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.*

The Environmental Horticulture Industry is Growing!


- 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

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.

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.