

Maine

\$288 million and Growing

Environmental Horticulture is *Many* Types of Businesses



54% Landscape Services



57% Retail Sales

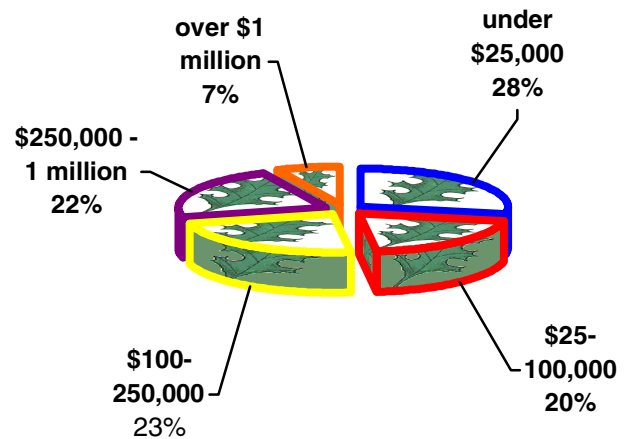


38% Wholesale Production, Sales



16% Other Sales, Services

Firm distribution by income



Environmental Horticulture - a Major Sector of Agriculture in Maine

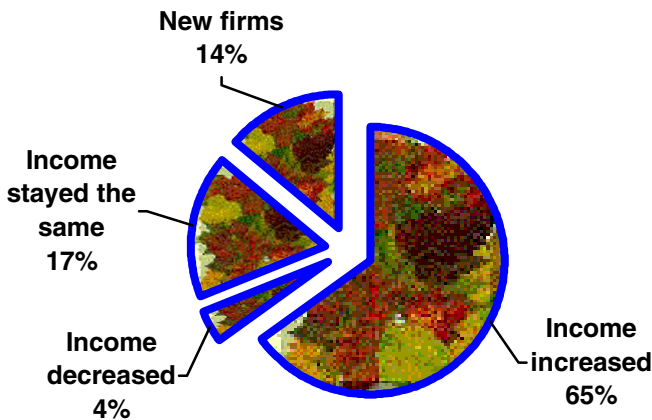
Over 800 firms are in this industry.

These firms include:

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

Most firms are involved in more than one of these activities.

Percent of firms



The Environmental Horticulture Industry is Growing!

Between 1993 and 1998, income grew by \$93 million.

- Over 540 firms increased their incomes, an average 92% per firm.
- More than 115 new firms were started during the past five years.

The Environmental Horticulture Industry Produces Plants

Plant production generated \$59 million.

The estimated \$101 million in plant sales include:



\$32 million from plants produced totally by the seller

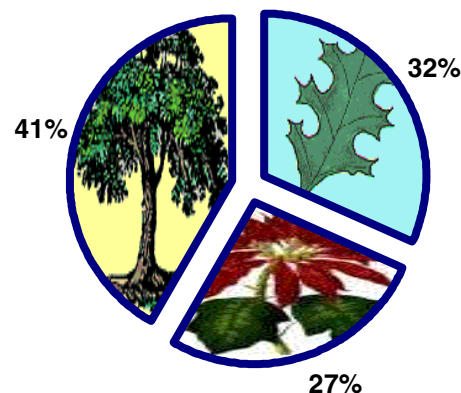


\$27 million from young plants ("pre-finished") and grown further prior to selling



\$42 million from "finished" plants bought for resale, either wholesale or retail

Plant Producers



Environmental Horticulture Provides Employment

At least 10,500 have careers in this industry. An additional 2,200 employees are needed.

4,300 new jobs were created over the past five years.

This industry paid \$152 million towards employees in 1998.

An average 100% more was spent on labor than in 1993, by over half of the businesses.

Full-time, 52%



Part-time, 10%



Seasonal, 38%



More facts on Environmental Horticulture in Maine



The majority of income (94%) came from sales and services within the state.



This industry paid \$21 million in taxes. Over half the firms paid an average 94% more than in 1993.



This industry is keeping over 14,200 acres in agriculture, over 6,400 of which is open space.