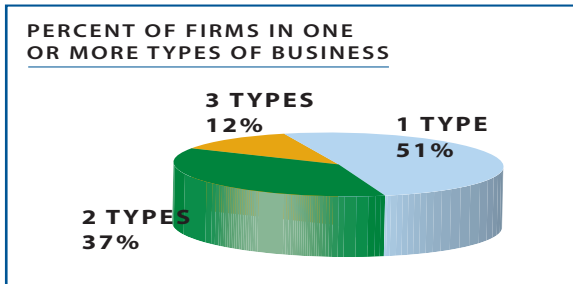




# Vermont... \$181M

**Environmental Horticulture** is a major sector of agriculture in Vermont. There are **more than 530** firms in this industry.



**These firms are involved in:**

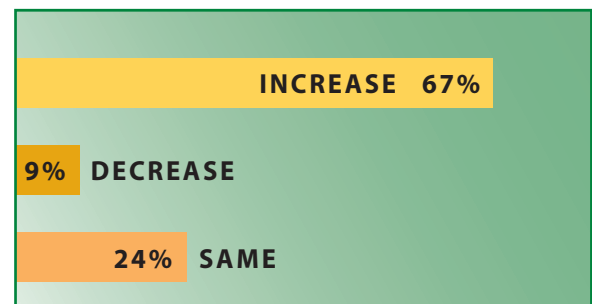
- ⊙ **production:** nurseries, greenhouses, herbs, cut flowers, turfgrass.
- ⊙ **retail:** garden centers, florists.
- ⊙ **landscape services:** landscape design, installation, maintenance, lawn care, tree care.

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

The **Environmental Horticulture** industry **produces income**. The estimated value in Vermont for 2004 is **\$181 million** gross income.

- ⊙ A majority of firms increased their income since the last survey in 2001.
- ⊙ Over a three year period, between 2001 and 2004, more than **350 firms increased their income**. The average increase per firm was 38 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.

INCOME OF FIRMS SURVEYED



**Environmental Horticulture** provides **MANY jobs**. At least **6,100** people are employed in this industry. An additional 1,200 are needed.

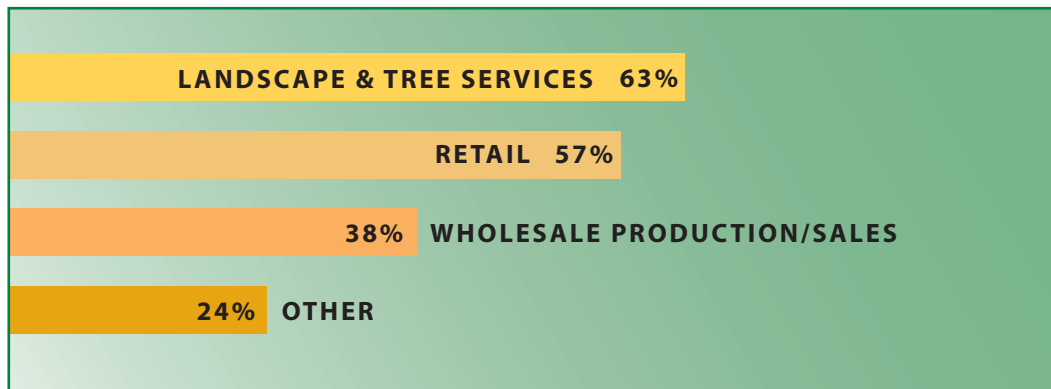
PEOPLE EMPLOYED BY BUSINESSES



- ⊙ An estimated **3,000 jobs are full time**.
- ⊙ This industry paid an estimated **\$75 million to employees** in 2004.
- ⊙ More than half the businesses reported an increase in the cost of labor. The average increase per firm was 45 percent.

## Environmental Horticulture is diverse.

### TYPES OF BUSINESS



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

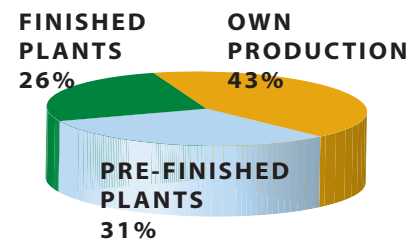
## Plant production and sales are a significant part of the Environmental Horticulture industry. Plant sales generate an estimated \$73 million.

### This includes:

- ⊙ \$31 million from plants produced totally by the seller.
- ⊙ \$23 million from young plants grown further ("pre-finished") prior to selling.
- ⊙ \$19 million from "finished" plants bought for resale, either wholesale or retail.

Plant production generates **\$54 million**. A majority of firms (78 percent) sold plants.

### INCOME FROM PLANT SALES



## More Facts on Environmental Horticulture in Vermont

- ⊙ This industry is keeping more than 11,200 acres in agriculture, of which 33 percent is open space and 58 percent is in a land preservation program.
- ⊙ Almost two-thirds of income (63 percent) comes from in-state sales and services.
- ⊙ Businesses in this industry paid almost \$10 million in taxes in 2004. Taxes increased for nearly half the firms. The average increase per firm was 32 percent.

