

# 2018 MARYLAND HORTICULTURE SURVEY

OMB No. 0535-0093  
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Please make corrections to name, address and ZIP Code, if necessary.

This survey is being conducted by the USDA's National Agricultural Statistics Service to document the current growth, scope and impact of the Maryland Green Industry, including Garden Centers. The survey is being sent to all licensed nursery and landscape operations in Maryland. **If you do business at more than one location, please combine the data for all locations on one questionnaire. Include production and sales from Maryland locations only.** Please return your report in the enclosed postage paid envelope. If you have any questions, please do not hesitate to call. We appreciate your help in this important effort.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347, and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response to this survey is **voluntary**.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number is 0535-0093. The time required to complete this information collection is estimated to average 60 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

**Note: Use 2018 fiscal year if unable to give calendar year data.**

## SECTION 1 - Type of Operation

1. Did you produce or sell nursery or greenhouse crops or provide landscape services during 2018?

Yes [*Continue Below*]

No [*skip to page 8, question 48*]

2. Which of the following categories **BEST** describes your primary business activity (*check one*):

Grower - wholesale only

Landscaper and/or Interiorscaper (*installation only*)

Landscaper and/or Interiorscaper (*maintenance only*)

Landscaper and/or Interiorscaper (*installation/ maintenance*)

Grower - retail and/or wholesale

Horticulture distributor or re-wholesale

Retail sales

Other (*Please specify*) \_\_\_\_\_

3. How many years has this business been in operation?.....

4. Is this operation a Family Owned Business? (*Circle one*) ..... YES NO

## SECTION 2 - Gross Sales

5. What were your total gross sales from nursery or greenhouse crops and landscaping? (Including hardscapes e.g. walkways, irrigation systems, decks, snow removal, etc.) **Note:** use fiscal year values if calendar year values are not available.

2017	2018	Projected 2019
300	301	302

6. What **PERCENT** of your total sales were from:

	2018	Projected 2019
a) wholesale (plant sales).....	400	408
b) wholesale (non-plant sales only).....	401	409
c) retail (plant sales).....	402	410
d) retail (non-plant sales only).....	403	411
e) landscape/interiorscape installation .....	404	412
f) landscape/interiorscape maintenance.....	406	414
g) other (please specify).....	407	415
(Percentages should add to 100%)	<b>100 %</b>	<b>100 %</b>

7. What **percent** of your plant sales were by the following categories?  
(include plants installed and maintained)

	2018	Projected 2019
a) Woody plants.....	450	457
b) Herbaceous perennials.....	451	458
c) Annuals.....	452	459
d) Aquatic Plants.....	453	460
e) Specialty greenhouse (house plants and tropicals).....	454	461
f) Christmas trees.....	455	462
g) Other (e.g. seeds, sod, bulbs, and cut flowers).....	456	463
(Percentages should add to 100%)	<b>100 %</b>	<b>100 %</b>

8. What **percent** of your sales were by the following methods?  
(include plants installed and maintained)

	2018	Projected 2019
a) Field Grown ( include aquatic plants).....	500	506
b) Containers		
1. In-ground containers (Pot-in-Pot)	501	507
2. Above ground containers	502	508
3. Greenhouse	503	509
c) Cut Flowers.....	504	510
d) Other (please specify) ...	505	511
(Percentages should add to 100%)	<b>100 %</b>	<b>100 %</b>

### SECTION 3 – Sources of Plant Material

9. Did you produce, purchase or install plants in 2018?  Yes [*Continue*]       No (*skip to Section 4, question 11*)

10. Please enter the **percent** of your 2018 plant material that you **produced or purchased** in each category and region identified in the table below.

Source of Plants <i>Columns should sum to 100.</i>	Woody Plants	Herbaceous Perennials	Annuals	Aquatic Plants	Indoor Plants and Tropical Greenhouse	Christmas Trees	Other (e.g. seeds, sod, bulbs)
Grown entirely on your farm/ nursery							
Maryland grown: Finished by you							
Maryland grown: Already finished							
Eastern States grown: Finished by you							
Eastern States grown: Already finished							
Southern States grown: Finished by you							
Southern States grown: Already finished							
Central States grown: Finished by you							
Central States grown: Already finished							
Western States grown: Finished by you							
Western States grown: Already finished							
Canada grown: Finished by you							
Canada grown: Already finished							
Other Countries:							
_____							
_____							
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Note: Eastern States include** CT, Wash. DC, DE, MA, ME, NH, NJ, NY, PA, RI, VT, and WV **Southern States include** AL, AR, FL, GA, KY, LA, MS, NC, OK, Puerto Rico, SC, TN, TX, and VA **Central States include** IA, IL, IN, KS, MI, MO, MN, ND, NE, OH, SD, and WI **Western states include** AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, and WY

**SECTION 4 – Destination of Plants – if you are a landscape contractor, go to question 13.**

11. Did you wholesale and/or re-wholesale plant materials or engage in retail sales in 2018?

Yes **[Continue]**

No **[skip to Section 4, question 13]**

12. Please enter the **percent** of your **2018** sales by plant material category sold to each region identified in the table below.

Destination <i>Columns should sum to 100.</i>	Woody Plants	Herbaceous Perennials	Annuals	Aquatic Plants	Specialty Greenhouse	Christmas Trees	Other (e.g. seeds, sod, bulbs)
Maryland	701	702	703	704	705	706	707
Eastern States	708	709	710	711	712	713	714
Southern States	715	716	717	718	719	720	721
Central States	722	723	724	725	726	727	728
Western States	729	730	731	732	733	734	735
Canada	736	737	738	739	740	741	742
Other Countries:							
_____	743	744	745	746	747	748	749
_____	750	751	752	753	754	755	756
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

13. Did you install and/or maintain plant materials for customers in 2018?

Yes **[Continue]**

No **[skip to Section 5, question 15]**

14. Please enter the **percent** of your **2018** sales that you installed by plant material category sold to each region identified in the table below.

States <i>Columns should sum to 100.</i>	Woody Plants	Herbaceous Perennials	Annuals	Aquatic Plants	Specialty Greenhouse	Christmas Trees	Other (e.g. seeds, sod, bulbs)
Maryland	701	702	703	704	705	706	707
Eastern States	708	709	710	711	712	713	714
Southern States	715	716	717	718	719	720	721
Central States	722	723	724	725	726	727	728
Western States	729	730	731	732	733	734	735
Canada	736	737	738	739	740	741	742
Other Countries:							
_____	743	744	745	746	747	748	749
_____	750	751	752	753	754	755	756
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**NOTE:** Eastern States include CT, DC, DE, MA, ME, NH, NJ, NY, PA, RI, VT, WV  
 Southern States include AL, AR, FL, GA, KY, LA, MS, NC, OK, Puerto Rico, SC, TN, TX, VA  
 Central States include IA, IL, IN, KS, MI, MO, MN, ND, NE, OH, SD, WI

### Section 5 - Land, Buildings, and Equipment

15. What is your estimate of the current market value of land, structures and equipment used (owned, leased and/or rented) in your operation as of **December 31, 2018**? ..... 

800
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16. What was the total acreage your operation owned, leased and/or rented for sales or production in **2018**? (Including all production, sales, and holding areas)..... 

801
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17. Please provide the number of acres your operation owned, leased, and/or rented for sales or production in 2018 for each of the categories below:

	Acres
a) Field Production (in ground).....	901
b) In-ground container production (pot-in pot) .....	902
c) Out-of-ground container production (container nursery) .....	903
d) Permanent greenhouse (eg. Propagation houses; not overwintering structures) .....	904
e) Holding/sales	905
f) Infrastructure (not otherwise indicated above) .....	906

18. Did your operation have any greenhouses, shade-house or overwintering structures in 2018?

Yes **[Continue]**

No **[skip to question 20]**

19. Please indicate type and area of covered space in use in **2018**. (Include covered space used for holding, selling, or finishing product.)

	Square Feet	Acres
a) Glass greenhouses.....	907	500
b) Rigid plastic greenhouses.....	908	501
c) Film plastic greenhouses, hoop houses, or over winter poly house (single or multi-layer).....	909	502
d) Shade houses.....	910	503
e) Other (please specify)_____	911	504

20. List the Maryland counties where your operation is located. If your operation is in more than one county, list the total acreage in each county. (report acreage to the nearest whole number)

COUNTY	ACREAGE
120	121
122	123
124	125

### SECTION 6 - Labor

	Domestic	Foreign
21 How many workers were paid for working 149 days or less?.....	131	xxx
22 How many workers were paid for working 150 days or more?.....	132	xxx
23 How many workers were from the H2A program?.....	233	xxx
24 How many workers were from the H2B program?.....	333	xxx
25 How many workers were from other programs? .....	433	xxx

**SECTION 6 – Labor (continued)**

26. What were the total gross wages paid by your operation during **2018**? (Include employer's cost for social security, worker's compensation, insurance premiums and any other benefits provided) ..... 134

27. Of the total gross wages paid (item 26) how much was for:

a) Labor overhead..... 139  
 (e.g. payroll taxes, workers' comp, benefits, other costs of hiring and processing foreign labor)

28. During **2018**, what was the average hourly wage for:

a) Inexperienced Laborers..... 135  
 b) Experienced Laborers..... 136  
 c) Managers..... 137  
 d) Supervisors..... 138

29. How many **UNPAID** workers were on this operation in **2018**? (Include family members, operators, and partners not paid a salary) ..... 140

**SECTION 7 – Stewardship – Only answer questions that apply to your operation**

30. Do you have a current conservation plan with the local Soil Conservation District? Y N

31. Please estimate how many acres you have in long term buffer strips, permanent grass isles and other buffer areas?  
 a. None b. 0-10 c. 11-25 d. 26-50 e. Greater than 50

32. How many acres do you have in temporary buffer strips, grass isles and other buffer areas?  
 a. None b. 0-10 c. 11-25 d. 26-50 e. Greater than 50

33. If you do have conservation zones, do you employ any of the following conservation practices....? (Choose all that apply)

- a. Maintain perennial grass aisles between planting beds or rows
- b. Maintain perennial grass buffers around fields
- c. Use in-row cover crops
- d. Use soil moisture sensors to management irrigation
- e. Managed beneficial insect habitats (pollinators, etc)
- f. Release beneficial insects
- g. Conserve beneficial insects by adjusting herbicide, fungicide, pesticide selection
- h. Conserve beneficial insects by adjusting chemical application times and techniques
- i. Conduct regular crop pest scouting
- j. Grow plants under USDA Organic certification
- k. Use compost as a nutrient source
- l. Practice crop rotation
- m. Utilize alternative energy sources (solar, wind, geothermal, etc)
- n. Other

34. If you do have conservation zones like buffer strips, did you employ them because...? (Choose all that apply)

- a. Cost share/ incentives
- b. Required by regulations
- c. a best management practice to protect the environment
- d. To improve profitability
- e. Because of consumer demand / for the marketing value of sustainability
- f. Pressure from non-governmental organizations

## **SECTION 7 – Stewardship (continued)**

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35. Were you able to fully implement your nutrient management plan    Y    N
36. If answer to 35 was yes, move to question 37; if no, what are some reasons?
- Lack of time
  - Lack of labor
  - Some BMPs were too restrictive
  - Costs to implement were too high
  - Other
37. Since implementing all or parts of your nutrient management plan, what savings in dollars do you think you have experienced?
- no savings
  - \$1-\$500
  - \$501-\$1000
  - \$1001-\$5000
  - greater than \$5000
  - Other
38. Please estimate in pounds per acre your reduction of the use of nitrogen since implementing all or part of your nutrient management plan?
- no reduction
  - 0-50
  - 50-100
  - 101-200
  - over 200
39. Please estimate in pounds per acre your reduction of the use phosphorus since implementing all or part of your nutrient management plan?
- no reduction
  - 0-50
  - 50-100
  - 101-200
  - over 200
40. If your nutrient management plan increased your operational efficiencies please indicate in what way:
- More efficient nutrient use
  - More efficient water use
  - More efficient labor use
  - Better understanding of your overall operation
  - Other
41. Do you capture and re-use irrigation water?    Y    N
42. Do you use precision, micro or drip irrigation?    Y    N
43. Do you use water management strategies or monitoring equipment?    Y    N
44. If you maintain buffer areas along streams please indicate the width of buffer areas (circle all that apply)
- 10'
  - 20'
  - 35'
  - Greater than 35'

**SECTION 7 – Stewardship (continued)**

45. Please identify the watershed(s) your operation(s) is/are located? Choose any that apply
- a. Blackwater (Buttins Creek, Chicamcomico and Transquaking Rivers)
  - b. Chester-Sassafrass (Little Northeast and Elk Creeks , Bohemian and Wye Rivers)
  - c. Chincoteague (St. Martin River and Trapp Creek)
  - d. Choptank (Tuckahoe River)
  - e. Gunpowder-Patapsco (Patapsco and Gunpowder Falls, Gywnns Falls, Winters, Carson and Bynum Runs)
  - f. Nanticoke (Marshy Hope, Broad and Quantico Creeks)
  - g. Monocacy River and its tributaries
  - h. Patuxent and its tributaries
  - i. Potomac, Lower (Mattawoman, Najemoy and St. Clement Creeks, and Port Tabaco River)
  - j. Potomac, Middle (Catoctin Creek, and Seneca Creeks, Muddy Branch and Watts Branch, Rock Creek, Henson Creek, Tinkers Creek and Piscataway Creek, Anacostia River)
  - k. Potomac, Upper (Savage River and Braddock, Jacobs, Collier Mill Runs; Town Creek, Fifteen Mile and Sideling Hill Creek; Licking, Tonoloway Conococheauge and Antietam Creeks)
  - l. Pocomoke (Nassawongo and Dividing and Marumsco Creek)
  - m. Severn River (South River)
  - n. Susquehanna, Lower (Deer, Broad, Conowingo and Octoraro Creeks)
  - o. Wicomico

**SECTION 8 - Industry Factors**

46. Please list the 3 most important factors that are limiting growth or are problematic for your business.

	OFFICE USE
_____	160
_____	161
_____	162

47. Is any of your land in a land preservation/conservation program? (Circle one)..... **YES**      **NO**

If Yes: How many acres did you have total in preservation/conservation programs in 2018?

162
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## SECTION 9 - Conclusion

Please share with us any comments on issues affecting your industry:

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5. Respondent Name:

9911  
Phone: ( \_\_\_\_\_ )

9910                      MM  
                                 DD                      YY  
Date:    \_\_ \_\_                      \_\_ \_\_                      **18**

**Survey Results:** To receive the complete results of this survey on the release date, go to [www.nass.usda.gov/Surveys/Guide\\_to\\_NASS\\_Surveys/](http://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/)

Would you rather have a brief summary mailed to you at a later date?

**YES** – (Enter code 1.)

**NO** – (Enter code 3.)

**Code**

9990

### THANK YOU FOR YOUR COOPERATION

Response	Respondent	Mode	Enum.	Eval.	R. Unit	Change	Office Use for POID				
1-Comp 2-R 3-Inac 4-Office Hold 5-R – Est 6-Inac – Est 7-Off Hold – Est 8-Known Zero	9901 1-Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Oth	9902 1-PASI (Mail) 2-PATI (Tel) 3-PAPI (Face to-Face) 6-e-mail 7-Fax 19-Other	9903	9998	9900	9921	9985	9989			
							<b>Optional Use</b>				
							9907	9908	9906	9916	

S/E Name