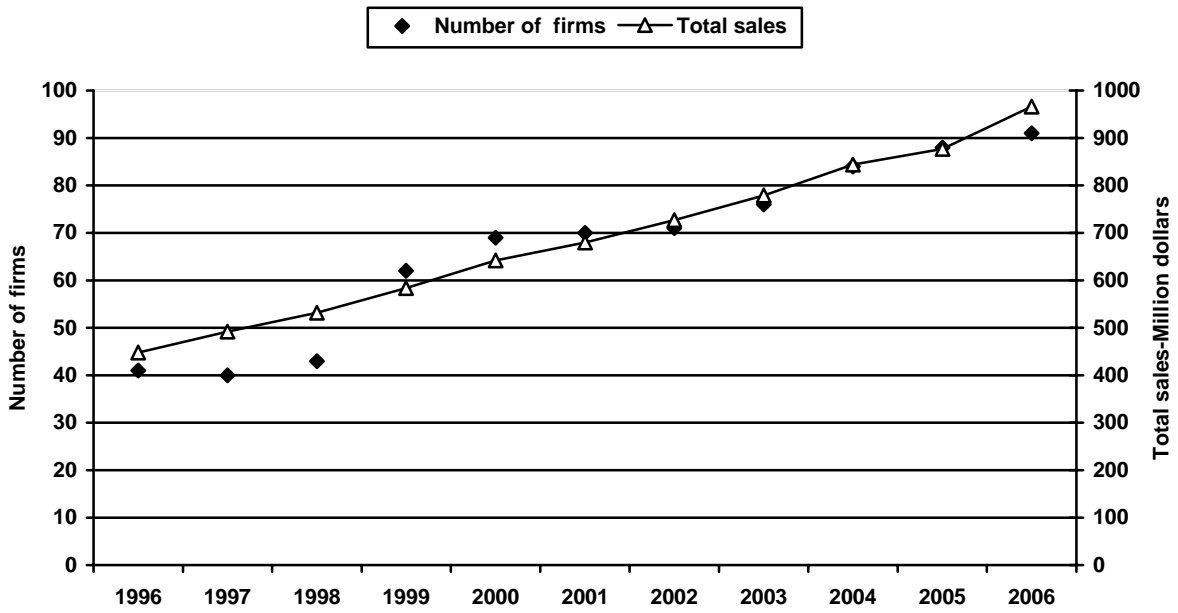


# **Oregon Nursery and Greenhouse Survey 2006**

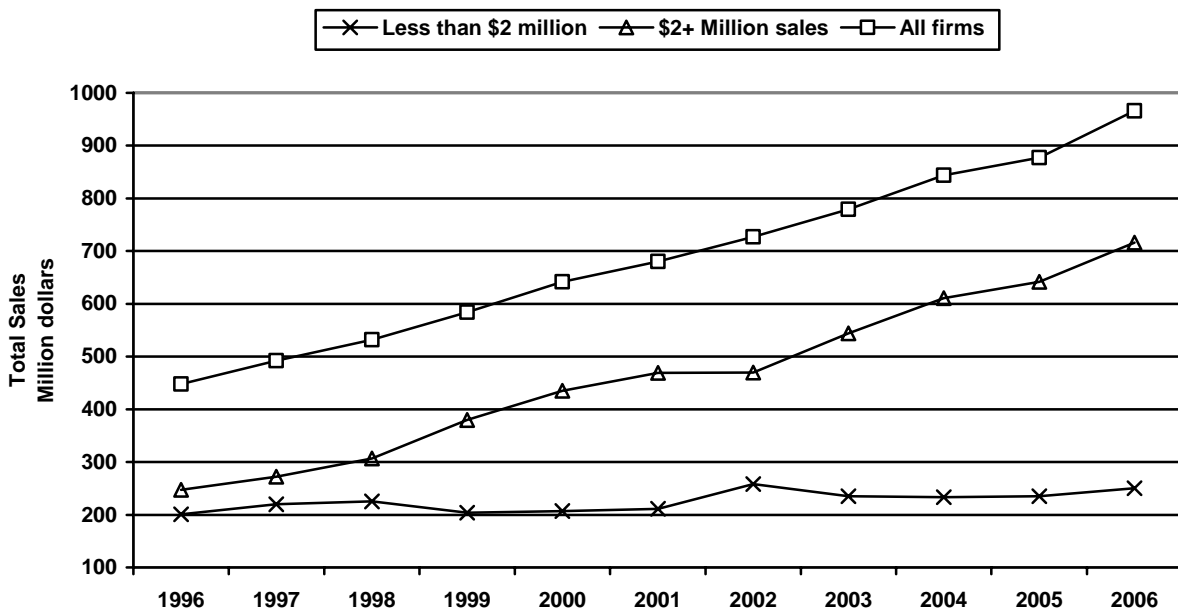


**USDA-NASS Oregon Field Office**

Number of firms with \$2+ million in sales,  
and total sales, Oregon, 1996-2006



Gross sales of firms with above and below \$2 million in sales,  
and total sales, Oregon, 1996-2006



**2006**

# **Oregon Nursery and Greenhouse Survey**

**Compiled and Published by**

**Oregon Field Office**

**National Agricultural Statistics Service**

**United States Department of Agriculture**

**Christopher A. Mertz, *Director***

**Bruce A. Eklund, *Deputy Director***

**Kent Hoddick, *Agricultural Statistician***

**Chuck Bennett, *Statistical Assistant***

**Eric Stebbins, *Agricultural Statistician***

**Mali Viste, *Office Automation Assistant***

Copies of this publication are available at no charge by contacting the Oregon office at 1200 SW Third Ave., Room 1735, Portland, OR 97204-2899, (503) 326-2131, by sending a request via E-mail to: [nass-or@nass.usda.gov](mailto:nass-or@nass.usda.gov), or by accessing the Internet at [www.nass.usda.gov/or](http://www.nass.usda.gov/or).

---

## FOREWARD

September 2007

It is a privilege for me to present the results of the *2006 Oregon Nursery and Greenhouse Survey*. We would like to thank the many Oregon nurseries and greenhouses, the Oregon Association of Nurseries, the Oregon Department of Agriculture, our crew of field interviewers, as well as others who provide information and support for this important annual effort. The results represent the seventeenth year of documenting through statistics the progress of Oregon's # 1 agricultural industry.

Nursery and greenhouse sales climbed to \$966 million in 2006, up 10 percent from the previous year, demonstrating that the industry continues to do an outstanding job of growing and marketing high quality nursery stock and materials. This growth continues despite the many challenges of labor availability, rising fuel, transportation, and labor costs, sometimes burdensome regulations, and competition for land. The industry is a key generator of revenue for the State, with in excess of 75 percent or \$730 million of sales coming from outside Oregon.

Oregon's top five producing counties Marion, Washington, Clackamas, Yamhill, and Multnomah are in or near the Portland metropolitan area. The nurseries and greenhouses in these five counties represent 86 percent of the total value of production, providing local employment and beautifying the urbanized landscape.

Container sales continue to dominate the product categories, accounting for 44 percent of the sales for all product types; this share is up 12 percent from 2004.

Also this year, the National Agricultural Statistics Service will release the results of the 2006 Nursery Production Survey, conducted in 17 States. This data collection effort is conducted every three years and will allow data users the opportunity to see how Oregon ranks among the other major nursery production states. In 2003, Oregon lead in many categories and with the large growth seen in this State, one would expect Oregon to have an increased role in the national picture.

For additional information on horticultural survey results, see the links referenced on the last page of this report. Access to accurate and timely information is critical to the continued success of this vital sector of Oregon agriculture.

Sincerely,



Christopher A. Mertz  
Director

## TABLE OF CONTENTS

Charts – Gross Sales 1996-2006 versus number of firms with sales over \$2 million.....Inside front cover  
 Gross Sales 1996-2006 firms that make above and below \$2 million.....Inside front cover

	<b>Page</b>
2006 Summary.....	1
Gross sales by plant material 2000-2006.....	1
Gross sales by sales value 2002-2006.....	1
Number of operations, acreage and gross sales by county 2004-2006.....	2
Acreage by plant material 1997-2005.....	3
Summary by size groups 2005-2006.....	3
Number of workers and gross wages by sales value 2005	4
Number of workers, wages and number of operations 1995-2005.....	4
Destination of Oregon sales by plant material for 1995-2003.....	5
Data collection procedures.....	6
Number of operations by sales size group 2000-2006.....	6
Gross Sales, yearly percent change, number of operations, number of firms with sales over \$2 million.....	6
Sample Questionnaire – 2006.....	7-8
Additional references to recent Oregon horticulture data .....	9

## 2006 Oregon nursery product sales set another record, almost 1 billion in sales.

Oregon's horticulture industries continued to grow in 2006 with another record high sales value of \$966 million for nursery and greenhouse products. This was the seventeenth year of this survey and the sixteenth year of record sales. Sales in 2006 increased 10 percent above 2005 and were over 3 times the sales of 1990, the first year of the survey. The horticulture industry continued to solidify its place above all other Oregon agricultural commodities, claiming nearly 21 percent of the total value of agricultural production. Cattle, with a value of \$490 million, ranked second. Grass seeds and all hay claimed third and fourth places with sales of \$481.6 million and \$411.8 million, respectively.

(continued on page 3)

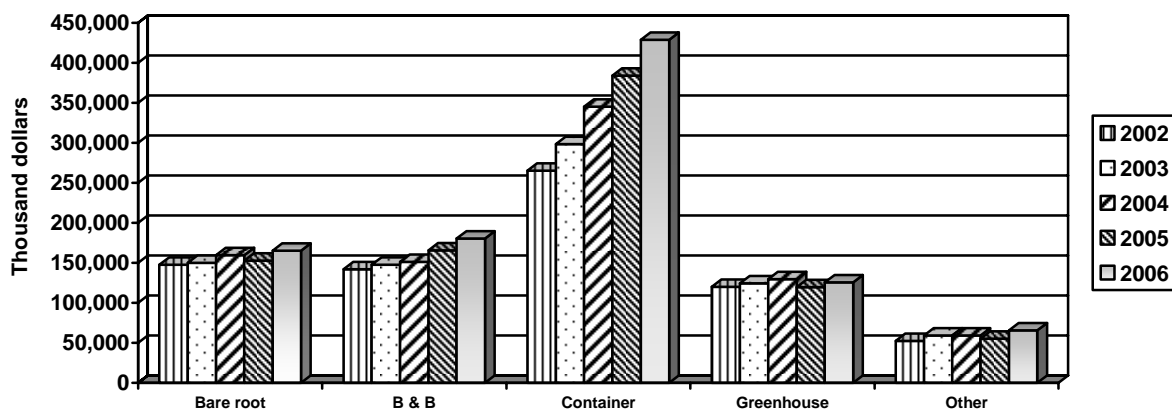
### Nursery and greenhouse: Gross sales, by plant material, Oregon, 2000-2006

Plant material	2000	2001	2002	2003	2004	2005	2006	2006/2005
	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>Percent</i>
Bare root	136,700	145,100	147,500	150,100	159,400	152,700	165,200	108
B & B	127,700	129,100	142,100	147,400	151,000	165,600	180,500	109
Container	226,300	243,100	265,100	298,300	345,300	384,000	429,000	112
Greenhouse	106,600	114,700	120,100	124,300	129,400	119,700	125,700	105
Other	44,700	48,000	52,200	58,900	58,900	55,000	65,600	119
<b>Total</b>	<b>642,000</b>	<b>680,000</b>	<b>727,000</b>	<b>779,000</b>	<b>844,000</b>	<b>877,000</b>	<b>966,000</b>	<b>110</b>

### Nursery and greenhouse: Gross sales by sales size group, Oregon, 2002-2006

Sales size group	Gross sales					2006/2005
	2002	2003	2004	2005	2006	
	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>Percent</i>
Less than \$20,000	6,100	6,400	7,700	5,900	6,100	103
\$20,000-\$99,999	18,000	18,100	18,900	21,600	21,000	97
\$100,000-\$199,999	15,300	15,900	16,700	13,200	11,800	89
\$200,000-\$499,999	41,600	45,200	45,100	43,500	44,600	103
\$500,000-\$1,999,999	149,500	149,400	144,300	150,900	167,000	111
More than \$2,000,000	469,500	544,000	611,300	641,900	715,500	111
<b>Total</b>	<b>727,000</b>	<b>779,000</b>	<b>844,000</b>	<b>877,000</b>	<b>966,000</b>	<b>110</b>

### Nursery and greenhouse: Gross sales by plant material, Oregon, 2002-2006



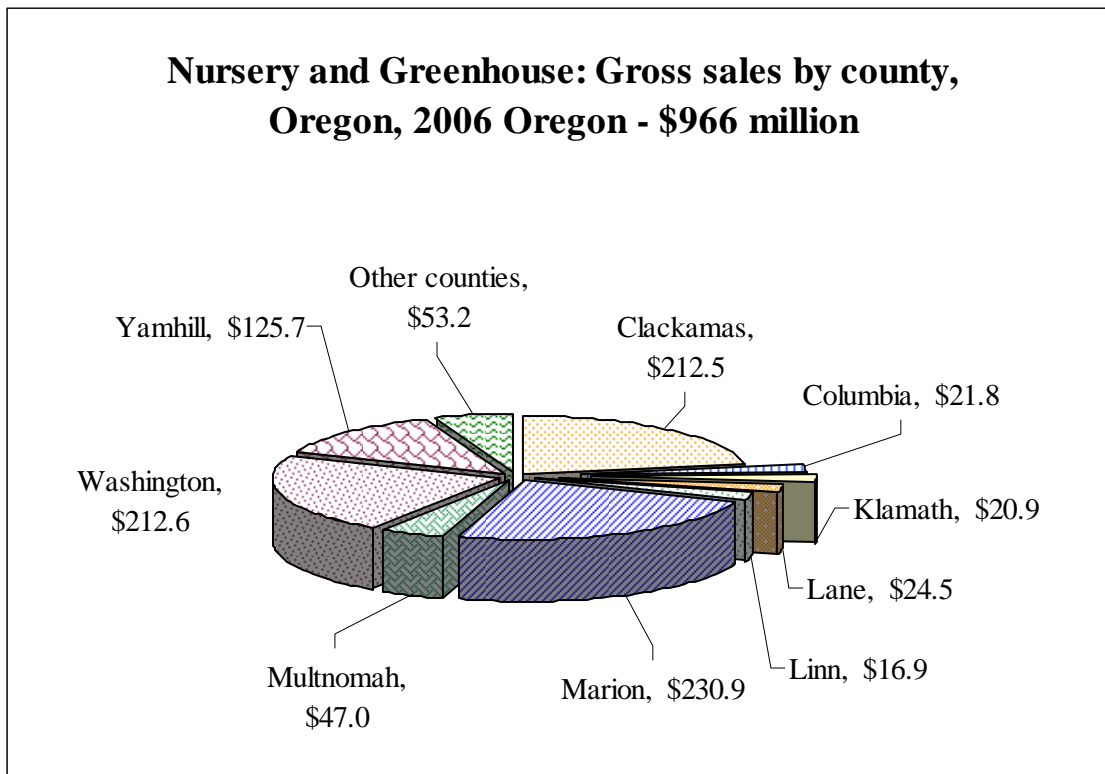
## Nursery and greenhouse: Operations, acreage, and gross sales, by county, Oregon, 2004-2006

County	Number of operations	Acres	Gross sales			
	2006	2005 <sup>3</sup>	2004	2005	2006	2006 / 2005
	<i>Operations</i>	<i>Acres</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>Percent</i>
Benton	43	330	1,800	1,800	1,800	100
Clackamas	471	13,500	193,500	206,500	212,500	103
Columbia	24	600	17,500	19,900	21,800	110
Curry	20	380	4,250	3,700	4,200	114
Deschutes	42	310	3,600	3,800	4,600	121
Douglas	46	580	3,750	3,900	3,900	100
Jackson	71	130	3,150	3,300	3,700	112
Josephine	45	130	2,500	2,800	2,800	100
Klamath	16	1,760	14,100	17,500	20,900	119
Lane	140	680	24,000	24,500	24,500	100
Lincoln	26	130	2,700	2,400	2,700	113
Linn	75	780	14,800	15,300	16,900	110
Marion	356	13,160	178,900	194,800	230,900	119
Multnomah	175	3,550	49,000	46,600	47,000	101
Polk	51	1,250	10,300	9,700	9,700	100
Umatilla	18	720	6,800	8,000	9,600	120
Washington	251	7,410	191,200	193,300	212,600	110
Yamhill	102	6,100	115,900	110,100	125,700	114
Other counties <sup>1</sup>	127	300	6,250	9,100	10,200	112
<b>Oregon</b>	<b>2,100</b>	<b>51,800</b>	<b>844,000</b>	<b>877,000</b>	<b>966,000</b>	<b>110</b>
Top five counties <sup>2</sup>	1,355	43,720	728,500	751,300	828,700	110

<sup>1</sup> Contains counties with less than one million dollars of sales and counties that were combined to avoid disclosure of individual operations.

<sup>2</sup> Top five counties include: Clackamas, Marion, Multnomah, Washington, and Yamhill.

<sup>3</sup> Acreage data not collected for 2006.



(continued from page 1)

Overall the value of nursery sales increased \$89 million and no category decreased from last year. Container sales, increased \$45 million over last year, while balled and burlapped products gained \$14.9 million, Bare root products increased \$12.5 million, other plant material increased \$10.6 million, and greenhouse products increased \$6.0 million.

Gross sales, when broken down by sales size groups, showed increases in four size groups and decreases in two size groups. The largest size group, 2+ million, increased 11 percent or \$73.6 million over 2005 and the second largest size group \$500,000 to \$2 million also increased 11 percent, but only \$16.1 million.

Firms with sales over \$2 million made up 74.0 percent of all Oregon sales, and the total number of firms in this group increased 3 firms to a total of 91 firms.

Oregon top four counties of production, Marion, Washington, Clackamas, and Yamhill had sales of \$230.9 million, \$212.6 million, \$212.5 million, and \$125.7 million, respectively. In total, these four counties accounted for 81 percent of all the sales. When Multnomah County's sales of \$47.0 million are included, the total value of production in the top five counties account for 86 percent of total production. Marion County is now the major production area, but Washington County and Clackamas are virtually tied for second place. Given the number of growers and acres in production in Clackamas, Washington, and Marion counties, any of these three could be the number one producer next year.

#### Nursery and greenhouse: Acreage by plant material, Oregon, 1997, 1999, 2001, 2003, and 2005 <sup>1</sup>

Plant material	1997	1999	2001	2003	2005	2005/2003
	<i>Acres</i>	<i>Acres</i>	<i>Acres</i>	<i>Acres</i>	<i>Acres</i>	<i>Percent</i>
Bare root	10,100	10,800	11,800	12,000	13,200	110
B & B	12,100	14,660	15,500	17,500	18,700	107
Container	5,100	5,500	5,600	6,900	8,600	125
Greenhouse	630	640	700	800	800	100
Other plant materials <sup>2</sup>	5,300	5,500	6,700	6,200	5,500	89
Other acreage <sup>3</sup>	4,900	4,000	4,900	7,000	5,000	71
<b>Total</b>	<b>38,130</b>	<b>41,100</b>	<b>45,200</b>	<b>50,400</b>	<b>51,800</b>	<b>103</b>

<sup>1</sup> Acreage by plant material is collected once every two years.

<sup>2</sup> Other nursery plant materials include sod, bulbs, tubers, holly, cut greens, strawberry plants, and other materials.

<sup>3</sup> Includes other acres in the nursery operation such as buildings, loading docks, and parking.

#### Nursery and greenhouse: Summary, by sales size group, Oregon, 2005-2006

Sales size group	Number of operations		Acres		Gross sales		Total workers		Total wages	
	2005	2006	2005	2006 <sup>1</sup>	2005	2006	2005	2006 <sup>1</sup>	2005	2006 <sup>1</sup>
	<i>Operations</i>	<i>Operations</i>	<i>Acres</i>	<i>Acres</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>Workers</i>	<i>Workers</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>
Less than \$20,000	1,194	1,131	2,200	-	5,900	6,100	1,170	-	1,100	-
\$20,000-\$99,999	483	483	2,700	-	21,600	21,000	1,400	-	5,020	-
\$100,000-\$199,999	94	84	1,200	-	13,200	11,800	630	-	4,065	-
\$200,000-\$499,999	140	146	3,700	-	43,500	44,600	1,500	-	13,480	-
\$500,000-\$1,999,999	152	165	11,300	-	150,900	167,000	4,600	-	53,640	-
More than \$2,000,000	88	91	30,700	-	641,900	715,500	12,700	-	216,600	-
<b>Total</b>	<b>2,151</b>	<b>2,100</b>	<b>51,800</b>	<b>-</b>	<b>877,000</b>	<b>966,000</b>	<b>22,000</b>	<b>-</b>	<b>293,905</b>	<b>-</b>

<sup>1</sup> Data for category only collected once every two years.

## 2005 Wages and number of workers <sup>1</sup>

Firms with sales over 2 million dollars employ 58 percent of the workers, pay 74 percent of the wages, and pay an average wage of \$17,055 dollars per worker. Full time worker numbers continued upward, reaching 10,400 for 2005. Seasonal worker numbers, was unchanged from 2003 at 11,600 workers for 2005. Wages are the biggest expense that nursery and greenhouses have and accounted for 33.5 percent of total sales in 2005.

### Nursery and greenhouse: Workers, and gross wages paid, Oregon, 2005 <sup>1</sup>

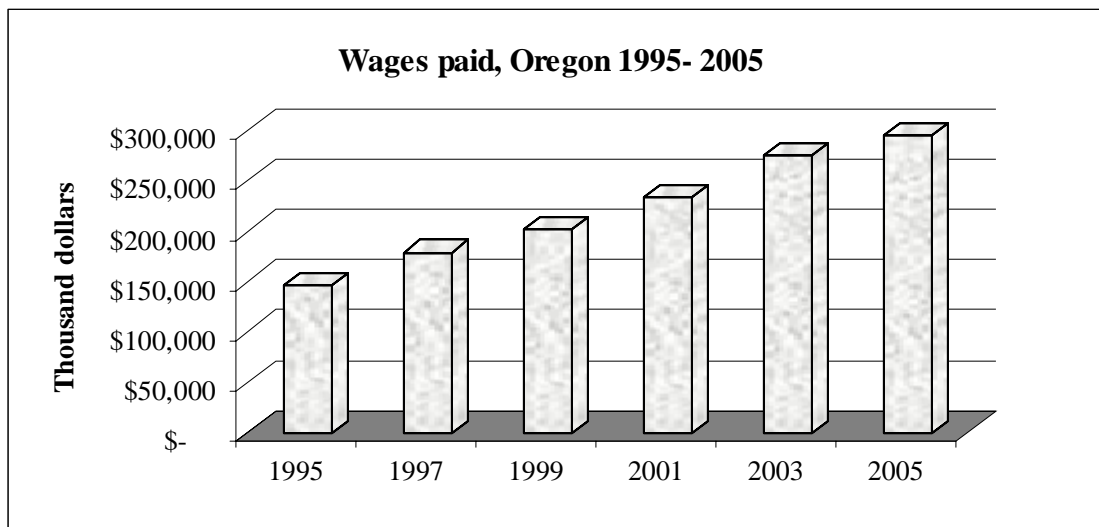
Sales size group	Workers			Total wages 1,000 dollars	Average wages per worker Dollars
	Full time	Seasonal	Total		
	<i>Number</i>	<i>Number</i>	<i>Number</i>		
Less than \$20,000	70	1,100	1,170	1,100	940
\$20,000-\$99,999	200	1,200	1,400	5,020	3,586
\$100,000-\$199,999	130	500	630	4,065	6,452
\$200,000-\$499,999	600	900	1,500	13,480	8,987
\$500,000-\$1,999,999	2,000	2,600	4,600	53,640	11,661
More than \$2,000,000	7,400	5,300	12,700	216,600	17,055
<b>Total</b>	<b>10,400</b>	<b>11,600</b>	<b>22,000</b>	<b>293,905</b>	<b>13,359</b>

<sup>1</sup> Not collected for 2006.

### Nursery and greenhouse: Workers, wages, and number of operations, Oregon, 1995 - 2005 <sup>1</sup>

Category	1995	1997	1999	2001	2003	2005	2005/2003
Seasonal workers ..... Workers	12,235	12,750	12,200	10,850	11,600	11,600	100
Full time workers ..... Workers	7,250	8,050	9,000	9,550	10,000	10,400	104
Total workers ..... Workers	19,485	20,800	21,200	20,400	21,600	22,000	102
Total wages ..... 1,000 dollars	146,482	178,870	201,170	232,557	275,200	293,905	107
Average wage per worker .... Dollars	7,518	8,600	9,489	11,400	12,741	13,359	105
Number of operations .... Operations	1,905	2,040	2,185	2,139	2,044	2,151	105

<sup>1</sup> Worker and wage data are collected once every two years.



**Nursery and greenhouse: Destination of gross sales by plant material, Oregon, 1995, 1999, and 2003<sup>1</sup>**

Destination	Plant material type								
	Bare root			B & B			Container		
	1995	1999	2003	1995	1999	2003	1995	1999	2003
	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>
Oregon	19,420	20,610	19,000	15,690	18,560	24,780	30,240	42,280	53,380
Washington	8,185	8,480	9,000	8,850	9,850	11,920	15,090	25,860	31,930
California	4,625	6,390	8,830	2,346	4,060	5,950	8,150	16,900	17,770
Other western States <sup>2</sup>	3,225	4,670	8,000	8,085	8,560	15,330	13,080	25,510	31,030
Upper Midwest <sup>3</sup>	20,130	21,560	37,660	9,490	15,160	23,570	31,620	36,060	62,480
Gulf States <sup>4</sup>	4,800	4,690	5,910	1,315	2,680	3,470	3,660	6,450	10,340
Atlantic States <sup>5</sup>	9,375	24,400	27,100	5,937	12,860	21,150	11,300	30,950	32,840
Northeast States <sup>6</sup>	9,345	21,050	24,650	13,450	21,900	36,060	24,110	33,160	49,970
Western Canada <sup>7</sup>	2,070	2,770	2,300	1,654	1,750	1,950	6,260	3,210	3,810
Eastern Canada <sup>8</sup>	845	1,220	6,950	760	2,120	3,220	4,260	2,440	4,590
Other foreign countries	880	460	700	223	-	-	330	280	160
<b>Total</b>	<b>82,900</b>	<b>116,300</b>	<b>150,100</b>	<b>67,800</b>	<b>97,500</b>	<b>147,400</b>	<b>148,100</b>	<b>223,100</b>	<b>298,300</b>

**Nursery and greenhouse: Destination of gross sales by plant material, Oregon, 1995, 1999, and 2003<sup>1</sup> (continued)**

Destination	Plant material type									2003/ 1999	Percent of total sales by destination
	Greenhouse			Other			Total				
	1995	1999	2003	1995	1999	2003	1995	1999	2003		
	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>Percent</i>	<i>Percent</i>
Oregon	47,415	60,680	73,480	13,670	17,450	19,130	126,435	159,580	189,770	119	24.4
Washington	11,275	14,920	18,260	4,010	2,320	4,490	47,410	61,430	75,600	123	9.7
California	10,160	9,700	9,340	5,630	9,670	12,080	30,911	46,720	53,970	116	6.9
Other western States <sup>2</sup>	1,710	2,150	4,130	1,140	1,030	2,640	27,240	41,920	61,130	146	7.8
Upper Midwest <sup>3</sup>	4,325	3,680	4,610	3,350	2,810	3,870	68,915	79,270	132,190	167	17.0
Gulf States <sup>4</sup>	1,600	2,030	1,670	1,900	1,890	3,220	13,275	17,740	24,610	139	3.2
Atlantic States <sup>5</sup>	1,475	3,260	2,310	4,020	2,750	3,380	32,107	74,220	86,780	117	11.1
Northeast States <sup>6</sup>	2,150	3,350	4,940	2,320	2,290	5,520	51,375	81,750	121,140	148	15.6
Western Canada <sup>7</sup>	2,015	2,060	2,450	450	360	910	12,449	10,150	11,420	113	1.5
Eastern Canada <sup>8</sup>	1,025	1,090	2,410	180	690	1,460	7,070	7,560	18,630	246	2.4
Other foreign countries	350	180	700	30	2,740	2,200	1,813	3,660	3,760	103	0.5
<b>Total</b>	<b>83,500</b>	<b>103,100</b>	<b>124,300</b>	<b>36,700</b>	<b>44,000</b>	<b>58,900</b>	<b>419,000</b>	<b>584,000</b>	<b>779,000</b>	<b>133</b>	<b>100.0</b>

<sup>1</sup> Gross sales by destination is collected once every five years. The 2007 publication, which is scheduled for release in September 2008, will be the next release containing these data.

<sup>2</sup> Other western States include: MT, ID, WY, NV, UT, AZ, NM, CO, AK, HI.

<sup>3</sup> Upper Midwest includes: ND, SD, NE, KS, MN, IA, MO, WI, IL, MI, IN, OH, KY.

<sup>4</sup> Gulf States include: OK, TX, AR, LA, TN, MS, AL.

<sup>5</sup> Atlantic States include: MD, DE, WV, VA, NC, SC, GA, FL.

<sup>6</sup> Northeast States include: ME, NH, VT, MA, CT, RI, NY, PA, NJ.

<sup>7</sup> Western Canada includes: BC, AB, SK, MB.

<sup>8</sup> Eastern Canada includes all other provinces.

## Data collection

The 2006 Oregon Nursery and Greenhouse Survey was designed to collect data on all commercial nurseries, greenhouses, and producers of other plant material, such as cut roses, cut holly, bulbs, sod, strawberry plants, cut flowers, dried flowers, etc. in the State. A stratified random sample of 657 names was selected from the State of Oregon's list of licensed nurseries and greenhouses for 2006. They were classified into six broad size groups based on sales volume. The Oregon Agricultural Statistics Service's floriculture survey was used to supplement the list for those firms who are not required to have a State license.

Questionnaires were mailed to the sampled names on June 8, 2007, followed by a second request on July 16. All non-respondents were phoned or visited during early August. Cooperation was excellent with 90 percent of the sampled names participating in the survey. Data for minor counties and items were combined with other totals to avoid disclosure of individual operations.

The sample design was developed by the National Agricultural Statistics Service. Kent Hoddick of the Oregon Staff has been the survey coordinator of the Oregon Nursery and Greenhouse program since its inception in 1991.

### Nursery and greenhouse: Number of operations, by sales size group, Oregon, 2000-2006

Sales size group	Number of operations						
	2000	2001	2002	2003	2004	2005	2006
Less than \$20,000	1,324	1,337	1,375	1,182	1,194	1,194	1,131
\$20,000-\$99,999	343	362	353	389	396	483	483
\$100,000-\$199,999	103	98	106	112	115	94	84
\$200,000-\$499,999	126	138	136	136	140	140	146
\$500,000-\$1,999,999	137	134	142	149	144	152	165
More than \$2,000,000	69	70	71	76	84	88	91
<b>Total</b>	<b>2,102</b>	<b>2,139</b>	<b>2,183</b>	<b>2,044</b>	<b>2,073</b>	<b>2,151</b>	<b>2,100</b>

### Nursery and greenhouse: Gross sales and operations, historic trends, Oregon, 1990-2006

Year	Gross sales	Change from previous year	Operations	
			Total operations	Operations with over \$2 million in sales
	<i>1,000 dollars</i>	<i>Percent</i>	<i>Operations</i>	<i>Operations</i>
1990	315,000	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
1991	341,000	108	1,704	( <sup>1</sup> )
1992	345,000	101	1,900	( <sup>1</sup> )
1993	347,000	101	1,986	( <sup>1</sup> )
1994	385,000	111	1,979	32
1995	419,000	109	1,905	38
1996	448,000	107	1,983	41
1997	492,000	110	2,040	40
1998	532,000	108	2,082	43
1999	584,000	110	2,185	62
2000	642,000	110	2,102	69
2001	680,000	106	2,139	70
2002	727,000	107	2,183	71
2003	779,000	107	2,044	76
2004	844,000	108	2,073	84
2005	877,000	104	2,151	88
<b>2006</b>	<b>966,000</b>	<b>110</b>	<b>2,100</b>	<b>91</b>

<sup>1</sup> No data available.



## OREGON NURSERY AND GREENHOUSE SURVEY 2006



**Oregon Field Office**  
 1220 S.W. 3rd Ave. Room 1735  
 Portland, OR 97204,  
 Phone 503-326-2131, Fax 503-326-2549  
[nass-or@nass.usda.gov](mailto:nass-or@nass.usda.gov)  
[www.nass.usda.gov/or](http://www.nass.usda.gov/or)

Please take a few minutes to complete the annual Nursery and Greenhouse Survey that is the only source of measuring annual growth and change of Oregon's major agricultural industry. The nursery/greenhouse report will be released in August 2007 and is used extensively by your industry, universities, the legislature and local governments for informed decision making concerning issues affecting the industry. Thank you for your help.

Please make corrections to name, address, and Zip Code, if necessary.

### SECTION 1 - INTRODUCTION

1. Did you produce, sell, or have growing any nursery or greenhouse crops (including container grown), bulbs, sod, bedding plants, cut flowers, holly and dried flowers, etc. during 2006?

**YES** – Please go to Section 2.     **NO** – Please go to Section 3 on the back page.

SAMPLE



### SECTION 2 – GROSS SALES VALUE

2. What were your gross (invoice) sales from your nursery and greenhouse operation for each of the following plant material categories, and in total during 2006? If calendar year data are not available, please use the most recent fiscal year period.  
 (Exclude plant material purchased for immediate resale.)

- a. Bare Root ..... +
- b. Balled and Burlapped ..... +
- c. Container ..... +
- d. Greenhouse ..... +
- e. Other Nursery Plant Materials (include sod, bulbs, tubers, holly, cut greens, etc.) . +
- f. **TOTAL** (Should equal a+b+c+d+e) ..... +

<b>2006 GROSS SALES (IN DOLLARS)</b>	
	311
	312
	313
	314
	315
	310

**Continue**

3. List the Oregon county or counties where your nursery or greenhouse acreage is located. If your acreage is in more than one county, list each county separately with the percent of gross sales by county. (Exclude acreage located in other States.)

COUNTY	DOLLAR VALUE	OR	PERCENT
_____ +	611		621
_____ +	612		622
_____ +	613		623
_____ +	614		624
<b>TOTAL</b> (Should equal total in item 2f on page 1) =	615		<b>100%</b>

2006 GROSS SALES	
DOLLAR VALUE	OR PERCENT
611	621
612	622
613	623
614	624
615	<b>100%</b>

OFFICE USE
601
602
603
604

GO TO SECTION 4

**SECTION 3 – CHANGE IN OPERATOR**

4. Has this operation been sold, rented out, or turned over to someone else?

- YES** – Please identify the new operator.                       **NO** – Please check one reason which applies.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State: \_\_\_\_\_ Zip: \_\_\_\_\_

Retail sales only  
 New operation with no 2006 sales.  
 Other (Explain) \_\_\_\_\_  
 Landlord

**SECTION 4 – SURVEY RESULTS**

5. Would you like to receive a copy of the results of this survey?     Yes     No

If additional help is needed, please call: 1-800-338-2157  
 In Portland area, please call: 503-326-2131

**COMMENTS**

OFFICE USE
099
910
920

Reported by: \_\_\_\_\_ Phone: \_\_\_\_\_ Date: \_\_\_\_\_

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number. The time required to complete this information collection is estimated to average 10 minutes per response.

## **Additional references to recent Oregon horticulture data**

Oregon Nursery and Greenhouse Summary, *(1995 to Current)*  
[www.nass.usda.gov/Statistics\\_by\\_State/Oregon/Publications/Horticulture](http://www.nass.usda.gov/Statistics_by_State/Oregon/Publications/Horticulture)

National Nursery Crops Summary: United States and State data, *(2001 to Current)*  
[usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1115](http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1115)  
**2006 to be published September 24, 2007**

Agricultural Chemical Usage: Nursery and Floriculture Summary, *(2001 to Current)*  
[usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1570](http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1570)  
**2006 to be published November or December 2007**

Floriculture Crops: United States and State data, *(1978 to Current)*  
[usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1072](http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1072)

2002 Census of Agriculture with comparisons to 1997: United States and State data. 11 pages.  
[www.nass.usda.gov/census/census02/volume1/us/st99\\_2\\_034\\_034.pdf](http://www.nass.usda.gov/census/census02/volume1/us/st99_2_034_034.pdf)

2002 Census of Agriculture with comparisons to 1997: Oregon summary. 1 page.  
[www.nass.usda.gov/census/census02/volume1/or/st41\\_1\\_038\\_039.pdf](http://www.nass.usda.gov/census/census02/volume1/or/st41_1_038_039.pdf)

2002 Census of Agriculture with comparisons to 1997: Oregon County data. 6 pages.  
[www.nass.usda.gov/census/census02/volume1/or/st41\\_2\\_034\\_034.pdf](http://www.nass.usda.gov/census/census02/volume1/or/st41_2_034_034.pdf)

1998 Census of Horticultural Specialties: Published in 2000. 286 pages.  
[www.nass.usda.gov/census/census97/horticulture/horticulture.htm](http://www.nass.usda.gov/census/census97/horticulture/horticulture.htm)

Oregon Association of Nurseries

[www.oan.org](http://www.oan.org)

29751 SW Town Center Loop W, Wilsonville, OR 97070

Tel: 503-682-5089 Toll-free: 1-800-342-6401

Fax: 503-682-5099