
3 2020 NASS Survey Program Data, USDA NASS

THE ECONOMIC IMPACT OF OSWEGO COUNTY AGRICULTURE



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Agriculture in Oswego County

Agriculture in Oswego County is diverse and significant, with 612 farms, 1,038 producers, and 86,167 acres of farmland. The unique soil types and climate allow for a wide variety of agricultural production that impacts the economy, with leading products including onions, apples, berries, sweet corn, dairy, field crops, greenhouse and nursery products, and Christmas trees.

Table 1. Agricultural Product Sales

	Value
Market value of ag products sold	\$41,230,000
↳ Fruit, veg and field crop sales	\$20,901,000
↳ Livestock and product sales	\$20,329,000
Average sales per farm	\$67,370

Farms in Oswego County also spend more than \$35 million a year on farm production expenses, much of which goes into the local or regional economy.



Table 2. Farm Production Expenses

	Amount
Farm inputs purchased	\$15,560,000
Services paid	\$9,215,000
Hired farm labor	\$6,374,000
Property taxes paid	\$3,484,000
Interest expense	\$1,014,000

Total Amount: \$35.6 million

Vegetables

Oswego County is well-known for its muck soil-reliant root vegetable industry. Muck soils are high in organic matter, which is ideal for the production of onions, carrots, potatoes, and other root vegetables.

Vegetable farms are by nature very capital intensive and produce a very high-value crop. The majority of the root vegetables grown are exported to other parts of the state and country. The presence of the root vegetable industry has led to spin-offs like packing and shipping operations, which encourages further job creation and tax revenue for Oswego County.



Table 3. Vegetable Production

	Acres	Crop Value
Onions	1,853	+\$10,495,392 ¹
Potatoes	240 ²	\$849,120 ¹
Sweet corn	138	\$211,692 ¹
Other vegetables*	+274	+\$467,567 ¹

Total Crop Value: +\$12 million

There are also other vegetable crops produced on upland soils in Oswego County, including asparagus, cabbage, sweet corn, peppers, tomatoes, squash, and pumpkins. The wide range of vegetables produced in Oswego County is done so on over 2,400 acres, amounting to more than \$11 million in annual sales revenue and ranking 13th in the state.



Fruits, Nuts & Berries

Oswego County has a healthy and growing fruit, nut and berry industry. Much like vegetable crops, fruits and nuts are very labor and capital intensive to produce, but extremely high in value. Apples are the most-produced tree fruit in the county and represent the highest volume of sales, with pears following behind. The county's apple growers use the latest high-density planting systems and produce the vast majority of their fruit for fresh market sales.



Table 4. Fruit, Nut & Berry Production

	Acres	Crop Value
Apples	353	\$1,605,120 ¹
Pears	128	\$401,708 ¹
Peaches, cherries and grapes	23	\$58,073 ¹
Chestnuts and hazelnuts	47	-
Berries	291	+\$471,325

Total Crop Value: +\$2.5 million

The climate in Oswego County is difficult for stone fruit production, with little over 11 acres of peaches, plums and cherries. Berry crops grown in Oswego County include blueberries, strawberries, raspberries, elderberries, cranberries, and others.

Oswego County is ranked 22nd statewide for the production of fruits, nuts, and berries, with annual sales revenues from berries and fruit/nut trees totaling over \$600,000 and \$1.3 million, respectively.



Dairy & Livestock

Dairy farms in Oswego County manage over 4,000 dairy cows combined and generate roughly \$15.5 million annually from the sale of milk.



Table 5. Dairy Production

	Dairy Cows	Sales Value
Milk from cows	4,161	\$15,528,000

Livestock production is another important sector of agriculture in Oswego County. Beef cattle, sheep, sows and feeder pigs, goats, elk, alpacas, and poultry are all raised on Oswego County farms.



Table 6. Livestock Production

	Number	Sales Value
Cattle and calves	16,350	\$2,931,000
↳ Beef cows	2,146	-
Sheep, goats, and lambs	1,327	\$93,000
Hogs and pigs	919	\$92,000
Poultry	+7,120	\$37,000 ²
Other livestock	+309	\$90,000

Total Sales Value: \$3.2 million

It is difficult to assess the annual production value of these animals, but their annual combined sales value is over \$3 million.

Equine

Oswego County ranks 17th in the state for equine, with over 50 horse stables and around 960 horses and ponies, an annual value of \$449,000.



Table 7. Equine Industry

	Stables	Horses &	Sales
Equine industry	53	962	\$449,000