



National Agricultural Statistics Service United State Department of Agriculture

New Jersey Ranked Seventh in the Nation for Total Gross Sales of Nursery Crops

This report contains the results of the third multi-state nursery production survey conducted by USDA-NASS. Nursery operations from 17 states with sales over \$10,000 were included in the survey. They are: Alabama, California, Connecticut, Florida, Georgia, Illinois, Michigan, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, and Washington. The information in this report is based on the 2006 production year.

New Jersey ranked seventh in the nation for total gross sales of nursery crops, at \$149 million in 2006. California led the nation with \$1.11 billion in gross sales, followed by Oregon with \$824 million. There were 327 operations in New Jersey with sales over \$10,000, and these producers had 21,503 acres of total production area. Statewide, 138 of the producers in New Jersey had gross sales over \$100,000. At the 17-State level, there were 7,292 growers with gross sales over \$10,000, and with 471 thousand acres of total production area. Nationally, 3,326 growers had gross sales over \$100,000.

Detailed production information was collected from operations with over \$100,000 sales. The 12 nursery plant categories selected for this survey were broadleaf evergreens, coniferous evergreens, deciduous shade trees, deciduous flowering trees, deciduous shrubs, other woody ornamentals and vines, fruit and nut plants, cut and to be cut Christmas trees, propagation material or lining-out stock, palms, ornamental grasses, and transplants for vegetable and strawberry production.

The number one category for sales in New Jersey was coniferous evergreens with \$34.7 million in sales, followed by \$33.1 million in broadleaf evergreen sales. These two categories captured 23 and 22 percent of the total sales, respectively, for a total of 45 percent of all sales. Deciduous shrubs sales, at \$27.9 million, represented 19 percent of all sales in New Jersey. Christmas trees cut and to be cut made up less than one-third of one percent of the total gross sales, at \$544 thousand. Deciduous shade trees and deciduous flowering trees produced 16 and 11 percent of the total gross sales, respectively, at \$24.6 and \$15.7 million. Total ornamental grasses and other woody ornamentals and vines produced 3 and 2 percent of the total sales, respectively. Propagation material was 4 percent of the total gross sales at \$6.0 million. Fruit and nut plants and transplants for vegetable and strawberry production were not published for New Jersey to avoid disclosure of individual operations.

Nursery Crops: Selected States, for Operations with \$10,000+ Sales, 2006

State	Number of Operations	Percent of 17 State ^{1/} Total	Production Area	Percent of 17 State ^{1/} Total
	Number	Percent	Acres	Percent
Connecticut	110	2	7,291	2
New Jersey	327	4	21,503	5
New York	257	4	17,246	4
Pennsylvania	498	7	46,839	10
17 State Total ^{1/}	7,292		471,106	

^{1/}Alabama, California, Connecticut, Florida, Georgia, Illinois, Michigan, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, and Washington.

Number of Operations, Hired Workers, Gross Wages Paid, 2006

State	Number of Operations	Number of Hired Workers	Workers Paid For		Gross Wages Paid
			150 Days or More	149 Days or Less	1,000 Dollars
CT	110	2,729	1,555	1,174	38,992
NJ	327	3,094	1,878	1,216	57,507
NY	257	1,985	945	1,040	19,055
PA	498	3,848	1,743	2,105	33,255
17 State Total ^{1/}	7,292	112,672	61,001	51,671	1,414,464

^{1/} Alabama, California, Connecticut, Florida, Georgia, Illinois, Michigan, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, and Washington.

Nursery Operations with Hired Workers:

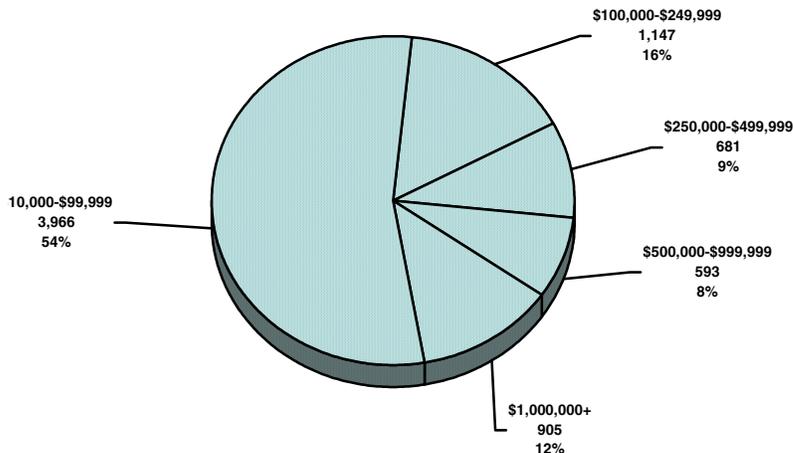
Average Number Workers, by Size of Operation, 17 State ^{1/} Total, 2006

Gross Value of Sales	All Nursery Operations ^{2/}	Operations With Part-time Hired Workers ^{2/}	Average Number of Part-time Hired Workers	Operations With Full-time Hired Workers ^{2/}	Average Number of Full-time Hired Workers
	Number				
\$10,000 to \$99,999	3,966	1,713	4.7	931	3.1
\$100,000 to \$249,999	1,147	720	6.7	825	3.8
\$250,000 to \$499,999	681	438	7.5	618	5.9
\$500,000 to \$999,999	593	406	11.4	549	10.2
\$1,000,000 to \$1,999,999	410	280	16.3	400	19.2
\$2,000,000 to \$4,999,999	312	222	33.9	305	35.2
\$5,000,000 to \$9,999,999	99	73	86.7	97	93.9
\$10,000,000 or more	84	68	183.1	84	216.5
Total	7,292	3,920	13.2	3,809	16.0

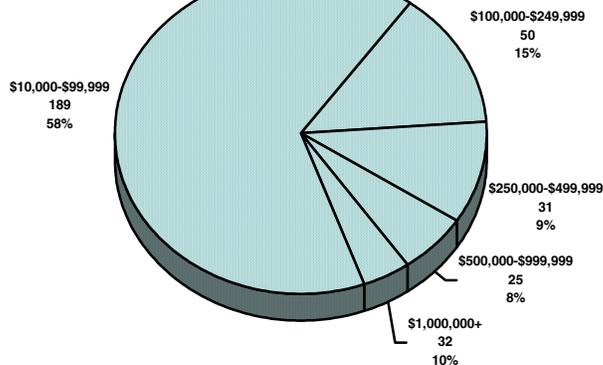
^{1/} Alabama, California, Connecticut, Florida, Georgia, Illinois, Michigan, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, and Washington.

^{2/} Number of operations with part-time hired workers plus number of operations with full-time hired workers will not add to All Nursery Operations due to some operations utilizing both types of workers and some operations hiring no workers.

17 State ^{1/} Nursery Number of Growers, 2006
by Sales Category
Percent ^{2/} of Total and Total Numbers of Growers



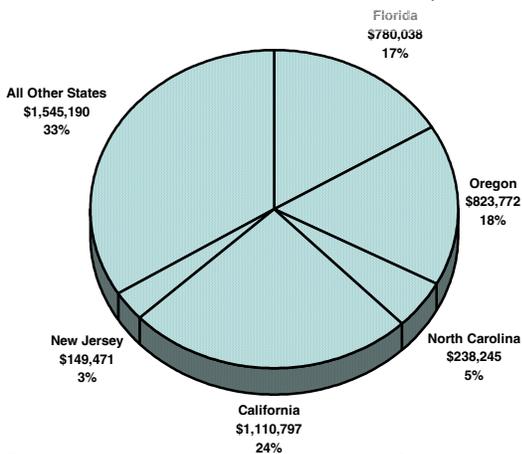
New Jersey Nursery Number of Growers, 2006
by Sales Category
Percent of Total and Total Numbers of Growers



^{1/} Alabama, California, Connecticut, Florida, Georgia, Illinois, Michigan, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, and Washington.

^{2/} May not add due to rounding.

Nursery Crops: Total Value of Sales, Top 4 States, New Jersey, and All Other States, 2006
Percent of Total and Dollars in 1,000's



New Jersey ranked 7th in the nation for total gross sales of nursery crops.

Nursery Crops: Total Value of Sales and Percent of Total, by Category, New Jersey and 17 State^{1/} Total, for Operations with \$100,000+ Sales, 2006

Category	New Jersey		17 State ^{1/} Total	
	Total Value of Sales		Total Value of Sales	
	1,000 Dollars	Percent of Total ^{2/}	1,000 Dollars	Percent of Total ^{2/}
Broadleaf Evergreens	33,069	22	839,375	18
Coniferous Evergreens	34,670	23	562,250	12
Deciduous Flowering Trees	15,725	11	312,503	7
Deciduous Shade Trees	24,550	16	584,249	13
Deciduous Shrubs	27,922	19	647,980	14
Fruit and Nut Plants	3/		276,396	6
Christmas Trees (Cut and to be Cut)	544	4/	210,532	5
Palms	-	-	203,770	4
Ornamental Grasses	4,655	3	116,827	3
Other Woody Ornamentals and Vines	2,354	2	359,210	8
Transplants for Vegetable and Strawberry Production	3/		188,566	4
Propagation Materials	5,982	4	345,860	7
Total of all Published Categories	149,471		4,647,513	

^{1/} Alabama, California, Connecticut, Florida, Georgia, Illinois, Michigan, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, and Washington. ^{2/} May not add due to rounding of total published categories. ^{3/} Not included in table for New Jersey to avoid disclosure of individual operations. ^{4/} Missing percent of total data are less than 1 percent.

Nursery Crops: Total Value of Sales and Percent of Total, by Category, for Selected States, for Operations with \$100,000+ Sales, 2006

Category ^{1/}	Connecticut		New Jersey		New York		Pennsylvania	
	1,000 Dollars	Percent of Total ^{2/}						
Broadleaf Evergreens	45,975	39	33,069	22	10,486	17	11,957	10
Coniferous Evergreens	20,580	17	34,670	23	12,129	19	34,054	30
Deciduous Flowering Trees	7,269	6	15,725	11	7,292	12	5,323	5
Deciduous Shade Trees	6,515	5	24,550	16	12,020	19	13,256	12
Deciduous Shrubs	29,985	25	27,922	19	8,624	14	6,949	6
Fruit and Nut Plants	1,364	1	3/		5,513	9	3/	
Ornamental Grasses	5,294	4	4,655	3	763	1	663	4/
Other Woody Ornamentals and Vines	3/		2,354	2	949	1	2,058	2
Christmas Trees (Cut and to Be Cut)	1,509	1	544	4/	2,532	4	17,290	15
Propagation Materials	258	4/	5,982	4	3,035	5	22,369	20
Total of all Published Categories	118,749		149,471		63,343		113,919	

^{1/} Transplants for vegetable and strawberry production and palms categories were excluded from the table because nothing was reported. ^{2/} Total percent may not add to 100 due to rounding. ^{3/} Missing data excluded to avoid disclosure of individual operations. ^{4/} Missing percent of total data are less than 1 percent.

Nurse Nursery Crops, Selected Categories: Plants and Trees Sold, Inventory (January 1, 2007), and Percent of Sales by Category for Operations with \$100,000+ Sales, 2006

Category	Quality Sold		Percent of Plants Sold by Category				Number of Trees and Plants on Hand January 1	
			Bare Root	Balled & Burlap	Container	Other		
	1,000 Plants/Trees		Percent				1,000 Plants/Trees	
	2003	2006	2006	2006	2006	2006	2003	2006
Broadleaf Evergreens	2,972	2,770	-	29	71	-	4,890	4,226
Coniferous Evergreens	1,433	1,597	-	60	40	-	4,611	4,299
Deciduous Flowering Trees	121	150	-	87	13	-	328	342
Deciduous Shade Trees	209	235	-	85	14	1	426	531
Deciduous Shrubs	1,514	2,215	-	28	72	-	2,087	2,666
Ornamental Grasses	368	638	-	-	100	-	335	535
Other Woody Ornamentals and Vines	288	265	-	-	100	-	177	187

New Jersey Nursery Crops: Number of Producers, Number of Trees/Plants Sold, Gross Sales, and Percent of Sales that were Wholesale, for Operations with \$100,000+ Sales, 2006

Category	# of Producers		# of Trees and Plants Sold		Gross Sales		Percent of Sales that were Wholesale	
	Number		1,000 Plants		1,000 Dollars		Percent	
	2003	2006	2003	2006	2003	2006	2003	2006
Broadleaf Evergreens	98	107	2,972	2,770	29,184	33,069	86	91
Coniferous Evergreens	97	101	1,433	1,597	27,323	34,670	87	90
Deciduous Flowering Trees	71	78	121	150	11,576	15,725	84	89
Deciduous Shade Trees	66	74	209	235	17,366	24,550	83	94
Deciduous Shrubs	82	94	1,514	2,215	16,181	27,922	86	95
Ornamental Grasses	34	53	368	638	2,712	4,655	90	95
Other Woody Ornamentals and Vines	24	36	288	265	2,232	2,354	81	79
Christmas Trees (Cut and to Be Cut)	6	10	12	13	511	544	-	7
Propagation Materials ^{1/}	23	23	-	-	4,353	5,982	96	93

^{1/} Number of trees and plants sold not asked on questionnaire for this category.

Agricultural Statistics & Other Information from NASS

National reports are the most timely source of statistics. However, state reports may have more local information.

Internet....

NASS national & state reports and data are available on the worldwide Internet.

National Homepage: www.nass.usda.gov/

The national homepage has links to all agency products and services such as publications, graphics, historic data, state information, statistical research, Census of Agriculture, a search engine and a Published Estimates Data Base to query and download state or county historic data. There are also links to our Customer Service unit, a Kids Page, and all other federal statistics outside the National Agricultural Statistics Service.

For a monthly summary of USDA estimates, forecasts and projections of commodities, prices, trade issues, and world crop developments, see:

www.usda.gov/nass/pubs/nassfact.htm

New Jersey Homepage: www.nass.usda.gov/nj/

The New Jersey site offers much of the same information as the national homepage but in a format designed for New Jersey customers. The reports contain the same statistics but offer more details about agriculture in the New Jersey region. There are also state-funded reports that are not available on the national website, such as the Jersey Fresh Fruit and Vegetable release. Links are also available to other sites such as the New Jersey Department of Agriculture and other NASS field offices.

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