

# Vermont

## \$187 million and Growing

### Environmental Horticulture is *Many* Types of Businesses



61% Landscape Services



65% Retail Sales



39% Wholesale Production, Sales



13% Other Sales, Services

### Environmental Horticulture - a Major Sector of Agriculture in Vermont

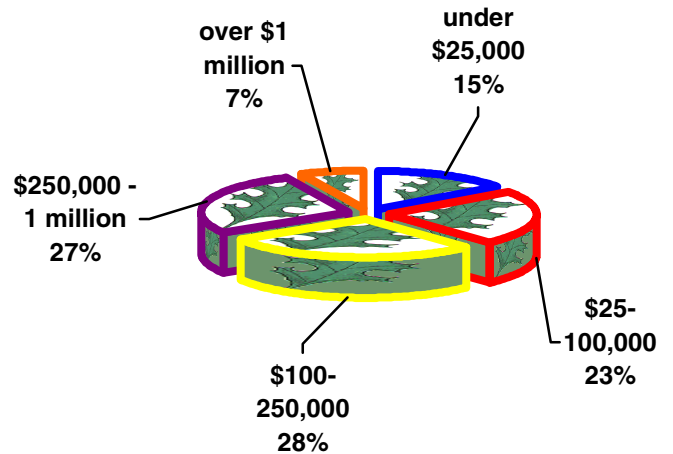
Over 400 firms are in this industry.

These firms include:

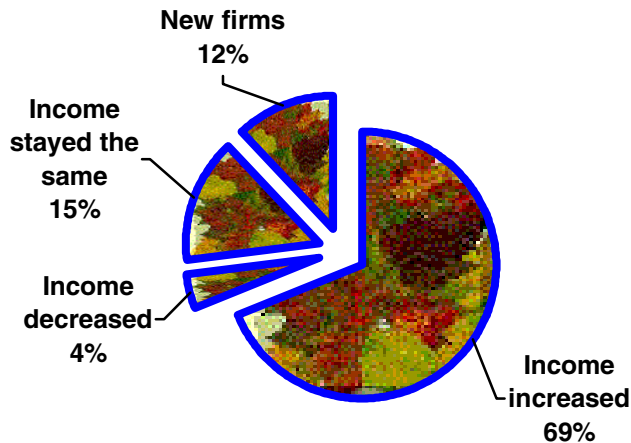
- \* **production:** nurseries, greenhouses, herbs, cut flowers, turfgrass
- \* **retail:** garden centers, florists
- \* **landscape services:** landscape design, installation, maintenance; lawn care; tree care

*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 \$47 million.

- Over **285** firms increased their incomes, an average 83% per firm.
- More than **50** new firms were started during the past five years.

## The Environmental Horticulture Industry Produces Plants

Plant production generated \$42 million.

The estimated \$74 million in plant sales include:



\$29 million from plants produced totally by the seller

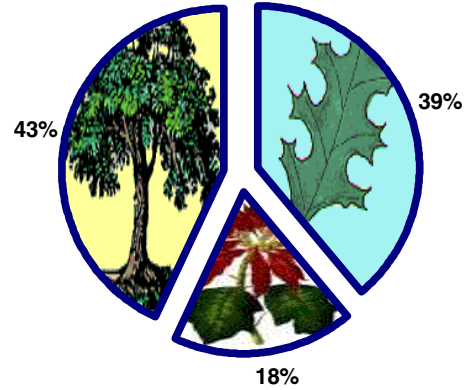


\$13 million from young plants ("pre-finished") and grown further prior to selling



\$32 million from "finished" plants bought for resale, either wholesale or retail

Plant Producers



## Environmental Horticulture Provides Employment

At least 4,800 have careers in this industry. An additional 1,000 employees are needed.

- 1,700 new jobs were created over the past five years.
- This industry paid \$67 million towards employees in 1998.
- An average 65% more was spent on labor than in 1993, by two thirds of the businesses.

Full-time, 47%



Part-time, 13%



Seasonal, 40%



## More facts on Environmental Horticulture in Vermont



The majority of income (88%) came from sales and services within the state.



This industry paid \$9 million in taxes. Over half the firms paid an average 68% more than in 1993.



This industry is keeping over 8,800 acres in agriculture, over 5,700 of which is open space.