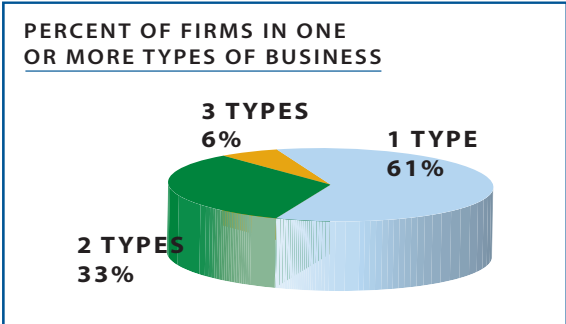




New Hampshire... \$522M

Environmental Horticulture is a major sector of agriculture in New Hampshire. There are **more than 890** firms in this industry.



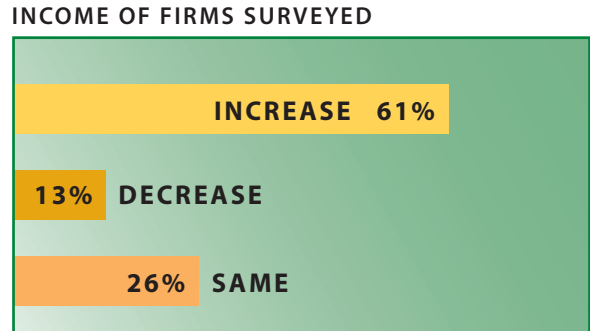
These firms are involved in:

- ⊙ **production:** nurseries, greenhouses, herbs, cut flowers, turfgrass.
- ⊙ **retail:** garden centers, florists.
- ⊙ **landscape services:** landscape design, installation, maintenance, lawn care, tree care.

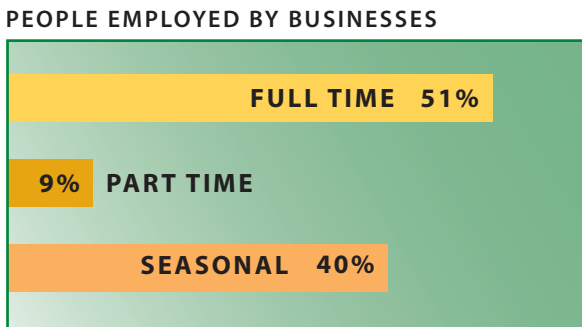
Many firms are involved in more than one of these types of business.

The **Environmental Horticulture** industry **produces income**. The estimated value in New Hampshire for 2004 is **\$522 million** gross income.

- ⊙ Overall industry income has grown since the last survey in 2001.
- ⊙ Over a three year period, between 2001 and 2004, more than **540 firms increased their income**. The average increase per firm was 31 percent.
- ⊙ Many additional firms, not counted in this survey, derive at least partial income from this industry. These include seasonal outlets such as roadside markets, hardware stores, mass market stores and property maintenance firms.



Environmental Horticulture provides **MANY jobs**. At least **13,500** people are employed in this industry. An additional 2,600 are needed.



- ⊙ An estimated **6,800 jobs are full time**.
- ⊙ This industry paid an estimated **\$217 million to employees** in 2004.
- ⊙ More than half the businesses reported an increase in the cost of labor. The average increase per firm was 29 percent.

Environmental Horticulture is diverse.

TYPES OF BUSINESS



Over two-thirds of firms provide, and derive income from, landscape and tree services.

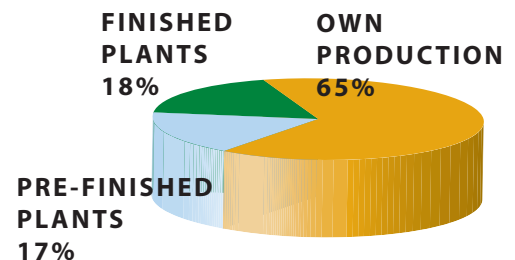
Plant production and sales are a significant part of the **Environmental Horticulture** industry. Plant sales generate an estimated **\$225 million**.

This includes:

- ⊙ \$146 million from plants produced totally by the seller.
- ⊙ \$38 million from young plants grown further ("pre-finished") prior to selling.
- ⊙ \$41 million from "finished" plants bought for resale, either wholesale or retail.

Plant production generates **\$184 million**. A majority of firms (79 percent) sold plants.

INCOME FROM PLANT SALES



More Facts on Environmental Horticulture in New Hampshire

- ⊙ This industry is keeping more than 20,000 acres in agriculture, of which 32 percent is open space and 31 percent is in a land preservation program.
- ⊙ The majority of income (73 percent) comes from in-state sales and services.
- ⊙ Businesses in this industry paid almost \$19 million in taxes in 2004. Taxes increased for nearly half the firms. The average increase per firm was 33 percent.

