

New Hampshire

**\$381 million
and Growing**

Environmental Horticulture is *Many* Types of Businesses



59% Landscape Services



47% Retail Sales



37% Wholesale Production, Sales



19% Other Sales, Services

Environmental Horticulture - a Major Sector of Agriculture in New Hampshire

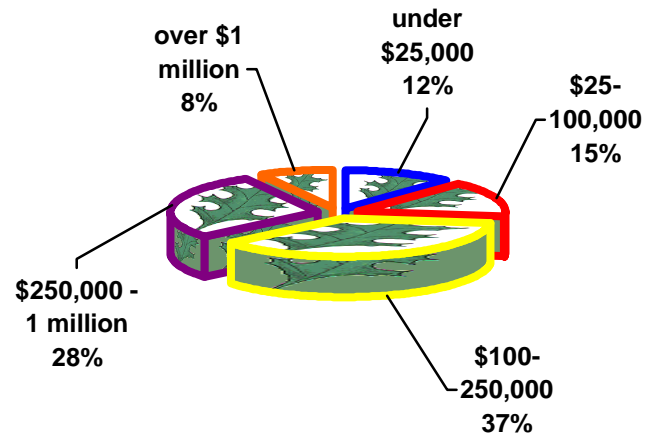
Over 700 firms are in this industry.

These firms include:

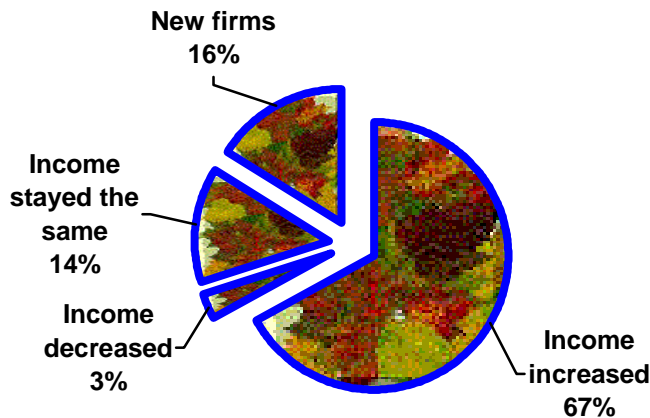
- ✿ **production:** nurseries, greenhouses, herbs, cut flowers, turfgrass
- ✿ **retail:** garden centers, florists
- ✿ **landscape services:** landscape design, installation, maintenance; lawn care; tree care

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

Firm distribution by income



Percent of firms



The Environmental Horticulture Industry is Growing!

Between 1993 and 1998, income grew by \$135 million.

- Over 490 firms increased their incomes, an average 104% per firm.
- More than 115 new firms were started during the past five years.

The Environmental Horticulture Industry Produces Plants

Plant production generated \$132 million.

The estimated \$183 million in plant sales include:



\$83 million from plants produced totally by the seller

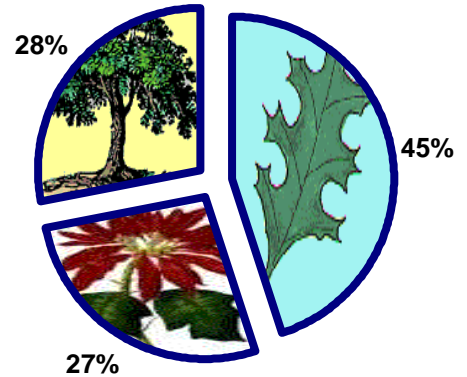


\$49 million from young plants ("pre-finished") and grown further prior to selling



\$51 million from "finished" plants bought for resale, either wholesale or retail

Plant Producers



Environmental Horticulture Provides Employment

At least 8,900 have careers in this industry. An additional 2,300 employees are needed.

- **3,700 new jobs** were created over the past five years.
- This industry paid **\$151 million towards employees** in 1998.
- An **average 91% more was spent on labor** than in 1993, by almost two-thirds of the businesses.

Full-time, 51%



Part-time, 14%



Seasonal, 35%



More facts on Environmental Horticulture in New Hampshire



The majority of income (81%) came from sales and services within the state.



This industry paid **\$13 million in taxes**. Half the firms paid an average 44% more than in 1993.



This industry is keeping **over 16,500 acres in agriculture**, over 11,400 of which is open space.