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Service



# Nursery Crops 2003 Summary

## July 2004

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## Update Alert

The “**Growing Area**” narrative on page 2 has been corrected. The unit of measurement for Oregon, Pennsylvania, and Michigan production area is now correctly stated as billion square feet.

### Nursery Production Measured at \$3.97 Billion

**Value of Sales:** The 2003 gross value of sales for twelve categories of nursery products total \$3.97 billion on operations exceeding \$100,000 in sales in the 17 States surveyed for this report. This represents an increase of 19 percent from comparable states since the survey was last conducted for the 2000 crop year. The 17 State definition has changed slightly with South Carolina being replaced by Virginia in the current report. All data for 2000 have been carried forward from the previous report. Broadleaf evergreens account for 21 percent of the total sales dollars, followed by deciduous shrubs at 15 percent, and deciduous shade trees at 13 percent. The top three contributing States to value of production are California with 25 percent of the total followed by Florida and Oregon, tied at 16 percent each.

**Number of Operations:** There are 7,742 nursery operations with sales over \$10,000 in the 17 States. Firms with sales of \$100,000 or greater number 3,149 while there are 801 operations with sales over \$1 million. The State with the largest number of operations is Florida with 1,360. Oregon has 898 firms and North Carolina rounds out the top three with 751 growers.

**Growing Area:** All nurseries with sales over \$10,000 report total production area of nearly 20 billion square feet. Oregon growers utilize 3.67 billion square feet, while Pennsylvania accounts for 2.26 billion square feet, and Michigan reports 2.05 billion square feet.

**Hired Workers:** Part-time hired workers are utilized by 3,978 operations or 51 percent of the nurseries with sales of at least \$10,000. The average number of part-time workers per operation is 13.2. Full-time workers are hired by 4,061 operations with an average of 14.9 workers per operation.

**Broadleaf Evergreens:** The largest contributor to gross sales is broadleaf evergreens, which add \$821 million to gross sales for 2003, or 21 percent of the total. Plants included in this category are azalea, boxwood, euonymus, holly, and other broadleaf evergreen plants. California growers account for 27 percent of the total, followed by Oregon with 15 percent, and Florida with 12 percent.

**Deciduous Shrubs:** At \$583 million, or 15 percent of total sales, deciduous shrubs are the second largest contributor to sales. This group includes buddleias, hibiscus, hydrangeas, lilacs, roses, and other deciduous shrubs. Twenty-seven percent of the gross sales are in California, followed by 20 percent in Florida, and 12 percent in Oregon.

**Deciduous Shade Trees:** Deciduous shade tree sales total \$511 million, or 13 percent of the survey total. Trees included are ash, birch, honey locust, maples, oak, and other deciduous shade trees. Oregon sales account for 23 percent of the total dollars. Florida and California follow with 15 percent and 14 percent of the total, respectively.

**Coniferous Evergreens:** Coniferous evergreen sales total \$443 million, or 11 percent of the 17 State total. Arborvitae, balled and burlapped Christmas trees, cedar, fir, pine, and other coniferous evergreens make up this category. Oregon shows the highest sales, at 25 percent of the total, followed by California at 15 percent, and Michigan at 7 percent.

**Propagation Material:** Propagation material or lining-out stock shows sales of \$298 million, or 8 percent of the total. Propagative material includes root stock, lining-out stock, seedlings, tissue culture, and other propagation. The largest percentage of sales were in California, with 20 percent. Florida adds 18 percent while Oregon follows with 16 percent.

**Deciduous Flowering Trees:** Deciduous flowering trees account for \$276 million of gross sales, or 7 percent of the total. Types of trees included are crabapple, crapemyrtle, dogwood, ornamental pear, redbud, and other deciduous flowering trees. Oregon sales are 20 percent of the total. California and Tennessee are the next largest with 15 percent and 10 percent, respectively.

**Other Woody Ornamentals and Vines:** Woody ornamentals and vines add \$273 million, or 7 percent, to gross sales. This category includes ground covers, clematis, and other vines. Florida accounts for 45 percent of sales, followed by California with 31 percent. Texas rounds out the top three with 7 percent of sales.

**Fruit and Nut Plants:** The 2003 gross value of sales for fruit and nut plants is \$216 million, or 5 percent of the total. This category includes citrus and subtropical fruit trees, deciduous fruit and nut trees, grapevines, other small fruit plants, and other fruit and nut trees. California accounts for the majority share, at 64 percent. Washington and Oregon follow with 8 percent each.

**Cut and To Be Cut Christmas Trees:** This category accounts for \$183 million, or 5 percent of total sales. This breakout includes douglas fir, fraser fir, scotch pine, white pine, and other varieties. Oregon leads gross sales with 45 percent of the total. North Carolina sales account for 23 percent of the market with Michigan accounting for 12 percent of total sales.

**Transplants for Commercial Vegetable and Strawberry Production:** Sales in this category total \$173 million, or 4 percent of the 17 State total. Transplants include broccoli, cabbage, peppers, strawberries, tomatoes, and other transplants for commercial production. California leads this category with 67 percent of total gross sales. Oregon and Florida round out the top three with 11 percent and 10 percent, respectively.

**Palms:** Growers report \$132 million of palm sales, or 3 percent of the 17 State total. This category is made up of palms grown for outdoor landscaping. Florida dominates this category with 73 percent of sales, with California following at 24 percent. Texas contributes 2 percent to the total.

**Ornamental Grasses:** Ornamental grass sales total \$61 million, or 2 percent of the 17 State total. This category includes landscaping grasses, but excludes sod, turf, and range grasses. Florida shows the highest sales, at 25 percent of the total, followed by California at 21 percent, and Texas at 12 percent.

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**Nursery Crops: Total Operations and Area in Production, by State,  
for Operations with \$10,000+ Sales, 2000 and 2003**

State	Number of Operations		Total Production Area	
	2000	2003	2000	2003
	<i>Number</i>	<i>Number</i>	<i>1,000 Square Feet</i>	<i>1,000 Square Feet</i>
AL	181	202	278,369	300,332
CA	567	688	842,265	1,065,312
CT	92	118	319,863	327,903
FL	991	1,360	1,156,383	1,531,854
GA	200	237	223,336	334,909
IL	179	265	755,424	985,395
MI	517	476	2,439,467	2,054,011
NJ	270	342	622,368	864,355
NY	388	308	852,582	708,253
NC	698	751	1,408,193	1,956,805
OH	298	350	728,137	860,185
OR	867	898	2,630,495	3,671,738
PA	413	559	1,489,016	2,259,594
SC <sup>1</sup>	96		224,630	
TN	352	387	1,317,711	1,544,288
TX	170	295	192,059	390,249
VA <sup>1</sup>		218		525,638
WA	256	288	598,413	537,040
17 Sts	6,535	7,742	16,078,711	19,917,861

<sup>1</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**All Nursery Operations, Operations with Hired Workers, and Average  
Number of Workers by Size of Operation, 2000 and 2003 <sup>1</sup>**

Gross Value of Sales	All Nursery Operations <sup>2</sup>		Operations with Part-time Hired Workers <sup>2</sup>		Average Number of Part-time Hired Workers		Operations with Full-time Hired Workers <sup>2</sup>		Average Number of Full-time Hired Workers	
	2000	2003	2000	2003	2000	2003	2000	2003	2000	2003
	<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>
\$10,000 to \$99,999	3,821	4,593	2,105	2,002	5.0	4.7	1,371	1,364	3.5	3.3
\$100,000 to \$249,999	951	1,133	636	673	7.5	7.9	717	833	5.0	5.3
\$250,000 to \$499,999	596	680	387	405	11.2	9.7	537	579	7.7	7.1
\$500,000 to \$999,999	486	535	331	354	14.8	12.8	460	503	13.5	12.5
\$1,000,000 to \$1,999,999	321	362	242	234	23.2	19.7	312	351	22.1	19.7
\$2,000,000 to \$4,999,999	221	270	148	181	41.9	38.2	209	265	37.7	37.4
\$5,000,000 to \$9,999,999	85	105	65	77	155.4	108.8	82	102	176.0	95.9
\$10,000,000 or more	54	64	42	52	177.4	182.1	52	64	194.4	228.8
<b>Total</b>	<b>6,535</b>	<b>7,742</b>	<b>3,956</b>	<b>3,978</b>	<b>13.6</b>	<b>13.2</b>	<b>3,740</b>	<b>4,061</b>	<b>15.5</b>	<b>14.9</b>

<sup>1</sup> South Carolina included in 2000, but not 2003. Virginia included in 2003, but not included in 2000.

<sup>2</sup> Number of Operations with Part-time Hired Workers plus Number of Operations with Full-time Hired Workers will not add to All Nursery Operations due to some operations utilizing both types of workers and some operations hiring no workers.

**Number of Hired Workers,  
by State, 2000 and 2003**

State	Hired Workers		Hired			
			150 Days or More		149 Days or Less	
	2000	2003	2000	2003	2000	2003
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
AL	2,963	2,624	1,515	1,351	1,448	1,273
CA	29,088	25,587	16,281	13,566	12,807	12,021
CT	2,686	2,449	1,785	1,465	901	984
FL	12,314	15,777	8,708	10,917	3,606	4,860
GA	2,421	2,538	1,505	1,797	916	741
IL	3,504	3,120	2,121	1,814	1,383	1,306
MI	7,507	6,168	2,416	2,721	5,091	3,447
NJ	2,954	3,022	1,795	1,871	1,159	1,151
NY	2,943	2,409	1,279	1,232	1,664	1,177
NC	7,626	6,131	2,861	3,034	4,765	3,097
OH	4,321	3,814	2,261	2,353	2,060	1,461
OR	16,735	18,948	7,821	7,957	8,914	10,991
PA	4,251	4,891	1,774	2,095	2,477	2,796
SC <sup>1</sup>	1,631		1,086		545	
TN	3,765	3,229	1,940	1,859	1,825	1,370
TX	2,927	5,331	1,395	3,787	1,532	1,544
VA <sup>1</sup>		2,197		1,251		946
WA	4,144	4,902	1,405	1,508	2,739	3,394
17 Sts	111,780	113,137	57,948	60,578	53,832	52,559

<sup>1</sup> South Carolina included in 2000, but not 2003. Virginia included in 2003, but not included in 2000.

**Number of Operations: Reported Gross Value  
of Sales, by State, 2000 and 2003**

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	
	2000	2003	2000	2003	2000	2003	2000	2003	2000	2003
	<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>	102	96	27	43	16	25	17	13	9	14
CA	245	287	85	104	57	63	61	79	39	52
CT <sup>1</sup>	53	80	18	19	7	4	14	15		
FL	424	709	210	233	130	145	99	109	73	88
GA <sup>1</sup>	124	133	25	29	18	22	17	27	9	14
IL <sup>1</sup>	85	161	34	24	22	32	19	21	9	14
MI <sup>1</sup>	345	322	82	60	38	36	19	19	13	19
NJ <sup>1</sup>	157	216	46	45	26	34	23	20	7	14
NY <sup>1</sup>	297	219	46	38	18	22	15	14	6	8
NC <sup>1</sup>	496	485	78	114	38	53	40	42	26	31
OH <sup>1</sup>	202	250	34	34	20	26	20	18	9	9
OR	525	498	70	136	80	88	67	72	57	41
PA <sup>1</sup>	289	406	56	75	30	33	13	19	13	9
SC <sup>1 2</sup>	46		18		11		10		11	
TN <sup>1</sup>	182	231	63	61	41	35	30	31	27	20
TX <sup>1</sup>	79	159	31	54	22	28	15	17	7	12
VA <sup>2</sup>		161		18		13		11		4
WA <sup>1</sup>	170	180	28	46	22	21	19	20	9	11
17 Sts <sup>3</sup>	3,821	4,593	951	1,133	596	680	486	535	321	362

See footnote(s) at end of table.

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**Number of Operations: Reported Gross Value  
of Sales, by State, 2000 and 2003 (continued)**

State	\$2,000,000 to \$4,999,999		\$5,000,000 to \$9,999,999		\$10,000,000 or more		Total Operations	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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>	6	11	4				181	202
CA	45	53	16	24	19	26	567	688
CT <sup>1</sup>							92	118
FL	37	48	14	21	4	7	991	1,360
GA <sup>1</sup>	4	9	3	3			200	237
IL <sup>1</sup>	5	9	5	4			179	265
MI <sup>1</sup>	14	14	6	6			517	476
NJ <sup>1</sup>	6	8	5	5			270	342
NY <sup>1</sup>	6	7					388	308
NC <sup>1</sup>	20	20		6			698	751
OH <sup>1</sup>	8	4	5	9			298	350
OR	34	33	16	18	18	12	867	898
PA <sup>1</sup>	12	17					413	559
SC <sup>1 2</sup>							96	
TN <sup>1</sup>	5	9	4				352	387
TX <sup>1</sup>	12	17	4	8			170	295
VA <sup>2</sup>		8		3				218
WA <sup>1</sup>	3	6	5	4			256	288
17 Sts <sup>3</sup>	221	270	85	105	54	64	6,535	7,742

<sup>1</sup> Highest published sales range contains operations with greater sales to prevent disclosure of individual operations.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

<sup>3</sup> 17-State total represents actual number of operations in the sales range.

**Nursery Crops: Total Value of Sales by Category, by State,  
for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup>**

State	Total Broadleaf Evergreens		Total Coniferous Evergreens		Total Deciduous Shade Trees	
	2000	2003	2000	2003	2000	2003
	<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	44,718	51,119	10,090	6,383	4,321	5,899
CA	115,918	219,115	61,642	67,571	61,695	72,471
CT	32,053	38,633	23,414	26,747	8,378	7,103
FL	70,822	98,694	24,603	16,176	52,439	77,041
GA	40,428	51,366	10,042	13,265	7,738	15,565
IL	6,798	8,660	20,137	17,990	30,099	35,969
MI	5,560	7,118	35,353	31,175	10,767	11,213
NJ	24,148	29,184	24,130	27,323	18,302	17,366
NY	9,247	9,974	9,431	10,301	11,646	11,011
NC	43,773	53,956	20,009	19,543	13,250	26,497
OH	19,583	19,793	26,229	28,790	17,128	19,932
OR	87,277	119,188	82,903	112,236	100,326	118,270
PA	7,032	14,064	28,115	27,858	8,416	13,785
SC <sup>2</sup>	24,571		4,547		6,868	
TN	14,299	11,591	10,264	9,322	33,917	29,083
TX	35,348	55,755	5,812	10,560	17,369	37,184
VA <sup>2</sup>		19,921		9,535		8,843
WA	11,603	12,806	6,072	8,525	2,979	4,039
Oth Sts						
17 Sts	593,178	820,937	402,793	443,300	405,638	511,271

See footnote(s) at end of table.

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**Nursery Crops: Total Value of Sales by Category, by State,  
for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup> (continued)**

State	Total Deciduous Flowering Trees		Total Deciduous Shrubs <sup>3</sup>		Total Fruit and Nut Plants	
	2000	2003	2000	2003	2000	2003
	<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	4,321	5,166	13,832	9,590	950	286
CA	45,985	41,962	251,665	159,109	217,500	138,203
CT	4,847	5,214	19,526	20,337	943	1,824
FL	21,890	21,400	215,720	118,072	17,151	14,468
GA	6,268	12,159	15,633	13,707	767	
IL	16,454	18,612	21,916	19,554	189	163
MI	5,971	6,082	44,330	25,999	7,276	4,952
NJ	9,181	11,576	9,971	16,181		
NY	4,868	7,063	9,605	8,215	3,812	3,619
NC	12,086	17,112	20,332	24,931		1,770
OH	15,101	17,186	27,260	32,948	251	
OR	41,298	54,492	68,981	69,830	17,556	16,546
PA	5,461	8,214	4,026	7,405		
SC <sup>2</sup>	4,828		4,068		82	
TN	27,032	27,235	14,338	8,773	6,773	7,386
TX	5,117	12,222	22,747	31,908	3,322	4,227
VA <sup>2</sup>		6,704		9,284		1,671
WA	1,824	3,237	7,889	6,772	18,070	17,452
Oth Sts					4,213	3,648
17 Sts	232,532	275,636	771,839	582,615	298,855	216,215

See footnote(s) at end of table.

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**Nursery Crops: Total Value of Sales by Category, by State,  
for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup> (continued)**

State	Total Palms <sup>3</sup>		Total Ornamental Grasses <sup>3</sup>		Other Woody Ornamentals and Vines <sup>3</sup>	
	2000 <i>1,000 Dollars</i>	2003 <i>1,000 Dollars</i>	2000 <i>1,000 Dollars</i>	2003 <i>1,000 Dollars</i>	2000 <i>1,000 Dollars</i>	2003 <i>1,000 Dollars</i>
AL		358		622		2,762
CA		31,168		13,046		85,896
CT				2,189		2,753
FL		96,387		15,334		122,426
GA				1,538		3,726
IL				964		
MI				2,572		
NJ				2,712		2,232
NY				532		
NC		234		4,563		3,745
OH				1,883		1,405
OR		75		1,787		5,353
PA				472		1,451
SC <sup>2</sup>						
TN				332		2,248
TX		2,966		7,394		18,738
VA <sup>2</sup>				4,805		4,798
WA				468		1,735
Oth Sts		526				13,965
17 Sts		131,714		61,213		273,233

See footnote(s) at end of table.

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**Nursery Crops: Total Value of Sales by Category, by State,  
for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup> (continued)**

State	Total Christmas Trees Cut and to be Cut		Total Transplants For Vegetable and Strawberry Production <sup>4</sup>		Total Propagation Material		Total Gross Sales	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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					7,759	8,652	85,991	90,837
CA	1,237	2,177	77,061	116,334	101,567	59,503	934,270	1,006,555
CT	1,252	1,281			1,691	248	92,104	106,329
FL			16,710	16,944	59,698	52,772	479,033	649,714
GA			3,600	3,410	2,710	5,649	87,186	120,385
IL	1,522	1,259				3,405	97,115	106,576
MI	24,087	22,636	445	5,176	32,393	33,528	166,182	150,451
NJ	523	511			4,504	4,353	90,759	111,438
NY	1,086	2,025			2,317	2,520	52,012	55,260
NC	38,734	42,840		3,139	5,923	6,678	154,107	205,008
OH	1,379	1,997				2,053	106,931	125,987
OR	57,261	82,226	13,567	19,332	39,031	48,686	508,200	648,021
PA	12,406	13,905			20,608	26,617	86,064	113,771
SC <sup>2</sup>					1,510		46,474	
TN	383	187			17,059	12,510	124,065	108,667
TX	607	595		4,205	10,689	4,314	101,011	190,068
VA <sup>2</sup>		2,222				610		68,393
WA	7,087	9,005		1,905	39,711	26,201	95,235	92,145
Oth Sts	1,517	408	8,552	2,629	2,091		16,373	21,176
17 Sts	149,081	183,274	119,935	173,074	349,261	298,299	3,323,112	3,970,781

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

<sup>3</sup> Palms, Ornamental Grasses, and Other Woody Ornamentals and Vines were specifically enumerated in 2003. They were included in Deciduous Shrubs and Other Ornamentals in 2000.

<sup>4</sup> Questionnaire wording changed from Transplants for Commercial Truck Crop Production in 2000 to Transplants for Commercial Vegetable and Strawberry Production in 2003.

**Broadleaf Evergreens: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	87	12,607	13,639	44,718	51,119	96	91
CA	130	186	17,448	26,015	115,918	219,115	92	93
CT	19	24	3,707	4,499	32,053	38,633	96	96
FL	216	204	14,724	16,436	70,822	98,694	95	91
GA	46	71	7,242	7,727	40,428	51,366	96	89
IL	57	59	419	1,092	6,798	8,660	96	74
MI	40	42	390	666	5,560	7,118	63	83
NJ	94	98	2,930	2,972	24,148	29,184	97	86
NY	42	41	893	722	9,247	9,974	94	79
NC	108	160	6,386	9,739	43,773	53,956	95	96
OH	58	62	1,716	1,675	19,583	19,793	89	95
OR	135	149	13,815	19,100	87,277	119,188	98	99
PA	38	55	664	824	7,032	14,064	90	85
SC <sup>1</sup>	41		3,545		24,571		96	
TN	98	103	1,780	1,546	14,299	11,591	98	87
TX	52	80	6,275	9,485	35,348	55,755	99	98
VA <sup>1</sup>		30		2,177		19,921		96
WA	29	39	4,606	5,238	11,603	12,806	93	94
17 Sts	1,267	1,490	99,147	123,552	593,178	820,937	95	93

See footnote(s) at end of table.

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**Broadleaf Evergreens: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL		7	93		21,608	20,489
CA			100		23,194	32,517
CT		5	95		10,305	13,272
FL		6	94		19,642	20,442
GA		7	93		10,147	11,615
IL		63	37		1,114	1,846
MI		10	87	3	1,151	1,343
NJ		32	68		5,719	4,890
NY	3	42	55		2,235	1,026
NC		21	79		10,018	13,681
OH	1	50	49		4,072	3,831
OR	2	35	63		48,074	43,720
PA	1	33	66		1,802	1,539
SC <sup>1</sup>					4,783	
TN	6	54	40		3,773	1,981
TX	2	2	96		9,517	15,323
VA <sup>1</sup>	2	17	81			3,828
WA	1	5	94		9,991	7,095
17 Sts	1	14	85		187,145	198,438

<sup>1</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Coniferous Evergreens: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	47	64	2,532	1,677	10,090	6,383	94	90
CA	91	154	6,326	4,894	61,642	67,571	94	94
CT	25	27	2,699	2,987	23,414	26,747	89	93
FL	183	105	4,215	1,084	24,603	16,176	97	96
GA	38	56	2,182	2,072	10,042	13,265	97	89
IL	79	85	766	565	20,137	17,990	78	74
MI	79	79	2,898	2,309	35,353	31,175	76	91
NJ	90	97	1,667	1,433	24,130	27,323	91	87
NY	52	52	595	465	9,431	10,301	84	82
NC	104	146	1,702	1,512	20,009	19,543	82	96
OH	81	77	1,418	1,738	26,229	28,790	88	92
OR	147	175	9,182	12,021	82,903	112,236	99	100
PA	85	106	1,079	1,108	28,115	27,858	95	90
SC <sup>1</sup>	37		818		4,547		97	
TN	95	91	756	1,404	10,264	9,322	98	81
TX	34	59	734	1,035	5,812	10,560	57	94
VA <sup>1</sup>		32		708		9,535		94
WA	34	43	574	700	6,072	8,525	84	89
17 Sts	1,301	1,448	40,143	37,712	402,793	443,300	91	93

See footnote(s) at end of table.

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**Coniferous Evergreens: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL		14	86		2,061	2,465
CA			100		8,589	5,936
CT		20	80		6,232	7,529
FL		10	90		5,242	1,699
GA		9	91		2,757	2,376
IL		83	17		2,315	2,992
MI		49	46	5	15,639	6,970
NJ		64	36		4,376	4,611
NY		71	29		2,586	2,518
NC	1	41	58		3,325	5,533
OH	2	75	23		3,320	4,180
OR	1	39	60		37,004	40,694
PA		78	14	8	9,422	5,380
SC <sup>1</sup>					781	
TN	9	68	23		2,896	1,626
TX		5	95		885	2,867
VA <sup>1</sup>	4	53	43			1,915
WA	1	70	29		1,323	1,425
17 Sts	1	40	58	1	108,753	100,716

<sup>1</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Deciduous Shade Trees: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	41	53	250	432	4,321	5,899	98	92
CA	104	170	2,208	2,448	61,695	72,471	95	91
CT	21	20	133	77	8,378	7,103	87	81
FL	214	254	1,429	1,460	52,439	77,041	96	90
GA	37	66	148	349	7,738	15,565	97	97
IL	77	88	271	322	30,099	35,969	92	71
MI	73	63	192	153	10,767	11,213	64	70
NJ	63	66	362	209	18,302	17,366	97	83
NY	57	50	257	177	11,646	11,011	87	90
NC	82	140	267	649	13,250	26,497	98	95
OH	54	62	335	255	17,128	19,932	86	93
OR	115	143	5,783	7,112	100,326	118,270	100	99
PA	53	79	131	208	8,416	13,785	90	83
SC <sup>1</sup>	32		89		6,868		97	
TN	126	122	2,622	1,597	33,917	29,083	99	93
TX	57	102	559	1,178	17,369	37,184	96	93
VA <sup>1</sup>		30		190		8,843		90
WA	28	38	228	330	2,979	4,039	89	84
17 Sts	1,234	1,546	15,264	17,146	405,638	511,271	95	91

See footnote(s) at end of table.

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**Deciduous Shade Trees: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales (continued)**

State	Percent of Trees Sold by Category				Number of Trees on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>
AL	9	37	54		618	862
CA	6		93	1	2,392	2,552
CT		51	49		504	349
FL	1	46	52	1	2,850	2,952
GA	3	29	68		461	785
IL	1	92	5	2	1,110	1,665
MI	2	75	22	1	997	459
NJ		95	4	1	1,420	426
NY	5	87	8		1,419	704
NC		66	34		707	2,764
OH		94	6		548	1,029
OR	37	25	38		16,151	18,060
PA	2	88	10		793	777
SC <sup>1</sup>					191	
TN	5	64	31		4,610	2,604
TX	6	15	79		1,171	2,721
VA <sup>1</sup>	5	57	38			589
WA	14	60	26		548	644
17 Sts	11	44	45		36,490	39,942

<sup>1</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Deciduous Flowering Trees: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	45	64	431	622	4,321	5,166	95	92
CA	95	157	2,075	1,482	45,985	41,962	97	94
CT	21	24	159	152	4,847	5,214	87	85
FL	192	179	880	525	21,890	21,400	97	91
GA	38	59	254	406	6,268	12,159	95	97
IL	67	82	141	174	16,454	18,612	96	91
MI	58	65	95	109	5,971	6,082	56	60
NJ	68	71	148	121	9,181	11,576	97	84
NY	51	48	187	125	4,868	7,063	87	86
NC	93	140	442	571	12,086	17,112	97	97
OH	56	63	448	437	15,101	17,186	89	93
OR	82	112	2,962	4,017	41,298	54,492	100	99
PA	45	74	69	149	5,461	8,214	94	74
SC <sup>1</sup>	36		162		4,828		96	
TN	128	130	2,923	2,926	27,032	27,235	98	92
TX	47	84	460	949	5,117	12,222	95	94
VA <sup>1</sup>		31		313		6,704		92
WA	23	33	211	330	1,824	3,237	73	90
17 Sts	1,145	1,416	12,047	13,408	232,532	275,636	95	92

See footnote(s) at end of table.

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**Deciduous Flowering Trees: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales (continued)**

State	Percent of Trees Sold by Category				Number of Trees on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Trees</i>	<i>1,000 Trees</i>
AL	6	26	68		459	735
CA	5		95		2,194	1,701
CT		37	63		438	385
FL	1	37	61	1	1,362	774
GA	1	19	80		603	858
IL	1	96	3		564	783
MI	1	56	43		396	304
NJ		95	5		840	328
NY	3	63	34		841	351
NC		61	39		1,018	2,051
OH	1	76	23		1,266	1,825
OR	30	36	34		8,643	11,597
PA	4	77	19		283	387
SC <sup>1</sup>					269	
TN	13	39	48		3,433	2,474
TX	1	6	93		632	2,176
VA <sup>1</sup>	6	47	47			658
WA	23	58	19		392	557
17 Sts	9	42	49		23,633	27,944

<sup>1</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Deciduous Shrubs: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup>**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	65	7,611	6,552	13,832	9,590	97	97
CA	174	195	50,813	26,981	251,665	159,109	97	96
CT	27	28	2,419	2,299	19,526	20,337	95	90
FL	414	249	40,974	17,067	215,720	118,072	97	90
GA	36	52	10,022	4,970	15,633	13,707	98	91
IL	54	76	9,271	1,527	21,916	19,554	87	82
MI	61	56	8,688	3,481	44,330	25,999	87	83
NJ	67	82	1,160	1,514	9,971	16,181	95	86
NY	54	59	1,260	577	9,605	8,215	84	83
NC	74	110	5,668	3,915	20,332	24,931	95	96
OH	61	66	3,025	3,460	27,260	32,948	93	97
OR	97	106	16,864	11,296	68,981	69,830	98	83
PA	41	51	316	822	4,026	7,405	89	82
SC <sup>2</sup>	33		1,130		4,068		93	
TN	103	103	2,976	2,386	14,338	8,773	99	87
TX	49	69	5,465	6,861	22,747	31,908	98	93
VA <sup>2</sup>		26		1,519		9,284		98
WA	30	35	3,156	2,895	7,889	6,772	87	93
17 Sts	1,420	1,428	170,818	98,122	771,839	582,615	96	91

See footnote(s) at end of table.

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**Deciduous Shrubs: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales <sup>1</sup> (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL		1	99		11,027	8,832
CA	15		85		59,059	34,650
CT	5	4	91		4,555	3,913
FL	1	2	97		49,300	24,298
GA	5	1	94		17,797	7,746
IL	1	37	62		11,106	4,913
MI		4	96		24,093	4,921
NJ		42	58		2,689	2,087
NY	6	29	65		2,948	765
NC		5	95		5,604	4,508
OH		47	53		4,974	5,336
OR	20	5	75		40,271	27,262
PA		22	78		920	1,177
SC <sup>2</sup>					960	
TN	13	38	49		3,673	2,507
TX	5	5	82	8	3,857	5,733
VA <sup>2</sup>	2	30	68			2,581
WA	6	4	90		5,447	3,612
17 Sts	8	9	83		248,280	144,841

<sup>1</sup> The 2000 data in this table include Palms, Ornamental Grasses, Other Woody Ornamentals and Vines, and Deciduous Shrubs. The 2003 data in this table only represent Deciduous Shrubs. Palms, Ornamental Grasses, and Other Woody Ornamentals and Vines were specifically enumerated in 2003 and are published individually in this report.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Fruit and Nut Plants: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup>**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	15	16	312	114	950	286	86	93
CA	105	133	61,809	32,618	217,500	138,203	91	88
CT	9	8	132	113	943	1,824	95	100
FL	74	57	3,836	2,214	17,151	14,468	86	95
GA	6		263		767		87	
IL	11	10	4	2	189	163	86	13
MI	23	17	1,483	2,496	7,276	4,952	95	97
NJ								
NY	18	13	1,924	1,536	3,812	3,619	59	68
NC		22		303		1,770		95
OH	3		7		251		72	
OR	38	36	4,608	4,188	17,556	16,546	99	98
PA								
SC <sup>2</sup>	8		10		82		86	
TN	31	26	1,430	1,414	6,773	7,386	98	83
TX	12	36	311	530	3,322	4,227	77	78
VA <sup>2</sup>		7		105		1,671		100
WA	16	21	5,117	3,469	18,070	17,452	41	79
Oth Sts	25	22	14,702	860	4,213	3,648	83	24
17 Sts	394	424	95,948	49,962	298,855	216,215	87	87

See footnote(s) at end of table.

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**Fruit and Nut Plants: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales <sup>1</sup> (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL	54		46		236	47
CA	45	3	52		53,892	31,409
CT			100		50	102
FL	32	1	67		5,078	3,449
GA					253	
IL		33	67		10	3
MI	66		34		2,169	2,393
NJ						
NY	89	11			2,501	1,470
NC	21	1	78			795
OH					11	
OR	79		20	1	7,879	7,508
PA						
SC <sup>2</sup>					10	
TN	29	4	67		1,110	711
TX	15	2	83		1,534	749
VA <sup>2</sup>	17	19	64			149
WA	98	1	1		5,716	5,310
Oth Sts	83	1	16		14,696	818
17 Sts	51	3	46		95,145	54,913

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Palms: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003** <sup>1 2</sup>

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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		7		358		83
CA		147		1,275		31,168		91
FL		288		2,301		96,387		91
GA								
NC		7		3		234		95
OR		5		1		75		80
TX		43		136		2,966		94
VA <sup>3</sup>								
Oth Sts		9		44		526		97
17 Sts		512		3,767		131,714		91

See footnote(s) at end of table.

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**Palms: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales <sup>1 2</sup> (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003 <sup>4</sup>	2003	2003	2003		
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL		63	37			48
CA		3	96	1		2,248
FL		51	45	4		6,712
GA						
NC		72	28			2
OR		1	99			4
TX		27	73			446
VA <sup>3</sup>						
Oth Sts		14	86			86
17 Sts		39	58	3		9,546

<sup>1</sup> Missing data included in Other States to avoid disclosure of individual operations.

<sup>2</sup> Palms were specifically enumerated in 2003. They were included in Deciduous Shrubs and Other Ornamentals in 2000.

<sup>3</sup> Virginia included in 2003, but not in 2000.

<sup>4</sup> Bare root not asked.

**Ornamental Grasses: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1 2</sup>**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000 <i>Number</i>	2003 <i>Number</i>	2000 <i>1,000 Plants</i>	2003 <i>1,000 Plants</i>	2000 <i>1,000 Dollars</i>	2003 <i>1,000 Dollars</i>	2000 <i>Percent</i>	2003 <i>Percent</i>
AL		45		309		622		91
CA		106		2,201		13,046		96
CT		12		130		2,189		99
FL		102		5,104		15,334		91
GA		24		396		1,538		92
IL		30		123		964		73
MI		30		632		2,572		73
NJ		34		368		2,712		90
NY		18		43		532		82
NC		56		1,581		4,563		97
OH		27		247		1,883		86
OR		34		521		1,787		97
PA		16		73		472		78
SC <sup>3</sup>								
TN		24		66		332		90
TX		51		2,187		7,394		98
VA <sup>3</sup>		18		1,002		4,805		99
WA		14		339		468		80
Oth Sts								
17 Sts		641		15,322		61,213		93

See footnote(s) at end of table.

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**Ornamental Grasses: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales <sup>1 2</sup> (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL			100			356
CA			100			2,432
CT			100			114
FL			100			4,361
GA	5		95			1,768
IL		4	95	1		200
MI	5		95			
NJ			100			335
NY		1	99			
NC	3	2	95			1,316
OH			100			211
OR			100			799
PA		4	96			61
SC <sup>3</sup>						
TN		5	95			65
TX			100			2,298
VA <sup>3</sup>	2	33	65			1,451
WA			100			348
Oth Sts						2,486
17 Sts	1	3	96			18,601

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> Ornamental Grasses were specifically enumerated in 2003. They were included in Deciduous Shrubs and Other Ornamentals in 2000.

<sup>3</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Other Woody Ornamentals and Vines: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1 2</sup>**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000 <i>Number</i>	2003 <i>Number</i>	2000 <i>1,000 Plants</i>	2003 <i>1,000 Plants</i>	2000 <i>1,000 Dollars</i>	2003 <i>1,000 Dollars</i>	2000 <i>Percent</i>	2003 <i>Percent</i>
AL		45		1,651		2,762		95
CA		163		16,884		85,896		95
CT		14		648		2,753		81
FL		250		23,416		122,426		85
GA		27		1,819		3,726		99
IL								
MI								
NJ		24		288		2,232		81
NY								
NC		50		3,151		3,745		97
OH		18		237		1,405		71
OR		37		2,383		5,353		99
PA		16		156		1,451		91
SC <sup>3</sup>								
TN		30		2,968		2,248		97
TX		55		5,219		18,738		98
VA <sup>3</sup>		17		1,085		4,798		99
WA		23		765		1,735		59
Oth Sts		59		27,060		13,965		95
17 Sts		828		87,730		273,233		90

See footnote(s) at end of table.

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**Other Woody Ornamentals and Vines: Percent of Sales by Category, 2003,  
and Inventory, January 1, 2001 and 2004, by State,  
for Operations with \$100,000+ Sales<sup>1 2</sup> (continued)**

State	Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
	Bare Root	Balled & Burlap	Container	Other	2001	2004
	2003	2003	2003	2003	2001	2004
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>1,000 Plants</i>
AL			100			1,675
CA			99	1		19,128
CT		3	97			1,120
FL		1	98	1		32,081
GA	5		95			3,194
IL						
MI						
NJ		1	99			177
NY						
NC		1	98	1		2,107
OH	1	2	97			681
OR		14	86			3,865
PA	8		92			646
SC <sup>3</sup>						
TN	82		18			578
TX			100			4,314
VA <sup>3</sup>	2	33	59	6		2,172
WA	25	3	72			422
Oth Sts	13		87			33,624
17 Sts	2	1	96	1		105,784

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> Other Woody Ornamentals and Vines were specifically enumerated in 2003. They were included in Deciduous Shrubs and Other Ornamentals in 2000.

<sup>3</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Christmas Trees, Cut and To Be Cut: Producers, Quantity Sold, and Sales,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup>**

State	Producers		Quantity Sold		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003	2000	2003
	<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	7	13	32	55	1,237	2,177	3	13
CT	6	7	37	34	1,252	1,281	11	5
FL								
GA								
IL	17	15	52	44	1,522	1,259	11	14
MI	69	58	2,164	1,852	24,087	22,636	83	88
NJ	9	6	18	12	523	511	5	
NY	13	18	54	82	1,086	2,025	59	46
NC	84	105	2,060	2,090	38,734	42,840	89	95
OH	17	17	55	51	1,379	1,997	24	49
OR	80	104	3,832	4,734	57,261	82,226	98	98
PA	70	71	681	723	12,406	13,905	84	87
SC <sup>2</sup>								
TN	9	4	28	14	383	187	96	92
TX	5	3	13	10	607	595		1
VA <sup>2</sup>		8		111		2,222		98
WA	22	21	458	490	7,087	9,005	95	88
Oth Sts	6	6	70	13	1,517	408	80	57
17 Sts	414	456	9,554	10,315	149,081	183,274	88	91

See footnote(s) at end of table.

--continued

**Christmas Trees, Cut and To Be Cut: Inventory, January 1, 2001 and 2004,  
and Acres in Production 2000 and 2003, by State,  
for Operations with \$100,000+ Sales <sup>1</sup> (continued)**

State	Number of Trees on Hand January 1		Total Christmas Tree Acres <sup>3</sup>	
	2001 <i>1,000 Trees</i>	2004 <i>1,000 Trees</i>	2000 <i>1,000 Acres</i>	2003 <i>1,000 Acres</i>
AL				
CA	94	190		1
CT	567	429		1
FL				
GA				
IL	508	897		1
MI	24,726	16,731		22
NJ	122			
NY	663	944		2
NC	14,342	21,258		19
OH	397	585		1
OR	34,429	44,880		41
PA	7,463	8,086		12
SC <sup>2</sup>				
TN	78			
TX	337			
VA <sup>2</sup>		1,320		1
WA	4,001	4,778		5
Oth Sts	133	339		2
17 Sts	87,860	100,437		108

See footnote(s) at end of table.

--continued

**Christmas Trees, Cut and To Be Cut: Intentions, 2001 and 2004,  
by State, for Operations with \$100,000+ Sales <sup>1</sup> (continued)**

State	Percentage of January 1 Inventory Expected to Sell In:							
	1 year		2 years		3 years		4 years <sup>4</sup>	
	2001	2004	2001	2004	2001	2004	2001	2004
	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>
AL								
CA	27	19	29	19	18	15	26	13
CT	10	11	14	11	19	10	57	10
FL								
GA								
IL	10	9	10	8	10	8	70	8
MI	12	11	13	11	14	12	61	12
NJ	27		23		7		43	
NY	11	8	16	8	20	10	53	12
NC	15	12	15	13	17	13	53	13
OH	10	9	13	8	16	10	61	10
OR	12	11	15	12	18	12	55	11
PA	11	7	11	8	11	8	67	9
SC <sup>2</sup>								
TN	32		23		20		25	
TX	19		11		11		59	
VA <sup>2</sup>		17		17		18		18
WA	16	12	17	13	19	13	48	13
Oth Sts	42	19	20	18	17	15	21	12
17 Sts	13	11	14	12	16	12	57	11

See footnote(s) at end of table.

--continued

**Christmas Trees, Cut and To Be Cut: Intentions, 2001 and 2004,  
by State, for Operations with \$100,000+ Sales <sup>1</sup> (continued)**

State	Percentage of January 1 Inventory Expected to Sell In:							
	5 years <sup>4</sup>		6 years <sup>4</sup>		7 years <sup>4</sup>		8 years or later <sup>4</sup>	
	2001	2004	2001	2004	2001	2004	2001	2004
	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>	<i>Percent of Inventory</i>
AL								
CA		11		8		8		7
CT		10		10		10		28
FL								
GA								
IL		9		9		9		40
MI		13		12		11		18
NJ								
NY		14		14		16		18
NC		13		12		12		12
OH		11		13		13		26
OR		12		12		11		19
PA		15		10		16		27
SC <sup>2</sup>								
TN								
TX								
VA <sup>2</sup>		18		2		2		8
WA		13		12		10		14
Oth Sts		11		9		9		7
17 Sts		13		12		11		18

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

<sup>3</sup> Christmas tree acres not asked in 2000. The 2003 Christmas tree acreage represents acres used for Christmas tree production only.

<sup>4</sup> The 2001 percent of inventory expected to sell was only enumerated for years 1, 2, 3, and 4+. In 2004 it was enumerated for years 1, 2, 3, 4, 5, 6, 7, and 8+.

**Transplants for Commercial Vegetable and Strawberry Production:  
Number of Producers, Sales, and Percent Wholesale,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup>**

State	Producers		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL						
CA	33	31	77,061	116,334	97	100
CT						
FL	9	9	16,710	16,944	91	100
GA	6	4	3,600	3,410	100	88
IL						
MI	3	5	445	5,176	37	96
NJ						
NY						
NC		6		3,139		96
OH						
OR	6	9	13,567	19,332	100	99
PA						
SC <sup>2</sup>						
TN						
TX		7		4,205		81
VA <sup>2</sup>						
WA		5		1,905		99
Oth Sts	19	15	8,552	2,629	90	88
17 Sts	76	91	119,935	173,074	96	99

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

**Propagation Material or Lining-out Stock:  
Number of Producers, Sales, and Percent Wholesale,  
by State, for Operations with \$100,000+ Sales, 2000 and 2003 <sup>1</sup>**

State	Producers		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003
	<i>Number</i>	<i>Number</i>	<i>1,000 Dollars</i>	<i>1,000 Dollars</i>	<i>Percent</i>	<i>Percent</i>
AL	22	33	7,759	8,652	100	94
CA	61	74	101,567	59,503	94	94
CT	10	4	1,691	248	86	95
FL	76	70	59,698	52,772	99	97
GA	15	28	2,710	5,649	100	83
IL		11		3,405		95
MI	40	43	32,393	33,528	97	98
NJ	21	23	4,504	4,353	98	96
NY	14	13	2,317	2,520	69	99
NC	27	34	5,923	6,678	77	80
OH		17		2,053		83
OR	76	89	39,031	48,686	99	97
PA	33	35	20,608	26,617	80	98
SC <sup>2</sup>	6		1,510		100	
TN	75	61	17,059	12,510	92	99
TX	13	27	10,689	4,314	99	89
VA <sup>2</sup>		6		610		69
WA	36	35	39,711	26,201	86	89
Oth Sts	17		2,091		93	
17 Sts	542	603	349,261	298,299	94	95

<sup>1</sup> Missing data were included in Other States to avoid disclosure of individual operations.

<sup>2</sup> South Carolina included in 2000, but not in 2003. Virginia included in 2003, but not in 2000.

## Survey Definitions

**Broadleaf Evergreens:** Included in the category are azaleas, boxwood, holly, rhododendron, and other broadleaf plants which retain their leaves year-round. Refer to the enclosed questionnaire for more examples.

**Coniferous Evergreens:** The category includes arborvitae, balled and burlapped Christmas trees, cedar, fir, pine, spruce, and other coniferous plants which retain their needles year-round. Christmas trees grown for cutting are not included in this category. Refer to the enclosed questionnaire for more examples.

**Cut and To Be Cut Christmas Trees:** Christmas trees grown to be sold as cut trees. Balled and burlapped trees are included in coniferous evergreens. Refer to the enclosed questionnaire for more examples.

**Deciduous Flowering Trees:** Included are dogwood, hawthorn, magnolia, redbud, and various ornamental trees which are grown and known for their flowering ability and lose their leaves during the cold months. Refer to the enclosed questionnaire for more examples.

**Deciduous Shade Trees:** Included are ash, birch, maples, oak, willow, and others which are primarily used for shade and lose their leaves during the cold months. Refer to the enclosed questionnaire for more examples.

**Deciduous Shrubs:** Plants included are hibiscus, lilacs, roses, and ornamental shrubs which lose their foliage during the cold months. Refer to the enclosed questionnaire for more examples. The previous survey included other ornamentals (Palms, Ornamental Grasses, and Other Woody Ornamentals and Vines) in this category. These categories are published separately in this report.

**Fruit and Nut Plants:** Citrus, deciduous fruit and nut trees, grapevines, small fruit plants, and other fruit and nut trees are included in this category. Refer to the enclosed questionnaire for more examples.

**Palms:** Includes plants of the Family Areaceae (Palmae) used for outdoor landscaping. In the previous report, palms were included in deciduous shrubs and other ornamentals. Refer to the enclosed questionnaire for more examples.

**Ornamental Grasses:** Included are grasses for landscape or garden use, sedges and reeds. In the previous report, ornamental grasses were included in deciduous shrubs and other ornamentals. Sod, turf, and range grasses are specifically excluded from this category. Refer to the enclosed questionnaire for more examples.

**Other Woody Ornamentals and Vines:** Climbing clematis, ground covers, and other vines are included in this category. In the previous report, other woody ornamentals and vines were included in deciduous shrubs and other ornamentals. Refer to the enclosed questionnaire for more examples.

**Production Area:** The gross area used to produce the items of interest.

**Propagation Material or Lining-Out Stock:** This includes root stock, lining-out stock, cuttings, tissue culture, and other small plants which are sold to other growers for further growing out, also known as “growing on”. Refer to the enclosed questionnaire for more examples.

**Transplants for Commercial Vegetable and Strawberry Production:** These are plants produced for growers engaged in commercial production of crops such as broccoli, greens, peppers, tomatoes, strawberries, and other truck crops. Refer to the enclosed questionnaire for more examples.

## Survey Procedures

This is the second multi-State survey on nursery production conducted by NASS. It is meant to supplement the more comprehensive Decennial Census of Horticultural Specialties. Seventeen States were selected for the first survey based upon sales reported in the 1998 Census of Horticultural Specialties. For the current survey, Virginia has replaced South Carolina based on the results from the first survey. All known growers in the surveyed States with annual sales of at least \$10,000 were included in this survey.

The nursery statistics presented in this publication are compiled from the Nursery Production Survey, a copy of which can be found on pages 41 - 48 of this report. The survey format and questions were developed with the assistance of industry leaders.

Nine nursery plant categories were included in the original survey, but due to industry requests, were expanded to include twelve categories for the current survey. The additional categories in this report are palms, ornamental grasses, and other woody ornamentals and vines, which were all included in the deciduous shrubs and other ornamental category of the first report. Deciduous shrubs are published separately in this report. The other categories are broadleaf evergreens, coniferous evergreens, deciduous shade trees, deciduous flowering trees, fruit and nut plants, cut and to be cut Christmas trees, propagation material or lining-out stock, and transplants for commercial vegetable and strawberry production. All data for 2000 have been carried forward from the previous report.

The determination of whether a plant is evergreen or deciduous is based upon the area of production, i.e. a plant, such as an azalea, may be evergreen in Florida while the same plant in Connecticut would be deciduous.

Questionnaires were mailed in January 2004 to all known growers with at least \$10,000 in annual sales. All qualifying operations were asked production area, full- and part-time labor, and gross sales. Producers with at least \$100,000 in sales were asked to provide additional data, such as number of units sold during 2003, gross sales dollars, and percent of total sales which were wholesale. January 1, 2004, inventory information consists of number of trees or plants on hand. Additionally, percent of Christmas tree inventory expected to be cut in future years was modified. Please refer to footnote 4 on page 35 for details.



**NATIONAL  
AGRICULTURAL  
STATISTICS  
SERVICE**

U.S. Department of Agriculture  
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Washington, D.C. 20250-2000  
1-800-727-9540  
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**NURSERY and CHRISTMAS TREE  
PRODUCTION  
JANUARY 2004**

Form Approved  
O.M.B. Number 0535-0244  
Approval Expires 12/31/06  
Project Code 168

Dear Producer:

The Department of Agriculture is conducting this survey to collect data on 2003 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.

Sincerely,

*Rich Allen*

Rich Allen, Chairperson  
Agricultural Statistics Board

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

**1. In 2003, which of the following crops did this operation produce and sell, or have growing?**  
(Exclude annual bedding plants, potted flowering plants, cut flowers and foliage plants. These are collected on the NASS Floriculture Survey. Also exclude aquatic plants and sod and herbaceous perennials that are reported on the Floriculture Production Survey.)

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, peppers, strawberries for commercial production, tomatoes, and other transplants for commercial production.)
- 961  **Propagation material or lining-out stock**  
(Include root stock, lining-out stock, understock, seedlings, cuttings, tissue culture, whips, and other propagation materials.)
- 962  **Cut and to be cut Christmas trees**  
(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 (cedrus), Cypress (cupressus), fir, hemlock, juniper, pine, spruce, yew, and other coniferous evergreens.)
- 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, ornamental pear, crabapple, crape myrtle, dogwood, ornamental cherry, ornamental plum, golden rain, hawthorn, magnolia, redbud, and other deciduous flowering trees.)
- 967  **Deciduous shrubs**  
(Include buddleias, hibiscus, hydrangeas, lilacs, roses, spireas, viburnum, weigelas, 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 and reeds. 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 of the crops above, go to item 2.  
If you do not grow any of the above, go to **Conclusion**, back page.

**2. What was this operation's total area in production of the above crops during 2003?** . . . . .  **ACRES**  **OR**  **SQUARE FEET**

**3. Were the total gross sales from all of these crops more than \$100,000 in 2003?**  
 **YES** - Continue.       **NO** - Go to Section M, on page 7.

**GENERAL INSTRUCTIONS:**

**Deciduous or Evergreen?** Some trees and plants can be classified as either deciduous or evergreen, depending upon region (climate). These should be categorized based upon where you produce them.

**Is it retail or wholesale?** For the purpose of this survey, **retail sales** are those made to the final consumer, usually the homeowner. **Wholesale sales** are those made to retailers, landscapers, or other wholesalers.

**Transplants and Propagative Materials** that are reported in Sections A or B, must be **excluded** from Sections C - L.

**Exclude** all items purchased for the sole purpose of reselling (no value added to the plants).

**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 2003?

(Exclude tobacco transplants.)

**Yes, complete table below.**       **No, go to Section B.**

Transplants for  
Commercial Vegetable  
and Strawberry  
Production include--

Broccoli, cabbage, cauliflower, other crucifers Greens Peppers	Strawberries for commercial production Tomatoes Other transplants for commercial production
--	---

What was the TOTAL of all transplants for commercial vegetable and strawberry production produced and sold on this operation during 2003?

2 Gross sales in 2003 DOLLARS	3 Percent of gross sales that were wholesale PERCENT
302	303

**SECTION B** **PROPAGATIVE MATERIAL or LINING-OUT STOCK -**

Did you produce and sell any propagative material on this operation in 2003?

**Yes, complete table below.**       **No, go to Section C.**

Propagative Material or  
Lining-out Stock includes--

Root stock Lining-out stock Understock	Seedlings Cuttings Tissue culture	Whips Other - <i>specify</i> _____
--	---	--

What was the TOTAL of all propagative material produced and sold on this operation during 2003?

2 Gross sales in 2003 DOLLARS	3 Percent of gross sales that were wholesale PERCENT
304	305

**SECTION C CHRISTMAS TREES, CUT and TO BE CUT -**

Did you grow any Christmas trees to be cut or sell any cut Christmas trees that were grown on this operation in 2003?

*(Exclude Christmas trees sold, or to be sold as balled and burlapped. These should be reported in Section E.)*

Yes, complete table below.  No, go to Section D.

Christmas trees include--	Douglas fir	Noble fir	Virginia pine
	Fraser fir	Scotch pine	White pine
	Grand fir	Spruce	Other Variety - specify _____

What was the TOTAL of all cut and to be cut Christmas trees grown and sold on this operation during 2003?

1 Number of trees cut and sold in 2003 NUMBER	2 Gross sales in 2003 DOLLARS	3 Percent of gross sales that were wholesale PERCENT	4 How many trees were on hand January 1, 2004 TREES	5 Percent of the trees you had on hand January 1, 2004 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 YR's or more
380	381	382	383	385	386	387	388	389	370	371	372

6. Total acres used for Christmas tree production only ..... ACRES  
373

**SECTION D BROADLEAF EVERGREENS -**

Did you grow any broadleaf evergreens for sale on this operation in 2003?

*(Exclude Palms.)*

Yes, complete table below.  No, go to Section E.

Broadleaf Evergreens include--	Azalea	Euonymus	Pieris	Rhododendron
	Boxwood	Holly	Pittosporum	Viburnum
	Cotoneaster	Magnolia	Privet	Other broadleaf evergreens

What was the TOTAL of all broadleaf evergreens grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003 NUMBER	2 Gross sales in 2003 DOLLARS	3 Percent of gross sales that were wholesale PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004 TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
306	307	308	311	312	313	314	309

**SECTION E CONIFEROUS EVERGREENS -**

Did you grow any coniferous evergreens for sale on this operation in 2003?  
(Exclude Cut or to be cut Christmas trees, these are reported in Section C.)

Yes, complete table below.  No, go to Section F.

Coniferous Evergreens include--	Arborvitae Balled and Burlapped Christmas trees	Cedar ( <i>Cedrus</i> ) Cypress ( <i>Cupressus</i> ) Fir	Hemlock Juniper Pine	Spruce Yew Other coniferous evergreens
---------------------------------	---	--	----------------------------	--

What was the TOTAL for all coniferous evergreens grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003  NUMBER	2 Gross sales in 2003  DOLLARS	3 Percent of gross sales that were wholesale  PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004  TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
315	316	317	320	321	322	323	318

**SECTION F DECIDUOUS SHADE TREES -**

Did you grow any deciduous shade trees for sale on this operation in 2003?

Yes, complete table below.  No, go to Section G.

Deciduous Shade Trees include--	Ash Birch Honey locust Linden	Maple, Japanese Maple, Norway Maple, red Maple, sugar	Maple, other Oak Poplar Sweet gum	Willow Other deciduous shade trees
------------------------------------	--	--	--	--

What was the TOTAL of all deciduous shade trees grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003  NUMBER	2 Gross sales in 2003  DOLLARS	3 Percent of gross sales that were wholesale  PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004  TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
324	325	326	329	330	331	332	327

**SECTION G DECIDUOUS FLOWERING TREES -**

Did you grow any deciduous flowering trees for sale on this operation in 2003?

Yes, complete table below.  No, go to Section H.

Deciduous  
Flowering Trees  
include--

Amelanchier Crabapple Crape myrtle	Dogwood Golden rain Hawthorn	Magnolia Redbud Ornamental cherry	Ornamental pear Ornamental plum Other deciduous flowering trees
--	------------------------------------	---	--

What was the TOTAL of all deciduous flowering trees grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003  NUMBER	2 Gross sales in 2003  DOLLARS	3 Percent of gross sales that were wholesale  PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004  TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
333	334	335	338	339	340	341	336

**SECTION H DECIDUOUS SHRUBS -**

Did you grow any deciduous shrubs for sale on this operation in 2003?

Yes, complete table below.  No, go to Section I.

Deciduous Shrubs  
include--

Buddleias Hibiscus Hydrangeas	Lilacs Roses Spreas	Viburnum Weigelas Winterberry Other deciduous shrubs
-------------------------------------	---------------------------	---

What was the TOTAL of all deciduous shrubs grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003  NUMBER	2 Gross sales in 2003  DOLLARS	3 Percent of gross sales that were wholesale  PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004  TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
342	343	344	347	348	349	350	345

**SECTION I FRUIT and NUT PLANTS -**

Did you grow any fruit and/or nut plants for sale on this operation in 2003?  
 (Exclude the sales of food products (apples, cherries, oranges, peaches, pecans, walnuts, etc.)  
 Only report for the sales of fruit and nut plants (trees, shrubs, vines, etc.))

Yes, complete table below.  No, go to Section J.

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.) Other fruit and nut trees
---	---

What was the TOTAL of all fruit and nut plants grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003  NUMBER	2 Gross sales in 2003  DOLLARS	3 Percent of gross sales that were wholesale  PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004  TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
351	352	353	356	357	358	359	354

**SECTION J PALMS -**

Did you grow any palms for sale on this operation in 2003?  
 (Exclude palms sold for indoor use. Record those on the Floriculture Production Survey.)

Yes, complete table below.  No, go to Section K.

Palms include--

Palmae, arecaceae	Palms used for outdoor landscaping
-------------------	------------------------------------

What was the TOTAL of all palms grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003  NUMBER	2 Gross sales in 2003  DOLLARS	3 Percent of gross sales that were wholesale  PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)			5 Plants and trees on hand January 1, 2004  TREES or PLANTS
			BALLED and BURLAP	CONTAINERS (all types)	OTHER	
381	382	383	387	388	389	384

**SECTION K ORNAMENTAL GRASSES -**

Did you grow any ornamental grasses for sale on this operation in 2003?  
(Exclude sod, turf grass, and range grass sales.)

Yes, complete table below.  No, go to Section L.

Ornamental Grasses include--

Grasses for the garden or landscape  
Sedges  
Reeds

What was the TOTAL of all ornamental grasses grown and sold on this operation during 2003?

1 Number of plants sold in 2003 NUMBER	2 Gross sales in 2003 DOLLARS	3 Percent of gross sales that were wholesale PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants on hand January 1, 2004 PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
391	392	393	396	397	398	399	394

**SECTION L OTHER WOODY ORNAMENTALS, and VINES -**

Did you grow any deciduous shrubs or other woody ornamentals for sale on this operation in 2003?  
(Exclude herbaceous perennials, they should be reported on the Floriculture Production Survey.)

Yes, complete table below.  No, go to Conclusion on back page.

Other Woody Ornamentals include--

Clematis, climbing  
Ground covers  
Other vines  
Other - specify \_\_\_\_\_

What was the TOTAL of all other woody ornamentals grown and sold on this operation during 2003?

1 Number of trees and plants sold in 2003 NUMBER	2 Gross sales in 2003 DOLLARS	3 Percent of gross sales that were wholesale PERCENT	4 Percent of sales that were in the following categories: (must sum to 100%)				5 Plants and trees on hand January 1, 2004 TREES or PLANTS
			BAREROOT	BALLED and BURLAP	CONTAINERS (all types)	OTHER	
401	402	403	406	407	408	409	404

**SECTION M LABOR -**

1. Of the hired production workers in 2003, how many were paid--
- | None   | NUMBER |
|--|--------|
| <input type="checkbox"/> a. for 150 days or more of work ..... | 548    |
| <input type="checkbox"/> b. for 149 days or less .....         | 549    |
2. What was the largest number of workers, including paid family members, involved in the production operation on any one day in 2003? .....
- |                          |     |
|--------------------------|-----|
| <input type="checkbox"/> | 898 |
|--------------------------|-----|

**CONCLUSION**

1. Are you involved in any additional nursery or Christmas tree operations in this State? CODE  
 YES - [Enter code 1 and continue.]  NO - [Go to item 2.] ..... 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? ..... YES = 1 CODE  
976

2. Does this operation operate any nursery or Christmas tree farms in any other State? CODE  
 YES - [Enter code 1 and continue.]  NO - [Go to item 3.] ..... 977  
 ➔ Please list name and address of operation(s) in other State(s)--

a. Did you include the production from these operation(s) in this report? .... YES = 1 CODE  
978

3. Which one of the following represents gross value of sales in 2003 for nursery and greenhouse crops listed in this questionnaire?  
 [Check sales group below.]

		None during 2003	CODE
\$	1 to	\$ 999	<input type="checkbox"/> 99
\$	1,000 to	\$ 9,999	<input type="checkbox"/> 1
\$	10,000 to	\$ 99,999	<input type="checkbox"/> 2
\$	100,000 to	\$ 249,999	<input type="checkbox"/> 3
\$	250,000 to	\$ 499,999	<input type="checkbox"/> 4
\$	500,000 to	\$ 999,999	<input type="checkbox"/> 5
\$	1,000,000 to	\$ 1,999,999	<input type="checkbox"/> 6
\$	2,000,000 to	\$ 4,999,999	<input type="checkbox"/> 7
\$	5,000,000 to	\$ 9,999,999	<input type="checkbox"/> 8
\$	10,000,000 dollars or more		<input type="checkbox"/> 9
			<input type="checkbox"/> 10

**OFFICE USE**  
900

4. If you would like to receive a copy of the results of this survey in the mail, please enter a 1 in the box. .... 001  
 (Results will also be available on the Internet at <http://www.usda.gov/nass/>)

**RESPONDENT'S NAME** **TELEPHONE NUMBER**  
 ( ) - - - -

To assist in identifying duplication in our list of farm operators, please report the operator's Social Security Number. If this operation has a Federal or State Employer Identification Number, these would also be helpful. Reporting your SSN and EIN is voluntary. This information is collected under the general authority of Title 7, Section 2204, of the U.S. Code.

Operator's Social Security Number	Federal Employer Identification Number	State Employer Identification Number
501	502	503

Respondent	Response Code	Enum.	Eval.	Date: MM DD YY
1-Op/Mgr	1- Mail	890	891	892
2-Sp	2-Tel			
3-Acct/Bkpr	3-Int			
4-Oth	7-TR			
5-Est R	8-IR			
	9-Inac			
S/E Name				

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## Information Contacts

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

Joe Prusacki, Chief (202) 720-2127

### Field Crops Section

Greg Thessen, Head (202) 720-2127  
Lance Honig - Wheat, Rye (202) 720-8068  
Darin Jantzi - Corn, Proso Millet, Flaxseed (202) 720-9526  
Troy Joshua - Cotton, Cotton Ginnings (202) 720-5944  
Dennis Koong - Hay, Oats, Sorghum (202) 690-3234  
Jason Lamprecht - Soybeans, Minor Oilseed (202) 720-7369  
Mark R. Miller - Peanuts, Rice (202) 720-7688  
Brian Young - Crop Weather, Barley, Sugar Crops (202) 720-7621

### Fruit, Vegetable & Special Crops Section

Jim Smith, Head (202) 720-2127  
Cathy Scherrer - Dry Beans, Potatoes, Sweet Potatoes (202) 720-4285  
Jorge Garcia-Pratts - Citrus, Tropical Fruits (202) 720-5412  
Debbie Flippin - Austrian Winter Peas, Dry Edible Peas,  
Lentils, Mint, Mushrooms, Peaches, Pears,  
Wrinkled Seed Peas (202) 720-3250  
Jim Smith - Berries, Grapes, Maple Syrup,  
Tobacco (202) 720-2127  
Terry O'Connor - Apples, Apricots, Cherries, Cranberries,  
Plums, Prunes (202) 720-4288  
Kim Ritchie - Hops (360) 902-1940  
Rich Holcomb - Floriculture, Nursery, Nuts (202) 720-4215  
Biz Wallingsford - Fresh and Processing Vegetables, Onions,  
Strawberries (202) 720-2157

Released July 26, 2004, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, U.S. Department of Agriculture. For information on *Nursery Crops 2003 Summary* call Rich Holcomb at (202) 720-4215, office hours 7:30 a.m. to 4:00 p.m. ET.

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