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

- Over $1 million: 7%
- Under $25,000: 15%
- $25,000 - $1 million: 27%
- $100-250,000: 28%
- $25-100,000: 23%

**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

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.

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.