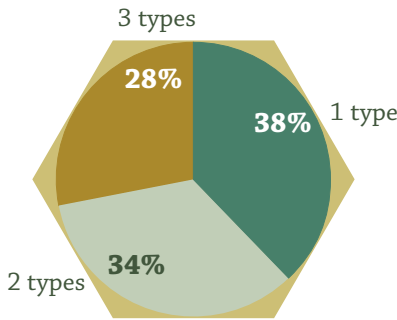


Maine \$253 Million

Percent of firms in one or more types of business



Environmental Horticulture is a major sector of agriculture in Maine. There are more than 1,010 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.

Income of firms surveyed

60%

INCREASE

16%

DECREASE

24%

SAME

The Environmental Horticulture industry produces income. The estimated value in Maine for 2007 is \$253 million in gross income.

- ◆ Similar to the previous survey in 2004, income has grown for almost two-thirds of firms.
- ◆ Over the three year period, between 2004 and 2007, more than **600 firms increased their income**. The average increase per firm was 25 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.

People employed by businesses

40%

FULL TIME

8%

PART TIME

52%

SEASONAL

Environmental Horticulture provides MANY jobs. At least 12,000 people are employed in this industry. An additional 1,300 are needed.

- ◆ Almost half of those in this industry are fully employed. An estimated **4,800 jobs are full time**. An additional 240 are needed.
- ◆ This industry paid an estimated **\$110 million to employees** in 2007 including benefits, almost half (43 percent) of state income.
- ◆ Two-thirds of the businesses (68 percent) reported an increase in the cost of labor. The average increase per firm from 2004 to 2007 was 15 percent.

Types of businesses

76%

LANDSCAPE & TREE SERVICES

66%

RETAIL

48%

WHOLESALE PRODUCTION/SALES

10%

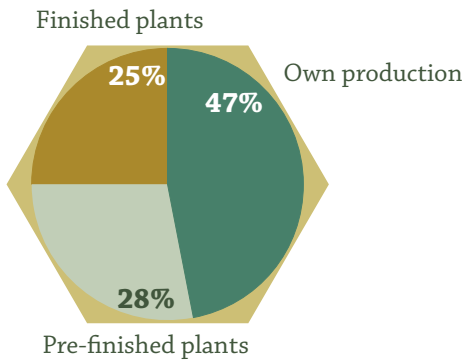
OTHER

Environmental Horticulture is diverse.

Three-quarters of firms offer, derive income from, and provide jobs in, landscape and tree services.



Income from plant sales



Plant production and sales are a significant part of the Environmental Horticulture industry. Plant sales generate over \$101 million.

This includes:

- ◆ \$47 million from plants produced totally by the seller. Over half of firms selling plants grew many from start to finish.
- ◆ \$28 million from young plants purchased (“pre-finished”), then grown further prior to selling.
- ◆ \$25 million from “finished” plants bought for resale, either wholesale or retail.

Plant production generates \$75 million. A majority of firms (83 percent) sell plants.

More facts about Environmental Horticulture in Maine



- ◆ The industry is keeping an estimated 17,200 acres in agriculture, of which 47 percent is open space and 36 percent is in a land preservation program.
- ◆ Businesses in this industry paid an estimated \$21 million in taxes in 2007. Over half the firms (61 percent) reported an increase in taxes paid. The average increase per firm was 32 percent.
- ◆ The top three major concerns as expressed by this industry were energy costs, health care costs, and immigration/labor issues.