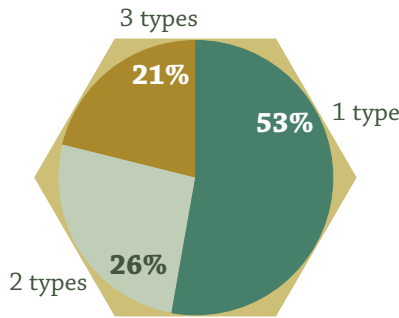


# Vermont \$119 Million

## Percent of firms in one or more types of business



## Environmental Horticulture is a major sector of agriculture in Vermont. There are more than 540 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

53%

### INCREASE

12%

### DECREASE

35%

### SAME

## The Environmental Horticulture industry produces income. The estimated value in Vermont for 2007 is \$119 million in gross income.

- ◆ Similar to the previous survey in 2004, income has grown for at least half of firms.
- ◆ Over the three year period, between 2004 and 2007, more than **290 firms increased their income.** The average increase per firm was 35 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

56%

### FULL TIME

12%

### PART TIME

32%

### SEASONAL

## Environmental Horticulture provides MANY jobs. At least 5,000 people are employed in this industry. An additional 1,400 are needed.

- ◆ Over half of those in this industry are fully employed. An estimated **2,800 jobs are full time.** An additional 550 are needed.
- ◆ This industry paid an estimated **\$50 million to employees** in 2007 including benefits, almost half (41 percent) of state income.
- ◆ Half of businesses (47 percent) reported an increase in the cost of labor. The average increase per firm from 2004 to 2007 was 34 percent.

## Types of businesses

68%

**LANDSCAPE & TREE SERVICES**

58%

**RETAIL**

42%

**WHOLESALE PRODUCTION/SALES**

26%

**OTHER**

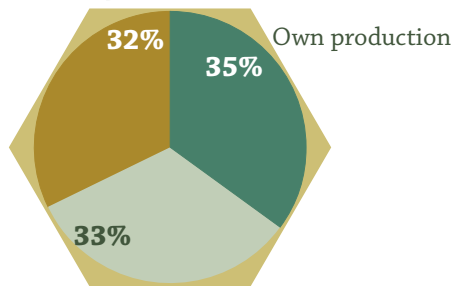
## Environmental Horticulture is diverse.

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



## Income from plant sales

Finished plants



Pre-finished plants

**Plant production and sales are a significant part of the Environmental Horticulture industry. Plant sales generate more than \$33 million.**

This includes:

- ◆ \$12 million from plants produced totally by the seller. Over half of firms selling plants grew many from start to finish.
- ◆ \$11 million from young plants purchased (“pre-finished”), then grown further prior to selling.
- ◆ \$10 million from “finished” plants bought for resale, either wholesale or retail.

**Plant production generates \$23 million. A majority of firms (84 percent) sell plants.**

## More facts about Environmental Horticulture in Vermont



- ◆ The industry is keeping an estimated 11,500 acres in agriculture, of which 32 percent is open space and 19 percent is in a land preservation program.
- ◆ Businesses in this industry paid an estimated \$8 million in taxes in 2007. Over two-thirds of the firms (69 percent) reported an increase in taxes paid. The average increase per firm was 40 percent.
- ◆ The top three major concerns as expressed by a majority of this industry were energy costs, health care costs, and immigration/labor issues.