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Service



# Nursery Crops 2006 Summary

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## 2006 Nursery Production Valued at \$4.65 Billion

**Value of Sales:** Total gross sales of nursery crops totals \$4.65 billion in 2006, an increase of 17 percent over 3 years earlier, for operations with \$100,000 or more in sales in the 17 States surveyed. Eleven nursery crop categories and cut Christmas trees are included. All data for 2003 have been carried forward from the previous report. In 2006, broadleaf evergreens account for 18 percent of the total sales, followed by deciduous shrubs at 14 percent, deciduous shade trees at 13 percent, and coniferous evergreens at 12 percent. The top three States measured by gross value of sales are California with 24 percent of the total, Oregon with 18 percent and Florida with 17 percent. Each of these States is the sales leader in 4 of the 12 categories.

**Number of Producers:** In 2006, there are 7,292 nursery producers with sales of \$10,000 or more in the 17 States. Producers with sales of \$100,000 or greater number 3,326, of those, there are 905 with sales over \$1 million. States with the largest number of producers are: Florida, 1,307; Oregon, 878; North Carolina, 707; and California, 669.

**Area in Production:** Nurseries with sales over \$10,000 report a total of 471,106 acres in production of nursery crops and cut Christmas trees in 2006, 3 percent more than in 2003. Oregon has 94,250 acres, North Carolina 48,454 acres, Pennsylvania 46,839 acres, Michigan 45,886 acres, and Florida 40,706 acres.

**Gross Wages and Hired Workers:** Nursery producers with sales of \$10,000 or more paid total gross wages of \$1.41 billion in the 17 surveyed States in 2006. Gross wages include the employer's share of benefits such as social security, worker's compensation, insurance, and pensions. During the year, 52 percent of all nurseries hired full-time workers (those paid for 150 days or more) and part-time workers (those paid for 149 days or less) were hired by 54 percent of nursery producers.

**Broadleaf Evergreens:** The largest contributor to gross sales is broadleaf evergreens, with sales of \$839 million in 2006, up 2 percent from 2003, and 18 percent of total nursery and cut Christmas tree sales. California growers account for 23 percent of the total, followed by Oregon and Florida with 14 percent each. Plants included in this category are azalea, boxwood, euonymus, holly, and other broadleaf evergreen plants.

**Coniferous Evergreens:** Coniferous evergreens are the fourth largest sales category with gross sales of \$562 million, 27 percent greater than 3 years earlier, and 12 percent of the 17 State total. Oregon led the category, with 32 percent of sales, followed by California with 12 percent, and Florida with 6 percent. Arborvitae, balled and burlapped Christmas trees, cedar, fir, pine, and other coniferous evergreens make up this category.

**Deciduous Flowering Trees:** Deciduous flowering trees account for \$313 million of gross sales or 7 percent of the total, up 13 percent from 2003. Oregon sales are 23 percent of the total. California and Tennessee are the next largest selling states with 15 percent and 11 percent, respectively. Types of trees included in the category are crabapple, crape myrtle, dogwood, ornamental pear, redbud, and other deciduous flowering trees.

**Deciduous Shade Trees:** Deciduous shade trees are the third ranking category with total sales of \$584 million, up 14 percent from 2003 and 13 percent of the nursery total. Oregon sales account for 26 percent of this category. Florida and California follow with 15 percent and 10 percent,

respectively. Trees included are ash, birch, honey locust, maples, oak, and other deciduous shade trees.

**Deciduous Shrubs:** At \$648 million, deciduous shrubs are the second largest contributor to sales with 14 percent of the nursery total, up 11 percent from 3 years ago. Twenty-nine percent of this category's gross sales are from California, followed by 16 percent from Florida, and 13 percent from Oregon. The category includes buddleias, hibiscus, hydrangeas, lilacs, roses, and other deciduous shrubs.

**Fruit and Nut Plants:** The 2006 gross value of sales of fruit and nut plants is \$276 million, or 6 percent of the nursery total, and 28 percent more than in 2003. California accounts for the majority share, at 60 percent. Oregon and Washington follow with 11 percent and 8 percent respectively. This category includes citrus and subtropical fruit trees, deciduous fruit and nut trees, grapevines, other small fruit plants, and other fruit and nut trees.

**Ornamental Grasses:** Ornamental grass sales, though the lowest of the 12 categories, total \$117 million, or 3 percent of total nursery. This is nearly double sales from 3 years ago. Florida has the highest sales, 27 percent of the total, followed by California with 26 percent, and Texas with 8 percent. This category includes landscaping grasses, but excludes sod, turf, and range grasses.

**Other Woody Ornamentals, Vines, and Ground Covers:** This category, which includes ground covers, clematis, and other vines, ranks fifth adding \$359 million to gross sales, an increase of 31 percent over 2003 and accounting for 8 percent of all nursery. Florida has 39 percent of sales, followed by California with 32 percent. Texas rounds out the top three with 6 percent of sales.

**Palms:** Sales of palms grown for outdoor landscaping total \$204 million, 4 percent of the nursery total, and up 55 percent from 2003. Florida and California dominate this category with 63 percent and 34 percent of sales, respectively.

**Propagative Nursery Materials:** Propagative materials ranked sixth with sales of \$346 million, or 7 percent of the total, and 16 percent more than 3 years ago. The five largest producing states were: Florida, 22 percent; Oregon, 16 percent; California, 15 percent; Michigan, 11 percent; and Washington, 10 percent. Propagative material includes root stock, lining-out stock, seedlings, tissue culture, and other materials for production of the other 11 crop categories.

**Transplants for Commercial Vegetable and Strawberry Production:** Sales in this category total \$189 million, or 4 percent of the total, and a 9 percent increase from 2003. California predominates in this category with 67 percent of total gross sales. Oregon and Florida round out the top three with 11 percent and 7 percent, respectively. Transplants include broccoli, cabbage, peppers, strawberries, tomatoes, and other transplants for commercial production.

**Christmas Trees, Cut and To Be Cut:** Sales by producers who reported \$100,000 or more of cut Christmas trees total \$211 million, or 5 percent of the survey total, and 15 percent more than 3 years earlier. Sales by growers who reported \$10,000 or more of cut Christmas trees total \$249 million. Above the \$10,000 sales threshold, Oregon is the leading State with 38 percent of gross sales, followed by North Carolina with 24 percent, Michigan with 12 percent, Pennsylvania with 9 percent, and Washington with 6 percent. Cut Christmas trees include Douglas fir, Fraser fir, grand fir, noble fir, Scotch pine, spruce, Virginia pine, white pine, and other varieties.

**Nursery Crops Summary**  
**Number of Producers and Area in Production by State,**  
**for Operations with \$10,000+ Sales, 2003 and 2006**

State	Number of Producers		Area in Production <sup>1</sup>	
	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>Acres</i>	<i>Acres</i>
AL	202	173	6,895	6,600
CA	688	669	24,456	25,901
CT	118	110	7,528	7,291
FL	1,360	1,307	35,167	40,706
GA	237	214	7,688	8,019
IL	265	221	22,622	19,215
MI	476	466	47,154	45,886
NJ	342	327	19,843	21,503
NY	308	257	16,259	17,246
NC	751	707	44,922	48,454
OH	350	282	19,747	20,388
OR	898	878	84,292	94,250
PA	559	498	51,873	46,839
TN	387	354	35,452	34,566
TX	295	325	8,959	9,340
VA	218	233	12,067	13,652
WA	288	271	12,329	11,250
Program Total	7,742	7,292	457,251	471,106

<sup>1</sup> Totals may not add due to rounding.

**Nursery Crops Summary**  
**Number of Producers and Operations with Hired Workers by Size of Operation,**  
**for Operations with \$10,000+ Sales, 2003 and 2006**

Gross Value of Sales	All Producers <sup>1</sup>		Operations with Hired Workers Paid For			
			150 Days or More		149 Days or Less	
	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
\$10,000 to \$99,999	4,593	3,966	1,364	931	2,002	1,713
\$100,000 to \$249,999	1,133	1,147	833	825	673	720
\$250,000 to \$499,999	680	681	579	618	405	438
\$500,000 to \$999,999	535	593	503	549	354	406
\$1,000,000 to \$1,999,999	362	410	351	400	234	280
\$2,000,000 to \$4,999,999	270	312	265	305	181	222
\$5,000,000 to \$9,999,999	105	99	102	97	77	73
\$10,000,000 or more	64	84	64	84	52	68
Total	7,742	7,292	4,061	3,809	3,978	3,920

See footnote(s) at end of table.

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**Nursery Crops Summary**  
**Gross Wages and Average Number of Workers by Size of Operation,**  
**for Operations with \$10,000+ Sales, 2003 and 2006 (continued)**

Gross Value of Sales	Gross Wages Paid <sup>2</sup>		Average Number of Workers Paid For			
	2003 <sup>3</sup>	2006	150 Days or More		149 Days or Less	
			2003	2006	2003	2006
	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
\$10,000 to \$99,999		43,420	3.3	3.1	4.7	4.7
\$100,000 to \$249,999		55,382	5.3	3.8	7.9	6.7
\$250,000 to \$499,999		71,973	7.1	5.9	9.7	7.5
\$500,000 to \$999,999		127,307	12.5	10.2	12.8	11.4
\$1,000,000 to \$1,999,999		173,222	19.7	19.2	19.7	16.3
\$2,000,000 to \$4,999,999		279,806	37.4	35.2	38.2	33.9
\$5,000,000 to \$9,999,999		208,027	95.9	93.9	108.8	86.7
\$10,000,000 or more		455,325	228.8	216.5	182.1	183.1
Total		1,414,464	14.9	16.0	13.2	13.2

<sup>1</sup> The number of operations with hired workers paid 150 days or more plus the number of operations with hired workers paid 149 days or less will not add to All Producers because some operations hired both types of workers and some operations hired no workers.

<sup>2</sup> Totals may not add due to rounding.

<sup>3</sup> Not available for 2003.

**Nursery Crops Summary**  
**Number of Operations with Hired Workers and Gross Wages by State,**  
**for Operations with \$10,000+ Sales, 2003 and 2006**

Gross Value of Sales	Operations with Hired Workers Paid For				Gross Wages Paid <sup>1</sup>	
	150 Days or More		149 Days or Less		2003 <sup>2</sup>	2006
	2003 <sup>2</sup>	2006	2003 <sup>2</sup>	2006		
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>
AL		107		98		30,690
CA		470		319		305,972
CT		44		52		38,992
FL		843		485		234,072
GA		133		114		45,138
IL		121		111		34,055
MI		193		332		47,538
NJ		148		161		57,507
NY		118		125		19,055
NC		352		468		70,212
OH		96		145		43,268
OR		416		650		280,622
PA		170		192		33,255
TN		194		221		42,235
TX		188		148		62,245
VA		96		134		30,017
WA		120		165		39,592
17-State Program Total		3,809		3,920		1,414,464

See footnote(s) at end of table.

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**Nursery Crops Summary**  
**Number of Hired Workers by State,**  
**for Operations with \$10,000+ Sales, 2003 and 2006 (continued)**

State	All Hired Workers		Number of Workers Paid For			
			150 Days or More		149 Days or Less	
	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
AL	2,624	2,149	1,351	1,200	1,273	949
CA	25,587	23,738	13,566	11,263	12,021	12,475
CT	2,449	2,729	1,465	1,555	984	1,174
FL	15,777	16,750	10,917	12,205	4,860	4,545
GA	2,538	2,764	1,797	1,893	741	871
IL	3,120	2,814	1,814	1,839	1,306	975
MI	6,168	5,077	2,721	2,203	3,447	2,874
NJ	3,022	3,094	1,871	1,878	1,151	1,216
NY	2,409	1,985	1,232	945	1,177	1,040
NC	6,131	6,524	3,034	3,146	3,097	3,378
OH	3,814	3,651	2,353	2,368	1,461	1,283
OR	18,948	22,209	7,957	10,582	10,991	11,627
PA	4,891	3,848	2,095	1,743	2,796	2,105
TN	3,229	3,447	1,859	2,017	1,370	1,430
TX	5,331	5,136	3,787	3,637	1,544	1,499
VA	2,197	2,094	1,251	1,076	946	1,018
WA	4,902	4,663	1,508	1,451	3,394	3,212
17-State Program Total	113,137	112,672	60,578	61,001	52,559	51,671

<sup>1</sup> Totals may not add due to rounding.

<sup>2</sup> Not available for 2003.

**Nursery Crops Summary**  
**Number of Producers by Gross Value of Sales, by State,**  
**for Operations with \$10,000+ Sales, 2003 and 2006**

State	\$10,000 to \$99,999		\$100,000 to \$249,999		\$250,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 to \$1,999,999	
	2003	2006	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
AL <sup>1</sup>	96	78	43	33	25	23	13	14	14	14
CA	287	250	104	113	63	63	79	79	52	63
CT <sup>1</sup>	80	74	19	16	4	4	15	3	*	4
FL	709	603	233	227	145	152	109	123	88	101
GA <sup>1</sup>	133	109	29	32	22	21	27	18	14	20
IL <sup>1</sup>	161	123	24	25	32	25	21	23	14	11
MI <sup>1</sup>	322	311	60	66	36	34	19	23	19	13
NJ <sup>1</sup>	216	189	45	50	34	31	20	25	14	15
NY <sup>1</sup>	219	167	38	35	22	21	14	18	8	7
NC <sup>1</sup>	485	415	114	125	53	52	42	57	31	31
OH <sup>1</sup>	250	174	34	39	26	27	18	13	9	9
OR	498	447	136	133	88	96	72	80	41	52
PA <sup>1</sup>	406	351	75	71	33	31	19	19	9	11
TN <sup>1</sup>	231	178	61	65	35	40	31	30	20	27
TX <sup>1</sup>	159	175	54	47	28	34	17	28	12	14
VA	161	160	18	27	13	10	11	19	4	3
WA <sup>1</sup>	180	162	46	43	21	17	20	21	11	15
17-State Program Total <sup>2</sup>	4,593	3,966	1,133	1,147	680	681	535	593	362	410

See footnote(s) at end of table.

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**Nursery Crops Summary**  
**Number of Producers by Gross Value of Sales, by State,**  
**for Operations with \$10,000+ Sales, 2003 and 2006 (continued)**

State	\$2,000,000 to \$4,999,999		\$5,000,000 to \$9,999,999		\$10,000,000 or more		Total Producers	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
AL <sup>1</sup>	11	8	*	3	*	*	202	173
CA	53	46	24	28	26	27	688	669
CT <sup>1</sup>	*	4	*	5	*	*	118	110
FL	48	73	21	18	7	10	1,360	1,307
GA <sup>1</sup>	9	10	3	4	*	*	237	214
IL <sup>1</sup>	9	8	4	6	*	*	265	221
MI <sup>1</sup>	14	15	6	4	*	*	476	466
NJ <sup>1</sup>	8	12	5	5	*	*	342	327
NY <sup>1</sup>	7	9	*	*			308	257
NC <sup>1</sup>	20	22	6	5	*	*	751	707
OH <sup>1</sup>	4	11	9	6	*	3	350	282
OR	33	37	18	15	12	18	898	878
PA <sup>1</sup>	17	11	*	4	*	*	559	498
TN <sup>1</sup>	9	11	*	3	*	*	387	354
TX <sup>1</sup>	17	17	8	5	*	5	295	325
VA	8	10	3	4			218	233
WA <sup>1</sup>	6	9	4	4	*	*	288	271
17-State Program Total <sup>2</sup>	270	312	105	99	64	84	7,742	7,292

<sup>1</sup> The highest published sales range includes operations from higher ranges to avoid disclosure of individual operations.

<sup>2</sup> The 17-State Program total includes the complete count of operations in each sales range.

**Nursery Crops Summary**  
**Gross Sales by Plant Category, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006**

State	Broadleaf Evergreens		Coniferous Evergreens		Deciduous Flowering Trees	
	2003	2006	2003	2006	2003	2006
	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>
AL	51,119	51,457	6,383	10,448	5,166	5,144
CA	219,115	189,169	67,571	66,811	41,962	45,459
CT	38,633	45,975	26,747	20,580	5,214	7,269
FL	98,694	119,532	16,176	35,061	21,400	25,656
GA	51,366	45,151	13,265	18,434	12,159	9,291
IL	8,660	5,722	17,990	18,109	18,612	16,714
MI	7,118	7,638	31,175	25,509	6,082	5,751
NJ	29,184	33,069	27,323	34,670	11,576	15,725
NY	9,974	10,486	10,301	12,129	7,063	7,292
NC	53,956	61,419	19,543	32,239	17,112	16,835
OH	19,793	22,248	28,790	32,914	17,186	15,389
OR	119,188	121,571	112,236	181,568	54,492	73,246
PA	14,064	11,957	27,858	34,054	8,214	5,323
TN	11,591	14,737	9,322	11,376	27,235	35,554
TX	55,755	64,312	10,560	9,657	12,222	15,428
VA	19,921	22,356	9,535	11,185	6,704	8,867
WA	12,806	12,576	8,525	7,506	3,237	3,560
17-State Program Oth Sts						
Total	820,937	839,375	443,300	562,250	275,636	312,503

See footnote(s) at end of table.

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**Nursery Crops Summary**  
**Gross Sales by Plant Category, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Deciduous Shade Trees		Deciduous Shrubs		Fruit and Nut Plants	
	2003	2006	2003	2006	2003	2006
	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>
AL	5,899	7,922	9,590	11,872	286	771
CA	72,471	61,243	159,109	187,499	138,203	165,154
CT	7,103	6,515	20,337	29,985	1,824	1,364
FL	77,041	86,025	118,072	103,358	14,468	22,082
GA	15,565	20,891	13,707	14,228	*	1,063
IL	35,969	38,378	19,554	19,662	163	1,101
MI	11,213	9,660	25,999	24,452	4,952	3,282
NJ	17,366	24,550	16,181	27,922	*	*
NY	11,011	12,020	8,215	8,624	3,619	5,513
NC	26,497	26,680	24,931	26,474	1,770	1,564
OH	19,932	27,143	32,948	42,529	*	*
OR	118,270	152,013	69,830	81,925	16,546	31,682
PA	13,785	13,256	7,405	6,949	*	*
TN	29,083	42,769	8,773	12,284	7,386	7,725
TX	37,184	39,196	31,908	31,163	4,227	5,416
VA	8,843	10,067	9,284	12,101	1,671	2,570
WA	4,039	5,921	6,772	6,953	17,452	22,684
17-State Program Oth Sts					3,648	4,425
Total	511,271	584,249	582,615	647,980	216,215	276,396

See footnote(s) at end of table.

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**Nursery Crops Summary**  
**Gross Sales by Plant Category, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Ornamental Grasses		Other Woody Ornamentals, Vines, and Ground Covers		Palms	
	2003	2006	2003	2006	2003	2006
	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>
AL	622	742	2,762	2,341	358	676
CA	13,046	29,831	85,896	116,073	31,168	70,219
CT	2,189	5,294	2,753	*		
FL	15,334	31,828	122,426	140,155	96,387	127,408
GA	1,538	3,420	3,726	13,660	*	846
IL	964	2,661	*	*		
MI	2,572	3,781	*	*		
NJ	2,712	4,655	2,232	2,354		
NY	532	763	*	949		
NC	4,563	6,137	3,745	4,266	234	391
OH	1,883	3,130	1,405	1,994		
OR	1,787	5,265	5,353	13,145	75	174
PA	472	663	1,451	2,058		
TN	332	1,595	2,248	2,237		*
TX	7,394	9,131	18,738	22,527	2,966	3,965
VA	4,805	6,170	4,798	4,771	*	*
WA	468	1,761	1,735	608		*
17-State Program Oth Sts			13,965	32,072	526	91
Total	61,213	116,827	273,233	359,210	131,714	203,770

See footnote(s) at end of table.

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**Nursery Crops Summary**  
**Gross Sales by Plant Category, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Propagative Nursery Materials		Transplants for Vegetable and Strawberry Production		Christmas Trees, Cut and to be Cut		Total Gross Sales <sup>1</sup>	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>
AL	8,652	7,867	*		*	*	90,837	99,240
CA	59,503	51,597	116,334	125,693	2,177	2,049	1,006,555	1,110,797
CT	248	258	*		1,281	1,509	106,329	118,749
FL	52,772	74,972	16,944	13,961	*	*	649,714	780,038
GA	5,649	3,266	3,410	4,150	*	285	120,385	134,685
IL	3,405	8,630	*		1,259	1,502	106,576	112,479
MI	33,528	36,847	5,176	5,050	22,636	26,520	150,451	148,490
NJ	4,353	5,982	*	*	511	544	111,438	149,471
NY	2,520	3,035	*	*	2,025	2,532	55,260	63,343
NC	6,678	5,448	3,139	3,591	42,840	53,201	205,008	238,245
OH	2,053	4,944	*	*	1,997	1,587	125,987	151,878
OR	48,686	55,501	19,332	20,684	82,226	86,998	648,021	823,772
PA	26,617	22,369	*	*	13,905	17,290	113,771	113,919
TN	12,510	16,401	*	4,358	187	*	108,667	149,036
TX	4,314	11,996	4,205	6,042	595	*	190,068	218,833
VA	610	1,980	*	*	2,222	3,977	68,393	84,044
WA	26,201	34,767	1,905	*	9,005	11,212	92,145	107,548
17-State Program Oth Sts			2,629	5,037	408	1,326	21,176	42,951
Total	298,299	345,860	173,074	188,566	183,274	210,532	3,970,781	4,647,513

\* Included in Other States to avoid disclosure of individual operations.

<sup>1</sup> State Total Gross Sales exclude plant category values denoted by asterisks (\*). Totals may not add due to rounding.

**Broadleaf Evergreens  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	87	78	13,639	11,055	51,119	51,457	91	92
CA	186	182	26,015	24,914	219,115	189,169	93	87
CT	24	18	4,499	5,489	38,633	45,975	96	94
FL	204	318	16,436	20,332	98,694	119,532	91	89
GA	71	77	7,727	6,592	51,366	45,151	89	98
IL	59	53	1,092	377	8,660	5,722	74	89
MI	42	47	666	1,035	7,118	7,638	83	89
NJ	98	107	2,972	2,770	29,184	33,069	86	91
NY	41	42	722	658	9,974	10,486	79	77
NC	160	176	9,739	10,012	53,956	61,419	96	95
OH	62	60	1,675	1,899	19,793	22,248	95	94
OR	149	161	19,100	15,819	119,188	121,571	99	99
PA	55	52	824	731	14,064	11,957	85	94
TN	103	114	1,546	2,060	11,591	14,737	87	92
TX	80	79	9,485	10,935	55,755	64,312	98	91
VA	30	37	2,177	2,340	19,921	22,356	96	98
WA	39	34	5,238	5,062	12,806	12,576	94	94
17-State Program Total	1,490	1,635	123,552	122,080	820,937	839,375	93	92

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**Broadleaf Evergreens**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Trees and Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006	1,000 Plants	1,000 Plants
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>		
AL			7	10	93	90			20,489	17,614
CA					100	100			32,517	33,023
CT			5	5	95	95			13,272	8,485
FL			6	3	94	97			20,442	22,247
GA			7	15	93	85			11,615	7,807
IL			63	52	37	48			1,846	817
MI			10	8	87	92	3		1,343	1,974
NJ			32	29	68	71			4,890	4,226
NY	3	3	42	44	55	53			1,026	935
NC			21	15	79	85			13,681	14,242
OH	1		50	42	49	58			3,831	6,432
OR	2	1	35	20	63	73		6	43,720	26,727
PA	1		33	28	66	72			1,539	1,849
TN	6	4	54	43	40	53			1,981	4,241
TX	2	1	2		96	99			15,323	19,420
VA	2	1	17	16	81	83			3,828	3,837
WA	1	1	5	6	94	93			7,095	6,815
17-State Program Total	1		14	11	85	88		1	198,438	180,691

**Coniferous Evergreens  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	64	63	1,677	2,285	6,383	10,448	90	94
CA	154	138	4,894	6,245	67,571	66,811	94	88
CT	27	23	2,987	2,573	26,747	20,580	93	92
FL	105	184	1,084	4,086	16,176	35,061	96	92
GA	56	68	2,072	2,670	13,265	18,434	89	95
IL	85	80	565	634	17,990	18,109	74	85
MI	79	80	2,309	2,140	31,175	25,509	91	91
NJ	97	101	1,433	1,597	27,323	34,670	87	90
NY	52	62	465	492	10,301	12,129	82	78
NC	146	160	1,512	2,338	19,543	32,239	96	93
OH	77	85	1,738	1,502	28,790	32,914	92	91
OR	175	199	12,021	16,750	112,236	181,568	100	100
PA	106	105	1,108	1,315	27,858	34,054	90	86
TN	91	111	1,404	1,452	9,322	11,376	81	91
TX	59	62	1,035	823	10,560	9,657	94	90
VA	32	38	708	680	9,535	11,185	94	91
WA	43	31	700	503	8,525	7,506	89	92
17-State Program Total	1,448	1,590	37,712	48,085	443,300	562,250	93	93

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**Coniferous Evergreens**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Trees and Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006		
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL			14	33	86	67			2,465	3,023
CA					100	100			5,936	7,711
CT			20	20	80	80			7,529	4,923
FL			10	2	90	98			1,699	5,890
GA		1	9	13	91	86			2,376	5,833
IL			83	82	17	18			2,992	2,533
MI		2	49	42	46	53	5	3	6,970	6,182
NJ			64	60	36	40			4,611	4,299
NY		1	71	80	29	18		1	2,518	5,418
NC	1		41	56	58	44			5,533	4,957
OH	2		75	75	23	25			4,180	7,104
OR	1	2	39	32	60	62		4	40,694	30,357
PA			78	79	14	18	8	3	5,380	13,661
TN	9	1	68	69	23	30			1,626	3,367
TX			5	4	95	96			2,867	1,067
VA	4	1	53	54	43	45			1,915	2,050
WA	1	1	70	70	29	29			1,425	1,302
17-State Program Total	1	1	40	38	58	59	1	2	100,716	109,677

**Deciduous Flowering Trees  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	64	58	622	349	5,166	5,144	92	94
CA	157	152	1,482	2,261	41,962	45,459	94	83
CT	24	20	152	142	5,214	7,269	85	82
FL	179	227	525	1,060	21,400	25,656	91	92
GA	59	64	406	270	12,159	9,291	97	96
IL	82	72	174	167	18,612	16,714	91	89
MI	65	68	109	214	6,082	5,751	60	73
NJ	71	78	121	150	11,576	15,725	84	89
NY	48	50	125	107	7,063	7,292	86	74
NC	140	142	571	569	17,112	16,835	97	98
OH	63	64	437	351	17,186	15,389	93	92
OR	112	133	4,017	5,174	54,492	73,246	99	99
PA	74	69	149	104	8,214	5,323	74	84
TN	130	132	2,926	3,075	27,235	35,554	92	97
TX	84	87	949	1,274	12,222	15,428	94	87
VA	31	41	313	373	6,704	8,867	92	91
WA	33	26	330	317	3,237	3,560	90	89
17-State Program Total	1,416	1,483	13,408	15,957	275,636	312,503	92	92

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**Deciduous Flowering Trees**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Trees and Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006		
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL	6	4	26	40	68	56			735	460
CA	5	4			95	96			1,701	2,715
CT			37	32	63	68			385	712
FL	1	3	37	33	61	63	1	1	774	2,864
GA	1	1	19	29	80	70			858	519
IL	1	1	96	90	3	9			783	705
MI	1	2	56	42	43	56			304	332
NJ			95	87	5	13			328	342
NY	3	2	63	68	34	30			351	301
NC		1	61	59	39	40			2,051	1,524
OH	1		76	76	23	24			1,825	587
OR	30	43	36	27	34	30			11,597	9,672
PA	4		77	63	19	37			387	276
TN	13	14	39	34	48	52			2,474	3,802
TX	1	1	6	4	93	95			2,176	2,290
VA	6	1	47	46	47	53			658	737
WA	23	19	58	59	19	22			557	594
17-State Program Total	9	13	42	37	49	50			27,944	28,432

**Deciduous Shade Trees  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	53	49	432	319	5,899	7,922	92	93
CA	170	178	2,448	2,530	72,471	61,243	91	84
CT	20	17	77	61	7,103	6,515	81	79
FL	254	284	1,460	2,401	77,041	86,025	90	92
GA	66	73	349	975	15,565	20,891	97	92
IL	88	82	322	395	35,969	38,378	71	71
MI	63	71	153	253	11,213	9,660	70	67
NJ	66	74	209	235	17,366	24,550	83	94
NY	50	48	177	158	11,011	12,020	90	75
NC	140	151	649	559	26,497	26,680	95	97
OH	62	62	255	392	19,932	27,143	93	93
OR	143	172	7,112	9,134	118,270	152,013	99	100
PA	79	77	208	251	13,785	13,256	83	87
TN	122	131	1,597	2,175	29,083	42,769	93	96
TX	102	102	1,178	1,898	37,184	39,196	93	76
VA	30	39	190	219	8,843	10,067	90	92
WA	38	40	330	384	4,039	5,921	84	85
17-State Program Total	1,546	1,650	17,146	22,339	511,271	584,249	91	90

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**Deciduous Shade Trees**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Trees on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006		
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>
AL	9	2	37	55	54	43			862	688
CA	6	7		4	93	89	1		2,552	2,681
CT			51	53	49	47			349	358
FL	1	1	46	30	52	69	1		2,952	7,373
GA	3	1	29	34	68	64		1	785	2,200
IL	1	1	92	94	5	4	2	1	1,665	1,551
MI	2	3	75	65	22	31	1	1	459	561
NJ			95	85	4	14	1	1	426	531
NY	5	4	87	87	8	9			704	627
NC		1	66	70	34	29			2,764	1,845
OH			94	83	6	17			1,029	1,342
OR	37	45	25	21	38	34			18,060	15,910
PA	2	1	88	74	10	25			777	615
TN	5	3	64	47	31	50			2,604	3,316
TX	6	3	15	11	79	86			2,721	5,399
VA	5	2	57	56	38	41		1	589	738
WA	14	9	60	31	26	60			644	537
17-State Program Total	11	13	44	40	45	47			39,942	46,272

**Deciduous Shrubs  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	65	59	6,552	6,751	9,590	11,872	97	97
CA	195	187	26,981	36,920	159,109	187,499	96	93
CT	28	24	2,299	2,703	20,337	29,985	90	92
FL	249	255	17,067	11,303	118,072	103,358	90	95
GA	52	49	4,970	1,887	13,707	14,228	91	98
IL	76	70	1,527	1,357	19,554	19,662	82	82
MI	56	65	3,481	2,606	25,999	24,452	83	86
NJ	82	94	1,514	2,215	16,181	27,922	86	95
NY	59	55	577	506	8,215	8,624	83	72
NC	110	122	3,915	3,560	24,931	26,474	96	97
OH	66	68	3,460	3,672	32,948	42,529	97	96
OR	106	130	11,296	10,059	69,830	81,925	83	99
PA	51	50	822	490	7,405	6,949	82	90
TN	103	116	2,386	2,295	8,773	12,284	87	90
TX	69	68	6,861	6,526	31,908	31,163	93	84
VA	26	38	1,519	1,819	9,284	12,101	98	95
WA	35	33	2,895	3,150	6,772	6,953	93	93
17-State Program Total	1,428	1,483	98,122	97,819	582,615	647,980	91	93

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**Deciduous Shrubs**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006	1,000 Plants	1,000 Plants
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>		
AL			1	3	99	97			8,832	8,932
CA	15	38			85	62			34,650	30,075
CT	5	3	4	3	91	94			3,913	3,145
FL	1		2	1	97	99			24,298	13,968
GA	5		1	2	94	98			7,746	1,824
IL	1	1	37	46	62	53			4,913	3,091
MI		1	4	2	96	97			4,921	4,129
NJ			42	28	58	72			2,087	2,666
NY	6	4	29	29	65	67			765	980
NC			5	9	95	91			4,508	2,931
OH			47	41	53	59			5,336	7,362
OR	20	16	5	6	75	78			27,262	16,750
PA		1	22	17	78	81		1	1,177	1,407
TN	13	8	38	32	49	60			2,507	3,193
TX	5	4	5	5	82	91	8		5,733	3,822
VA	2	5	30	16	68	79			2,581	2,563
WA	6	10	4	3	90	87			3,612	3,635
17-State Program Total	8	14	9	9	83	77			144,841	110,473

**Fruit and Nut Plants  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	16	12	114	180	286	771	93	95
CA	133	128	32,618	37,808	138,203	165,154	88	79
CT	8	6	113	104	1,824	1,364	100	100
FL	57	89	2,214	2,201	14,468	22,082	95	95
GA	*	13	*	355	*	1,063	*	64
IL	10	15	2	74	163	1,101	13	55
MI	17	20	2,496	2,235	4,952	3,282	97	96
NJ	*	7	*	*	*	*	*	*
NY	13	17	1,536	2,280	3,619	5,513	68	48
NC	22	22	303	391	1,770	1,564	95	87
OH	*	4	*	*	*	*	*	*
OR	36	51	4,188	8,593	16,546	31,682	98	99
PA	*	13	*	*	*	*	*	*
TN	26	33	1,414	1,565	7,386	7,725	83	95
TX	36	46	530	537	4,227	5,416	78	76
VA	7	13	105	152	1,671	2,570	100	72
WA	21	22	3,469	4,778	17,452	22,684	79	84
17-State Program Oth Sts	22		860	820	3,648	4,425	24	20
Total	424	511	49,962	62,073	216,215	276,396	87	82

See footnote(s) at end of table.

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**Fruit and Nut Plants**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Trees and Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006	1,000 Plants	1,000 Plants
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL	54	58			46	42			47	192
CA	45	56	3	3	52	39		2	31,409	29,411
CT					100	100			102	80
FL	32	10	1		67	90			3,449	4,864
GA	*	8	*		*	85	*	7	*	424
IL			33	40	67	60			3	183
MI	66	18		1	34	81			2,393	1,807
NJ	*	*	*	*	*	*	*	*	*	*
NY	89	98	11	1		1			1,470	1,822
NC	21	46	1	1	78	53			795	290
OH	*	*	*	*	*	*	*	*	*	*
OR	79	39		1	20	59	1	1	7,508	10,807
PA	*	*	*	*	*	*	*	*	*	*
TN	29	35	4	5	67	60			711	1,213
TX	15	15	2		83	85			749	864
VA	17	10	19	10	64	80			149	201
WA	98	92	1	4	1	4			5,310	6,330
17-State Program										
Oth Sts	83	96	1		16	4			818	680
Total	51	52	3	3	46	44		1	54,913	59,168

\* Included in Other States to avoid disclosure of individual operations.

**Ornamental Grasses  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	45	35	309	278	622	742	91	82
CA	106	135	2,201	6,464	13,046	29,831	96	81
CT	12	13	130	333	2,189	5,294	99	97
FL	102	211	5,104	10,645	15,334	31,828	91	91
GA	24	30	396	1,021	1,538	3,420	92	94
IL	30	30	123	449	964	2,661	73	88
MI	30	37	632	676	2,572	3,781	73	85
NJ	34	53	368	638	2,712	4,655	90	95
NY	18	18	43	132	532	763	82	66
NC	56	80	1,581	2,948	4,563	6,137	97	98
OH	27	39	247	443	1,883	3,130	86	87
OR	34	59	521	1,156	1,787	5,265	97	86
PA	16	22	73	89	472	663	78	82
TN	24	40	66	298	332	1,595	90	90
TX	51	55	2,187	2,855	7,394	9,131	98	79
VA	18	31	1,002	1,373	4,805	6,170	99	92
WA	14	15	339	705	468	1,761	80	79
17-State Program Oth Sts								
Total	641	903	15,322	30,503	61,213	116,827	93	87

See footnote(s) at end of table.

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**Ornamental Grasses**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006	1,000 Plants	1,000 Plants
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>		
AL					100	100			356	394
CA		2		2	100	96			2,432	5,472
CT					100	100			114	303
FL					100	100			4,361	7,783
GA	5	2		1	95	97			1,768	1,793
IL			4	2	95	97	1	1	200	311
MI	5	6			95	94			*	2,572
NJ					100	100			335	535
NY		2	1		99	98			*	91
NC	3		2		95	100			1,316	1,934
OH					100	100			211	421
OR					100	100			799	1,255
PA			4	1	96	99			61	70
TN			5	1	95	99			65	713
TX					100	100			2,298	2,635
VA	2	1	33	10	65	89			1,451	1,647
WA				4	100	89		7	348	845
17-State Program Oth Sts									2,486	
Total	1	1	3	1	96	98			18,601	28,774

\* Included in Other States to avoid disclosure of individual operations.

**Other Woody Ornamentals, Vines, and Ground Covers  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	45	29	1,651	1,243	2,762	2,341	95	91
CA	163	160	16,884	20,368	85,896	116,073	95	75
CT	14	14	648	*	2,753	*	81	*
FL	250	293	23,416	28,635	122,426	140,155	85	96
GA	27	30	1,819	11,276	3,726	13,660	99	99
IL	*	19	*	*	*	*	*	*
MI	*	35	*	*	*	*	*	*
NJ	24	36	288	265	2,232	2,354	81	79
NY	*	19	*	893	*	949	*	85
NC	50	72	3,151	1,399	3,745	4,266	97	89
OH	18	24	237	340	1,405	1,994	71	97
OR	37	65	2,383	3,520	5,353	13,145	99	98
PA	16	23	156	162	1,451	2,058	91	97
TN	30	26	2,968	916	2,248	2,237	97	85
TX	55	46	5,219	4,580	18,738	22,527	98	71
VA	17	24	1,085	877	4,798	4,771	99	91
WA	23	16	765	293	1,735	608	59	77
17-State Program Oth Sts	59		27,060	26,077	13,965	32,072	95	96
Total	828	931	87,730	100,844	273,233	359,210	90	87

See footnote(s) at end of table.

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**Other Woody Ornamentals, Vines, and Ground Covers  
Percentage of Sales by Category and Year-End Inventory, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category								Trees and Plants on Hand January 1	
	Bare Root		Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006	2003	2006	1,000 Plants	1,000 Plants
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>		
AL					100	100			1,675	871
CA					99	100	1		19,128	18,611
CT		*	3	*	97	*		*	1,120	979
FL			1	3	98	97	1		32,081	34,110
GA	5	11			95	75		14	3,194	11,369
IL	*	*	*	*	*	*	*	*	*	*
MI	*	*	*	*	*	*	*	*	*	*
NJ			1		99	100			177	187
NY	*	10	*	1	*	89	*		*	*
NC			1		98	100	1		2,107	1,015
OH	1		2	1	97	99			681	792
OR			14	4	86	96			3,865	4,183
PA	8	15		5	92	75		5	646	520
TN	82	41		1	18	58			578	1,360
TX					100	100			4,314	2,778
VA	2	3	33	13	59	84	6		2,172	4,548
WA	25	9	3		72	91			422	170
17-State Program										
Oth Sts	13	1			87	98		1	33,624	22,905
Total	2	1	1	1	96	97	1	1	105,784	104,398

\* Included in Other States to avoid disclosure of individual operations.

**Palms**  
**Producers, Quantity Sold, and Sales, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	13	15	7	22	358	676	83	67
CA	147	158	1,275	3,127	31,168	70,219	91	88
FL	288	418	2,301	6,017	96,387	127,408	91	93
GA	*	13	*	12	*	846	*	36
NC	7	16	3	7	234	391	95	72
OR	5	11	1	7	75	174	80	70
TN		*		*		*		*
TX	43	59	136	197	2,966	3,965	94	77
VA	*	*	*	*	*	*	*	*
WA		*		*		*		*
17-State Program								
Oth Sts	9	3	44	42	526	91	97	46
Total	512	693	3,767	9,431	131,714	203,770	91	91

See footnote(s) at end of table.

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**Palms**  
**Percentage of Sales by Category and Year-End Inventory, by State,**  
**for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Gross Sales by Category						Trees and Plants on Hand January 1	
	Ball & Burlap		Containers		Other		2004	2007
	2003	2006	2003	2006	2003	2006		
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL	63	50	37	50			48	55
CA	3	3	96	93	1	4	2,248	4,332
FL	51	50	45	49	4	1	6,712	15,888
GA	*	1	*	92	*	7	*	8
NC	72	10	28	77		13	2	*
OR	1		99	100			4	13
TN		*		*		*		*
TX	27	33	73	67			446	1,307
VA	*	*	*	*	*	*	*	*
WA		*		*		*		*
17-State Program Oth Sts	14		86	100			86	128
Total	39	33	58	65	3	2	9,546	21,731

\*Included in Other States to avoid disclosure of individual operations.

**Propagative Nursery Materials  
Producers and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	33	34	8,652	7,867	94	97
CA	74	92	59,503	51,597	94	85
CT	4	5	248	258	95	76
FL	70	127	52,772	74,972	97	97
GA	28	22	5,649	3,266	83	98
IL	11	10	3,405	8,630	95	68
MI	43	44	33,528	36,847	98	95
NJ	23	23	4,353	5,982	96	93
NY	13	13	2,520	3,035	99	98
NC	34	34	6,678	5,448	80	54
OH	17	18	2,053	4,944	83	96
OR	89	107	48,686	55,501	97	98
PA	35	34	26,617	22,369	98	98
TN	61	65	12,510	16,401	99	99
TX	27	42	4,314	11,996	89	90
VA	6	9	610	1,980	69	94
WA	35	38	26,201	34,767	89	86
17-State Program Total	603	717	298,299	345,860	95	92

**Transplants for Commercial Vegetable and Strawberry Production  
Producers and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	*		*		*	
CA	31	32	116,334	125,693	100	94
CT	*		*		*	
FL	9	13	16,944	13,961	100	95
GA	4	3	3,410	4,150	88	100
IL	*		*		*	
MI	5	4	5,176	5,050	96	90
NJ	*	*	*	*	*	*
NY	*	*	*	*	*	*
NC	6	6	3,139	3,591	96	89
OH	*	*	*	*	*	*
OR	9	9	19,332	20,684	99	99
PA	*	3	*	*	*	*
TN	*	8	*	4,358	*	91
TX	7	10	4,205	6,042	81	85
VA	*	*	*	*	*	*
WA	5	*	1,905	*	99	*
17-State Program Oth Sts	15	9	2,629	5,037	88	89
Total	91	97	173,074	188,566	99	94

\* Included in Other States to avoid disclosure of individual operations.

**Christmas Trees, Cut and To Be Cut  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	*	*	*	*	*	*	*	*
CA	13	17	55	43	2,177	2,049	13	10
CT	7	9	34	39	1,281	1,509	5	20
FL	*	*	*	*	*	*	*	*
GA	*	4	*	5	*	285	*	35
IL	15	17	44	46	1,259	1,502	14	9
MI	58	59	1,852	1,562	22,636	26,520	88	87
NJ	6	10	12	13	511	544		7
NY	18	22	82	109	2,025	2,532	46	44
NC	105	118	2,090	2,577	42,840	53,201	95	95
OH	17	21	51	49	1,997	1,587	49	32
OR	104	121	4,734	5,478	82,226	86,998	98	98
PA	71	72	723	873	13,905	17,290	87	73
TN	4	3	14	*	187	*	92	*
TX	3	3	10	*	595	*	1	12
VA	8	16	111	168	2,222	3,977	98	87
WA	21	30	490	550	9,005	11,212	88	88
17-State Program Oth Sts	6	3	13	41	408	1,326	57	71
Total	456	525	10,315	11,553	183,274	210,532	91	89

See footnote(s) at end of table.

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**Christmas Trees, Cut and To Be Cut  
Area in Production and Year-End Inventory, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Area in Christmas Tree Production		Trees on Hand January 1	
	2003	2006	2004	2007
	<i>Acres</i>	<i>Acres</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>
AL	*	*	*	*
CA	1,000	467	190	385
CT	1,000	820	429	549
FL	*	*	*	*
GA	*	127	*	56
IL	1,000	1,336	897	798
MI	22,000	22,297	16,731	18,356
NJ	*	323	*	208
NY	2,000	2,570	944	1,626
NC	19,000	22,579	21,258	24,428
OH	1,000	1,069	585	742
OR	41,000	44,706	44,880	49,417
PA	12,000	11,794	8,086	8,076
TN	*	*	*	*
TX	*	*	*	43
VA	1,000	1,535	1,320	1,654
WA	5,000	4,176	4,778	4,626
17-State Program Oth Sts	2,000	296	339	219
Total	108,000	114,095	100,437	111,183

See footnote(s) at end of table.

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**Christmas Trees, Cut and To Be Cut  
Sales Intentions, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Year-End Inventory Expected to Sell In							
	Year 1		Year 2		Year 3		Year 4	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
AL	*	*	*	*	*	*	*	*
CA	19	11	19	11	15	10	13	16
CT	11	14	11	14	10	14	10	8
FL	*	*	*	*	*	*	*	*
GA	*	13	*	21	*	21	*	20
IL	9	8	8	7	8	7	8	7
MI	11	9	11	9	12	10	12	10
NJ	*	14	*	12	*	12	*	8
NY	8	8	8	9	10	9	12	11
NC	12	10	13	11	13	11	13	11
OH	9	9	8	9	10	9	10	9
OR	11	12	12	12	12	12	11	13
PA	7	9	8	10	8	10	9	10
TN	*	*	*	*	*	*	*	*
TX	*	20	*	28	*	21	*	17
VA	17	14	17	14	18	16	18	16
WA	12	16	13	13	13	13	13	14
17-State Program								
Oth Sts	19	31	18	26	15	9	12	10
Total	11	11	12	11	12	11	11	12

See footnote(s) at end of table.

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**Christmas Trees, Cut and To Be Cut  
Sales Intentions, by State,  
for Operations with \$100,000+ Sales, 2003 and 2006 (continued)**

State	Percentage of Year-End Inventory Expected to Sell In							
	Year 5		Year 6		Year 7		Year 8 or Later	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
AL	*	*	*	*	*	*	*	*
CA	11	14	8	9	8	8	7	21
CT	10	8	10	8	10	8	28	26
FL	*	*	*	*	*	*	*	*
GA	*	9	*	7	*	6	*	3
IL	9	7	9	8	9	7	40	49
MI	13	10	12	10	11	10	18	32
NJ	*	8	*	8	*	8	*	30
NY	14	12	14	11	16	13	18	27
NC	13	11	12	11	12	12	12	23
OH	11	9	13	9	13	9	26	37
OR	12	12	12	12	11	12	19	15
PA	15	13	10	11	16	14	27	23
TN	*	*	*	*	*	*	*	*
TX	*	14	*		*		*	
VA	18	13	2	8	2	8	8	11
WA	13	13	12	11	10	9	14	11
17-State Program								
Oth Sts	11	6	9	6	9	6	7	6
Total	13	11	12	11	11	12	18	21

\*Included in Other States to avoid disclosure of individual operations.

**Christmas Trees, Cut and To Be Cut  
Producers, Quantity Sold, and Sales, by State,  
for Operations with \$10,000+ Sales, 2006<sup>1</sup>**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Number</i>	<i>Number</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL		16		17		514		10
CA		70		87		3,900		7
CT		48		71		2,623		14
FL		12		10		273		16
GA		36		31		1,037		20
IL		36		64		2,000		10
MI		184		1,821		30,503		84
NJ		50		40		1,596		6
NY		107		186		4,523		36
NC		317		2,953		60,427		93
OH		68		86		2,921		22
OR		322		6,012		94,432		96
PA		241		1,109		22,681		64
TN		10		35		746		85
TX		25		30		1,277		13
VA		72		245		5,828		79
WA		99		641		13,695		76
17-State Program Total		1,713		13,438		248,976		83

See footnote(s) at end of table.

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**Christmas Trees, Cut and To Be Cut  
Area in Production and Year-End Inventory, by State,  
for Operations with \$10,000+ Sales, 2006<sup>1</sup> (continued)**

State	Area in Christmas Tree Production		Trees on Hand January 1	
	2003	2006	2004	2007
	<i>Acres</i>	<i>Acres</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>
AL		208		107
CA		1,257		871
CT		1,594		1,009
FL		151		65
GA		563		200
IL		1,688		1,025
MI		28,351		22,415
NJ		1,042		656
NY		5,431		3,008
NC		26,307		28,705
OH		1,975		1,345
OR		50,688		55,374
PA		17,443		10,952
TN		334		354
TX		379		184
VA		3,170		2,581
WA		5,931		5,690
17-State Program Total		146,512		134,541

See footnote(s) at end of table.

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**Christmas Trees, Cut and To Be Cut  
Sales Intentions, by State,  
for Operations with \$10,000+ Sales, 2006 <sup>1</sup> (continued)**

State	Percentage of Year-End Inventory Expected to Sell In							
	Year 1		Year 2		Year 3		Year 4	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
AL		21		21		20		18
CA		12		13		13		16
CT		12		12		12		9
FL		13		13		14		20
GA		18		20		20		18
IL		8		8		7		8
MI		9		10		10		10
NJ		9		8		9		8
NY		9		9		10		11
NC		10		11		11		11
OH		9		9		10		9
OR		12		12		13		13
PA		9		10		11		10
TN		21		18		8		9
TX		20		21		21		15
VA		13		14		15		15
WA		15		12		13		13
17-State Program Total				11		12		12

See footnote(s) at end of table.

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**Christmas Trees, Cut and To Be Cut  
Sales Intentions, by State,  
for Operations with \$10,000+ Sales, 2006<sup>1</sup> (continued)**

State	Percentage of Year-End Inventory Expected to Sell In							
	Year 5		Year 6		Year 7		Year 8 or Later	
	2003	2006	2003	2006	2003	2006	2003	2006
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
AL		13		6		1		
CA		13		10		8		15
CT		9		10		10		26
FL		12		7		6		15
GA		13		7		3		1
IL		8		8		8		45
MI		10		10		9		32
NJ		9		9		9		39
NY		11		10		12		28
NC		11		11		12		23
OH		9		9		9		36
OR		12		12		12		14
PA		12		11		13		24
TN		11		10		10		13
TX		10		7		4		2
VA		12		9		9		13
WA		13		11		9		14
17-State Program Total		11		11		11		21

<sup>1</sup> Not available for 2003.

## Survey Definitions

For all categories of production, refer to the enclosed questionnaire for more crop examples.

The determination of whether a plant is evergreen or deciduous is based upon the area of production. For example, an azalea that is evergreen in Florida may be deciduous in Connecticut.

**Area in Production:** the total area used to produce the nursery crop items defined below.

**Broadleaf Evergreens:** broadleaf trees and plants which retain their leaves year-round, such as azaleas, boxwood, holly, and rhododendron.

**Christmas Trees, Cut and To Be Cut:** evergreen trees grown to be sold as cut Christmas trees. Balled and burlapped trees are included in coniferous evergreens.

**Coniferous Evergreens:** cone-bearing trees and plants which retain their needle-like or scale-like leaves year-round, such as arborvitae, cedar, fir, pine, and spruce; including balled and burlapped Christmas trees. Christmas trees grown for cutting are not included in this category.

**Deciduous Flowering Trees:** ornamental trees which lose their leaves during the cold months and are grown and known for their flowering ability, such as dogwood, hawthorn, magnolia, and redbud.

**Deciduous Shade Trees:** trees which lose their leaves during the cold months and are primarily used for shade such as ash, birch, maple, oak, and willow.

**Deciduous Shrubs:** plants and trees which lose their foliage during the cold months and are primarily used as ornamental shrubs such as hibiscus, lilacs, and roses.

**Fruit and Nut Plants:** plants and trees which are primarily used for fruit and nut production including citrus and deciduous fruit trees, nut trees, grapevines, and small fruit plants such as blueberries and grapevines. Strawberry plants for home use are included in this category. Strawberry plants for commercial producers are included in the transplants category.

**Ornamental Grasses:** include grasses for landscape or garden use, sedges and reeds. Sod, turf, and range grasses are specifically excluded from this category.

**Other Woody Ornamentals, Vines, and Ground Covers:** include climbing clematis, ground covers, and other vines.

**Palms:** plants of the Family Arecaceae (Palmae) used for outdoor landscaping. Palms sold for indoor or patio use are not included in this category.

**Propagative Nursery Materials or Lining-Out Stock:** unfinished plants of the nursery crops in this survey to be further grown on by other growers such as lining-out stock, root stock, rooted cuttings, seedlings, and tissue-cultured plantlets.

**Transplants for Commercial Vegetable and Strawberry Production:** vegetable and strawberry plants produced for growers engaged in commercial production of crops such as broccoli, greens, peppers, tomatoes, strawberries, or other truck crops.

**Wages:** total gross wages paid to nursery production workers during the year including the employer's cost of social security, worker's compensation, insurance premiums, pension plans, and other benefits provided.

**Workers:** full-time (those paid for 150 days or more during the production year) and part-time (those paid for 149 days or less during the production year) hired workers including hired managers and paid family members involved in the nursery growing operation. Workers not directly producing nursery crops, such as garden center clerks, landscape installers, and truck drivers are excluded.

## Survey Procedures

The nursery statistics presented in this publication are compiled from the Nursery and Christmas Tree Production Survey of 2006 production. All data for 2003 have been carried forward from the previous report. This is the third multi-State survey on nursery and cut Christmas tree production conducted by NASS. It is meant to supplement the more comprehensive Decennial Census of Horticultural Specialties. The survey format and questions were developed with the assistance of industry leaders. A copy of the January 2007 questionnaire can be found beginning on page 47.

Initial questionnaire mailings were delayed until late February 2007. All known growers in the 17 program States with at least \$10,000 in annual sales were included. All qualifying operations were asked area in production, gross wages paid, number of hired workers, and gross sales by size of operation. The gross wages question is new for 2006.

Producers with at least \$100,000 in sales were asked to provide additional details for the twelve nursery plant categories. Data collected for nine categories (broadleaf evergreens, coniferous evergreens, deciduous flowering trees, deciduous shade trees, deciduous shrubs, fruit and nut plants, ornamental grasses, other woody ornamentals and vines, and palms) are number of units sold and gross sales dollars during 2006, percent of gross sales that were wholesale, percent of gross sales by container type and number of trees and plants on hand at year-end. Data collected for two plant categories (propagative materials and transplants for commercial truck crops) are limited to gross sales dollars and percent that were wholesale.

Cut Christmas tree data collected are trees cut and sold and gross sales dollars during 2006, percent of gross sales that were wholesale, number of trees on hand at year-end, and percent of trees expected to sell in future years. Christmas tree details were asked for all operations with at least \$10,000 in cut Christmas sales during 2006 for the first time this survey period.

Seventeen States were selected for the nursery production program in 2000 based upon sales reported in the 1998 Census of Horticultural Specialties. Virginia replaced South Carolina in the 2003 and 2006 production summaries based on the results of the first survey. Beginning with 2003 production, the number of plant categories was expanded from 9 to 12. The additional categories are ornamental grasses, other woody ornamentals and vines, and palms which were all included in the deciduous shrubs and other ornamentals category in the 2000 summary. Also beginning with 2003, cut Christmas tree sales expectations were expanded from 4 to 8 yearly periods.





NURSERY AND CHRISTMAS TREE PRODUCTION SURVEY  
January 2007



NATIONAL  
AGRICULTURAL  
STATISTICS  
SERVICE

U.S. Department of Agriculture,  
Rm 5030, South Building  
1400 Independence Ave., S.W.  
Washington, DC 20250-2000  
Phone: 1-800-727-9540  
Fax: 202-690-2090  
Email: [nass@nass.usda.gov](mailto:nass@nass.usda.gov)

The Department of Agriculture is conducting this survey to collect data on 2006 nursery sales. Your cooperation is essential to accurately measure nursery production in your State. Your response is voluntary. Facts about your operation are **confidential**, and used only in combination with similar reports from other producers. Thank you for your cooperation.

Please make corrections to name, address and Zip Code, if necessary.

1. In 2006, which of the following crops did this operation produce and sell, or have growing? (**Exclude** herbaceous perennials, annual bedding plants, potted flowering plants, cut flowers and foliage plants.)

Please check all categories of plants grown on this operation--

- 960  Transplants for commercial vegetable and strawberry production. (**Include** broccoli, cabbage, cauliflower, other crucifers, greens, pepper, strawberries for commercial production, tomatoes, and other transplants for commercial production. **Exclude** all items purchased for the sole purpose of reselling, that is no value was added to the plants.)
- 961  Propagative nursery material or lining-out stock. (**Include** root stock, lining-out stock, understock, seedlings, cuttings, tissue culture, whips, and other propagative materials.)
- 962  Christmas trees, cut and to be cut. (**Include** Douglas fir, Fraser fir, grand fir, noble fir, Scotch pine, spruce, Virginia pine, white pine, and other varieties.)
- 963  Broadleaf evergreens. (**Include** azalea, boxwood, cotoneaster, euonymus, holly, magnolia, pieris, pittosporum, privet, rhododendron, viburnum, and other broadleaf evergreens.)
- 964  Coniferous evergreens. (**Include** arborvitae, balled and burlapped Christmas trees, cedar, cypress, fir, hemlock, juniper, pine, spruce, yew and other conifers.)
- 965  Deciduous shade trees. (**Include** ash, birch, honey locust, linden, Japanese maple, Norway maple, red maple, sugar maple, other maple, oak, poplar, sweet gum, willow, and other deciduous shade trees.)
- 966  Deciduous flowering trees. (**Include** amelanchier, crabapple, crape myrtle, dogwood, golden rain, hawthorn, magnolia, ornamental cherry, ornamental pear, ornamental plum, redbud, and other deciduous flowering trees.)
- 967  Deciduous shrubs. (**Include** buddleias, hibiscus, hydrangeas, lilacs, roses, spireas, viburnum, weigelas, winterberry, and other deciduous shrubs.)
- 968  Fruit and nut plants. (**Include** citrus and subtropical fruit trees, deciduous fruit and nut trees, grapevines, strawberry plants for home use, other small fruit plants (blueberry, etc.), and other fruit and nut trees.)
- 969  Palms. (**Include** palms used for landscaping. **Exclude** palms sold for indoor use.)
- 970  Ornamental grasses. (**Include** grasses, sedges, reeds and bamboo. **Exclude** sod, turf grass or range grass.)
- 971  Other woody ornamentals and vines. (**Include** ground covers, clematis (climbing), other vines.)

If you checked at least one nursery or greenhouse crop, continue with Item 2 on page 2.  
If you do not grow any of the above, complete Section O on page 11.

2. What was this operation's total area in production for the nursery crops on page 1 during 2006

ACRES	SQUARE FEET
300	301

OR

3. Were the total gross sales from all of these crops more than \$100,000 in 2006?

- Yes**, go to Section **A**, page 3.       **No**, continue.

4. Were the total gross sales of cut Christmas trees more than \$10,000 in 2006?

- Yes**, go to Section **L**, page 8.       **No**, go to Section **M**, page 9.

General Instructions:  
**Transplants and Propagative Nursery Materials** that are reported in Section **A** or **B**, are to be excluded from Sections **C-L**.

**SECTION A TRANSPLANTS FOR COMMERCIAL VEGETABLE and STRAWBERRY PRODUCTION**

- Did you produce and sell any transplants for commercial vegetable and strawberry production on this operation in 2006? (**Include** broccoli, cabbage, cauliflower, other crucifers, greens, peppers, strawberries for commercial production, tomatoes, other transplants for commercial production. **Exclude** tobacco transplants.)  
 **Yes**, continue.     **No**, go to Section **B**.
- What was the TOTAL of all transplants for commercial vegetable and strawberry production produced and sold on this operation during 2006?

1	2
<b>Gross sales in 2006</b> (Retail and Wholesale) DOLLARS	<b>Percent of gross sales that were wholesale</b> (Sales made to retailers, landscapers or other wholesalers) PERCENT
302	303

**SECTION B PROPAGATIVE NURSERY MATERIAL OR LINING-OUT STOCK**

- Did you produce and sell any propagative nursery material on this operation in 2006? (**Include** root stock, lining-out stock, understock, seedlings, cuttings, tissue culture, whips, other propagative nursery material. **Exclude** material intended for reforestation.)  
 **Yes**, continue.     **No**, go to Section **C**, page 4.
- What was the TOTAL for all propagative nursery material produced and sold on this operation during 2006?

1	2
<b>Gross sales in 2006</b> (Retail and Wholesale) DOLLARS	<b>Percent of gross sales that were wholesale</b> (Sales made to retailers, landscapers or other wholesalers) PERCENT
304	305

**SECTION C CONIFEROUS EVERGREENS**

1. Did you grow any coniferous evergreens for sale on this operation in 2006? (**Include** arborvitae, balled and burlapped Christmas trees, cedar, cypress, fir, hemlock, juniper, pine, spruce, yew, and other conifers. **Exclude** Cut Christmas trees to be reported in Section L.)

**Yes**, continue.       **No**, go to Section D.

2. What was the TOTAL for all coniferous evergreens grown and sold on this operation during 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
315	316	317	320	321	322	323	318

**SECTION D BROADLEAF EVERGREENS**

1. Did you grow any broadleaf evergreens for sale on this operation in 2006? Some trees and plants can be classified as deciduous or evergreen depending upon region or climate. These should be categorized based upon where you produce them. (**Include** azalea, boxwood, cotoneaster, euonymus, holly, magnolia, pieris, pittosporum, privet, rhododendron, viburnum or other broadleaf evergreens.)

**Yes**, continue.       **No**, go to Section E, page 5.

2. What was the TOTAL of all broadleaf evergreens grown and sold on the operation in 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
306	307	308	311	312	313	314	309

**SECTION E DECIDUOUS SHRUBS**

1. Did you grow any deciduous shrubs for sale on this operation in 2006? Some trees and plants can be classified as either deciduous or evergreen depending upon region or climate. These should be categorized based upon where you produce them. (**Include** buddleias, hibiscus, hydrangea, lilac, rose, spirea, viburnum, weigelas, winterberry, other deciduous shrubs.)

**Yes**, continue.  **No**, go to Section F.

2. What was the TOTAL of all deciduous shrubs grown and sold on this operation during 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
342	343	344	347	348	349	350	345

**SECTION F DECIDUOUS SHADE TREES**

1. Did you grow any deciduous shade trees for sale on this operation in 2006? (**Include** ash, birch, honey locust, linden, Japanese maple, Norway maple, red maple, sugar maple, other maple, oak, poplar, sweet gum, willow, other deciduous shade trees.)

**Yes**, continue.  **No**, go to Section G, page 6.

2. What was the TOTAL for all deciduous shade trees grown and sold on this operation during 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
324	325	326	329	330	331	332	327

**SECTION G DECIDUOUS FLOWERING TREES**

1. Did you grow any deciduous flowering trees for sale on this operation in 2006? (**Include** amelanchier, ornamental cherry, crabapple, crape myrtle, dogwood, golden rain, hawthorn, magnolia, redbud, ornamental pear, ornamental plum, other deciduous flowering trees.)

**Yes**, continue.       **No**, go to Section H.

2. What was the TOTAL of all deciduous flowering trees grown and sold on this operation during 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
333	334	335	338	339	340	341	336

**SECTION H FRUIT AND NUT PLANTS**

1. Did you grow any fruit and/or nut plants - trees, shrubs, vines, etc. - for sale on this operation in 2006? (**Include** citrus and subtropical fruit trees, deciduous fruit and nut trees, grapevines, strawberry plants for home use, other small fruit plants, blueberry, etc., other fruit and nut trees. **Exclude** the sale of food products: apples, cherries, oranges, peaches, pecans, walnuts, etc.)

**Yes**, continue.       **No**, go to Section I, page 7.

2. What was the TOTAL for all fruit and nut plants grown and sold on this operation during 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
351	352	353	356	357	358	359	354

**SECTION I PALMS**

1. Did you grow any palms for sale on this operation in 2006? (**Include** palms used for landscaping. **Exclude** palms sold for indoor use.)  
 **Yes**, continue.       **No**, go to section J.

2. What was the TOTAL for all palms grown and sold on this operation during 2006?

1 Trees and plants sold in 2006  NUMBER	2 Gross sales in 2006 (Retail and Wholesale)  DOLLARS	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)  PERCENT	4 Percent of gross sales that were in the following categories: (must sum to 100%)			5 Trees and plants on hand January 1, 2007  NUMBER
			BALLED AND BURLAPPED	CONTAINERS	OTHERS	
381	382	383	387	388	389	384

**SECTION J ORNAMENTAL GRASSES**

1. Did you grow any ornamental grasses for sale on this operation in 2006? (**Include** grasses for the garden or landscape, sedges, reeds, and bamboo. **Exclude** sod, turf grass, or range grass.)  
 **Yes**, continue.       **No**, Go to Section K, page 8.

2. What was the TOTAL of all ornamental grasses grown and sold on this operation during 2006?

1 Plants sold in 2006  NUMBER	2 Gross sales in 2006 (Retail and Wholesale)  DOLLARS	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)  PERCENT	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Plants on hand January 1, 2007  NUMBER
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
391	392	393	396	397	398	399	394

**SECTION K OTHER WOODY ORNAMENTALS, AND VINES**

1. Did you grow any other woody ornamentals or vines for sale on this operation in 2006? (**Include** climbing clematis, ground covers, other vines.)  
 **Yes**, continue.       **No**, go to Section L.

2. What was the TOTAL for all other woody ornamentals and vines grown and sold on this operation during 2006?

1 Trees and plants sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Percent of gross sales that were in the following categories: (must sum to 100%)				5 Trees and plants on hand January 1, 2007
			BAREROOT	BALLED and BURLAPPED	CONTAINERS (all types)	OTHER	
NUMBER	DOLLARS	PERCENT					NUMBER
401	402	403	406	407	408	409	404

**SECTION L CHRISTMAS TREES, CUT and TO BE CUT**

1. Did you cut Christmas trees that were grown on this operation in 2006? (**Include** Douglas fir, Fraser fir, grand fir, noble fir, Scotch pine, spruce, Virginia pine, white pine, other Christmas tree varieties. **Exclude** Christmas trees sold, or to be sold as balled and burlapped, to be reported in Section C.)  
 **Yes**, go to Item 3.       **No**, continue.
2. Did you grow any Christmas trees on this operation in 2006 that are to be cut in future years?  
 **Yes**, continue.       **No**, go to Section M, page 9.
3. What was the TOTAL of all Christmas trees, cut and to be cut, grown and sold on this operation during 2006?

1 Trees cut and sold in 2006	2 Gross sales in 2006 (Retail and Wholesale)	3 Percent of gross sales that were wholesale (Sales made to retailers, or other wholesalers)	4 Trees on hand January 1, 2007	5 Percent of the trees you had on hand January 1, 2007 that you expect to sell in: (must sum to 100%)							
				1 YR	2 YR	3 YR	4 YR	5 YR	6 YR	7 YR	8 YRS OR MORE
NUMBER	DOLLARS	PERCENT	TREES								
360	361	362	363	365	366	367	368	369	370	371	372

ACRES

4. Total acres used for cut Christmas tree production only.....

373	•
-----	---



**SECTION M LABOR**

- Include:**
- Full-time and part-time workers, hired managers, and paid family members.
  - Only workers involved in the production of nursery crops or cut Christmas trees.
  - Contract Workers
- Exclude:**
- Workers not directly involved in nursery or cut Christmas tree production, such as garden center clerks, landscape installers, and truck drivers.
  - Workers involved only in the production of floriculture crops.
  - Unpaid family members.

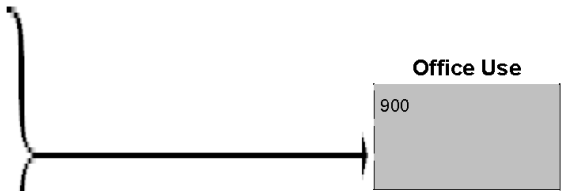
	None	Number	Dollars
1. What were the total gross wages paid (including employer's cost of social security, worker's compensation, insurance premiums, pension plans, and any other benefits provided) for nursery and cut Christmas tree production workers by this operation during 2006? . . . . .	<input type="checkbox"/>		550
2. Of the hired workers in 2006, how many were paid -	<input type="checkbox"/>		
a. 149 days or less? . . . . .	<input type="checkbox"/>	549	
b. 150 days or more? . . . . .	<input type="checkbox"/>	548	
3. What was the largest number of workers on the payroll on any one day in 2006?	<input type="checkbox"/>	898	

**SECTION N GROSS VALUE OF SALES**

1. What was the total gross value of sales for the reported nursery crops and cut Christmas trees in 2006?

**CODE** [Check sales group below.]

- 99 None during 2006
- 1 \$ 1..... to.... \$ 999
- 2 \$ 1,000..... to.... \$ 9,999
- 3 \$ 10,000..... to.... \$ 99,999
- 4 \$ 100,000..... to.... \$ 249,999
- 5 \$ 250,000..... to.... \$ 499,999
- 6 \$ 500,000..... to.... \$ 999,999
- 7 \$ 1,000,000..... to.... \$ 1,999,999
- 8 \$ 2,000,000..... to.... \$ 4,999,999
- 9 \$ 5,000,000..... to.... \$ 9,999,999
- 10 \$ 10,000,000 or more



**SECTION O CONCLUSION**

- 1. Are you involved in any additional nursery or Christmas tree operations in this State?  
 **Yes**, continue.     **No**, go to item 2.

**Yes = 1**

Code
975

Please list name and address of operation(s) in this State--

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- a. Did you include the production from the additional operation(s) in this report?
- 2. Do you operate any nursery or Christmas tree farms in any other State?  
 **Yes**, continue.     **No**, go to item 3.

**Yes = 1**

Code
976

Please list name and address of operation(s) in other State(s)--

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Yes = 1**

Code
977

- a. Did you include the production from these operation(s) in this report?
- 3. The Nursery Crops 2006 Summary will be released July 26, 2007. It will also be available on the Internet at <http://www.nass.usda.gov>. Would you like to receive a paper copy of the results?

**Yes = 1**

Code
987

**Yes = 1**

Code
001

4. Reported by: \_\_\_\_\_

Date: \_\_\_\_\_

Telephone Number: (        ) \_\_\_\_\_

Counties of Operation \_\_\_\_\_  
\_\_\_\_\_

**Thank you.**

OFFICE USE								
Response		Respondent		Mode	Enum.	Eval.	Office Use for POID	
1-Comp	9901	1-Op/Mgr	9902	1-Mail	9903	098	100	789
2-R		2-Sp		2-Tel				
3-Inac		3-Acct/Bkpr		3-Face-to-Face				
4-Office Hold		4-Partner		4-CATI				
5-R – Est		9-Oth		5-Web				
6-Inac – Est				6-e-mail				
7-Off Hold – Est				7-Fax				
8-Known Zero				8-CAPI				895
				19-Other				896
S/E Name								

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## Information Contacts

Listed below are the commodity statisticians in the Crops Branch of the National Agricultural Statistics Service to contact for additional information.

Jeff Geuder, Chief ..... (202) 720-2127

### Field Crops Section

Greg Thessen, Head ..... (202) 720-2127  
Shiela Corley - Cotton, Cotton Ginnings ..... (202) 720-5944  
Todd Ballard - Wheat, Rye ..... (202) 720-8068  
Ty Kalas - Corn, Proso Millet, Flaxseed ..... (202) 720-9526  
Greg Thessen - Peanuts, Rice ..... (202) 720-2127  
Travis Thorson - Soybeans, Sunflower, Other Oilseeds ..... (202) 720-7369  
King Whetstone - Hay, Oats, Sorghum ..... (202) 690-3234  
Dawn Keen - Crop Weather, Barley, Sugar Crops ..... (202) 720-7621

### Fruits, Vegetables & Special Crops Section

Lance Honig, Head ..... (202) 720-2127  
Leslie Colburn - Berries, Grapes, Maple Syrup, Tobacco .. (202) 720-7235  
Debbie Flippin - Fresh and Processing Vegetables, Onions,  
    Strawberries ..... (202) 720-2157  
Rich Holcomb - Citrus, Tropical Fruits ..... (202) 720-5412  
Doug Marousek - Floriculture, Nursery, Tree Nuts ..... (202) 720-4215  
Dan Norris - Austrian Winter Peas, Dry Edible Peas, Lentils,  
    Mint, Mushrooms, Peaches, Pears,  
    Wrinkled Seed Peas ..... (202) 720-3250  
Faye Propsom- Apples, Apricots, Cherries, Cranberries,  
    Plums, Prunes ..... (202) 720-4288  
Kim Ritchie – Hops ..... (360) 902-1940  
Cathy Scherrer - Dry Beans, Potatoes, Sweet Potatoes ..... (202) 720-4285

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### ASSISTANCE

For **assistance** with general agricultural statistics or further information about NASS or its products or services, contact the **Agricultural Statistics Hotline** at **800-727-9540**, 7:30 a.m. to 4:00 p.m. ET, or e-mail: [nass@nass.usda.gov](mailto:nass@nass.usda.gov).

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# **USDA Data Users' Meeting**

**October 29, 2007**

**Crowne Plaza Chicago O'Hare**

**Rosemont, Illinois**

**(847) 671-6350**

The USDA's National Agricultural Statistics Service will be organizing an open forum for data users. The purpose will be to provide updates on pending changes in the various statistical and information programs and seek comments and input from data users. Other USDA agencies to be represented will include the Agricultural Marketing Service, the Economic Research Service, the Foreign Agricultural Service, and World Agricultural Outlook Board. The Foreign Trade Division from the Census Bureau will also be included in the meeting.

For registration details or additional information for the Data Users' Meeting, see the NASS homepage at [www.nass.usda.gov/forum/](http://www.nass.usda.gov/forum/) or contact Marjorie Taylor (NASS) at (202) 690-8141 or at [marjorie\\_taylor@nass.usda.gov](mailto:marjorie_taylor@nass.usda.gov).

This Data Users' Meeting precedes an Industry Outlook meeting that will be held at the same location on October 30, 2007. The Outlook meeting brings together analysts from various commodity sectors to discuss the outlook situation. For registration details or additional information for the Industry Outlook Meeting see the Livestock and Marketing Information Center (LMIC) homepage at [www.lmic.info](http://www.lmic.info) or contact Jim Robb at (720) 544-2941 or at [robb@lmic.info](mailto:robb@lmic.info).