
Appendix B.

General Explanation and Census of Agriculture Report Form

DEVELOPMENT OF THE REPORT FORM

The 2019 Census of Horticultural Specialties (CHS) report form was developed with input from the horticultural industry and from each of NASS's field offices. The report form was tested in several states and included various types of producers. Producers were asked to evaluate the report form through response by mail and cognitive interviews.

In order to reduce respondent burden, the 2020 Commercial Floriculture Survey (CFS) was combined with the 2019 Census of Horticultural Specialties (CHS). The commercial floriculture records typically sampled for the CFS followed the same data collection, processing, editing, imputation, analysis, publication procedures, and schedules as the 2019 CHS. There still is an annual Floriculture Crops Summary published containing comparable data to prior years. However, the summary utilized the same clean dataset as the 2019 CHS and was released the same day as the 2019 CHS in December 2020, as opposed to June 2020.

DATA CHANGES FROM 2014

Following are descriptions of changes to the report form since the last time the census of horticultural specialties was conducted in 2014.

Potted Herbaceous Perennials

- Added the following perennials: *Ajuga*, *Delosperma*, *Dicentra* (Bleeding Heart), *Gaura*, *Iberis*, and *Lithodora*.

Annual Bedding/Garden Plants

- Added the following plants: *Bacopa*; *Euphorbia*; *Impatiens*, interspecific hybrids; *Lantana*; and Sweet Potato Vine (*Ipomea*).

Foliage Plants for Indoor Use

- Added the following plants: *Agave*, *Alocasia* (*Colocasia*), *Cordyline*, *Pothos*, and *Sanseveria*.

Cut Cultivated Greens

- Added the following species: *Aralia*, *Calathea*, *Magnolia*, *Monstera*, Olive, and *Ruscus*, other.

Cut Christmas Trees

- Changed the title from “Christmas Trees Cut and To Be Cut” to “Cultivated Christmas Trees.”
- Added the following Christmas tree: Nordmann fir.

Nursery Stock Production

- Changed the title of the section from “Nursery Stock Production” to “Nursery Stock Production and Sales.”

Nursery Stock –Sales Categories

- No longer exists as a separate section. It is now question 3 in the Nursery Stock Production and Sales section.

Propagative Horticultural Material, Bareroot and Unfinished Plants

- Removed the following propagative materials: African Violet cuttings, Carnation cuttings, African Violet liners, and Carnation liners.

Report form – Horticulture, Hawaii only:

Cut Flowers

- Removed Lei Flowers, Protea (blossoms) from the report form.

Program States:

The following states were dropped from the Commercial Floriculture Program:

- Hawaii, Maryland, and South Carolina.

The following states were added to the Commercial Floriculture Program:

- Alaska, Colorado, Connecticut, Virginia, and Wisconsin.

Changes to data item names in 2019 include:

Annual bedding/Garden Plants:

- *Impatiens*, other/(*I. wallerana*) was renamed *Impatiens*, other (including *I. walleriana*). Data are comparable between censuses.

Differences between the 2019 U.S. and Hawaii forms:

- Lei flowers were included on the Hawaii form but not on the U.S. form.
- Pink ginger, Red ginger, Other ginger, and Heliconia were collected as separate items in Hawaii. These items were collected as Ginger and Heliconia on the U.S. form.
- Bromeliad was listed separately on the Hawaii form but was included in Other potted flowering plants on the U.S. form.
- Cut flowers/Oncidiinae orchids and Cut flowers/Vandaceous orchids were listed separately on the Hawaii form and were included in Cut flowers/Other orchids on the U.S. form.
- Potted flowering plants/Oncidiinae orchid was listed separately on the Hawaii form and was included in Potted flowering plants/Other orchids on the U.S. form.
- Ti leaves, floral use and Ti leaves, other uses were listed separately on the Hawaii form and were included in Other cut cultivated greens on the U.S. form.
- In Propagative Horticultural Material, Bareroot and Unfinished Plants - Plug seedlings, Cut flower seedlings, Orchids, Dendrobium; Cut flower seedlings, all other orchids; and Cut flower seedlings, all other were listed separately and were combined under Plug seedlings/Cut flowers on the U.S. form.
- Plug seedlings, Potted plant seedlings, Orchids, Dendrobium; Potted plant seedlings, all other orchids; and Potted plant seedlings, all other were listed separately on the Hawaii form and were combined into Plug seedlings, Potted flowering plants on the U.S. form.
- In Area used for horticultural production/Cut flowers - Anthurium, Dendrobium orchids, and All other cut flowers were listed separately on the Hawaii form but were combined into Area used for horticultural production/Cut flowers on the U.S. form.

- In Area used for horticultural production/Potted flowering plants - Dendrobium Orchids and All other potted flowering plants were listed separately on the Hawaii form and were combined into Area used for horticultural production/Potted flowering plants on the U.S. form.

Items with no data reported for 2019:

- Lei flowers/Carnation heads.
- Lei flowers/Orchids, Vandaceous
- Plug seedlings/Potted plant seedlings/Orchids, Dendrobium

DEFINITIONS AND EXPLANATIONS

The following definitions and explanations provide a detailed description of specific items and terms used in this publication and on the report form. Items in the publication tables, which carry the note “see text”, also are explained. The 2019 Census of Horticultural Specialties report form and information sheet are included at the end of this appendix. The term "census" used in the definitions refers to the 2019 Census of Horticultural Specialties unless otherwise noted.

Plants purchased with the intention of immediate resale and with growth not added to the plant during a short holding period were excluded.

Annual bedding/garden plants. These include flowering and vegetable-type plants intended for outdoor use. Flowering plants are transplanted to beautify the landscape and can be annuals, biennials, or herbaceous perennials. Bedding plants may be used in patio pots, window boxes, and hanging baskets. Vegetable transplants are intended for use by home gardeners. Bedding/garden plants are marketed as flats, individual pots, or hanging baskets. Flats vary in size and number of plants per flat. Flats reported in sizes other than 10" x 20" or 11" x 22" were converted to 11" x 22" equivalents before summarization. Bareroot herbaceous perennial transplants were included under herbaceous perennial liners.

Aquatic plants. This includes plants with leaves at least partially submerged in water, plants with foliage floating on the water's surface, plants floating freely on water and with well-developed roots, and plants

with their bases or roots submerged in water while most of their top growth is visible above the water. Algae and seaweed are excluded.

Area used for horticultural production. This represents the area used in greenhouses, shade structures, natural shade, and in the open to produce different types of horticultural specialty crops. The area used for production also included the area on benches or other stacked arrangements on which crops were grown. For example, if crops were grown in stacked trays three tiers high, the square footage of each tier was multiplied by the number of tiers to arrive at the area used for production.

This differs from total land area for two reasons. First, respondents could report the same total land area as used to grow different types of crops. For example, the respondent could report the greenhouse area used to grow annual bedding/garden plants and potted herbaceous perennials separately even if the plants were grown in the same greenhouse. Second, the land area could have production areas stacked on top of each other, as described in the example in the preceding paragraph. For these reasons, the area used for production for each crop type on a land area type could be different than the total area for that land area type.

Area used for production was summarized individually for cut flowers, potted flowering plants for indoor or patio use, potted herbaceous perennials, annual bedding/garden plants, foliage plants for indoor or patio use, cut cultivated greens, nursery stock, and all other horticultural specialty crops on the form. The area used to produce nursery propagative materials was included with the nursery stock production area. The areas used for the production of all other horticultural specialty crops were added together under "*All other horticultural specialty crops.*"

Bareroot herbaceous perennials. Data were collected for all herbaceous perennials that were grown and sold for landscaping. The data were reported as bareroot to match the industry practices. Data were collected for all herbaceous perennials that were grown and sold for landscaping. The data were reported as bareroot to match the industry practices.

Christmas trees on operation, January 1, 2020. Data were collected for Christmas trees growing on the operation during 2019 that were expected to be cut in 2019 and later years. Respondents were also asked to report the percentages of these trees that would be cut in future years. The number of Christmas trees that were expected to be cut in future years was calculated at the respondent level by multiplying the total number of trees on operations, January 1, 2020, by the percentages reported for each year. The calculated numbers were then summarized at the national and state levels.

Cultivated Christmas trees. This includes data for acres of Christmas trees in production, number of trees sold, value of sales, number of trees on the operation on January 1, 2020, and the percent of trees on the operation on January 1, 2020 that will be cut and sold after 2019. Live balled and burlapped and container-grown Christmas trees were reported as nursery plants.

Only operations that reported cut Christmas trees sold were summarized in tables containing value of sales for Cultivated Christmas trees. Operations that only reported area in production and trees on operation January 1, 2020 were summarized in tables containing area in production and trees on operation. In 2014 this item was referred to as Cut Christmas trees. This is a wording change only; data are comparable.

Cut cultivated greens. Cut cultivated greens are grown as filler and foliage for cut flower arrangements. Greens harvested from the wild and not cultivated were excluded. Cut cultivated greens are published as bunches, vines, stems, leaves, or pounds based on plant type.

Cut flowers. Primarily grown for their blossoms, several crops of cut flowers can be produced from the same area each year. After the flower is cut, the plant is either discarded or used for the production of more flowers, depending on the variety of the plant. Cut flowers are published as bunches, blooms, stems, spikes, heads, strands, blossoms, or sprays based on plant type.

Dried bulbs, corms, rhizomes, or tubers. This includes the production of dry corms, tubers,

rhizomes, tuberous roots, and "true" bulbs grown for sale to bulb forcers and gardeners.

Dried flowers. The number of dried flowers sold was not collected because no single commonly accepted unit of measure is available.

Flats. For this publication, a flat is defined as 11" x 22." Report form responses with other dimensions were converted to this standard unit.

Flower seed production. This item includes data for flower seeds produced under protection or in the open.

Foliage plants for indoor or patio use. Foliage plants are produced for their decorative shape, size, color, and stem and leaf characteristics, and are used for interior decoration, interior landscaping, or patio decoration. They are usually sold in pots or hanging baskets. The data are published as pots or baskets.

Food crops grown under protection. Area, production, and sales data were collected only for food crops such as vegetables, melons, strawberries, and sprouts, grown under glass or other protection. Food crops grown hydroponically, i.e., in nutrient solutions without soil, are included. The production from hydroponic systems was calculated at the respondent level by multiplying the total production from each crop by the percentages reported for production from hydroponic systems. The calculated numbers were then summarized at the national and state levels.

Food crops grown outdoors were not included within the scope of the horticultural specialty census. Food crops temporarily covered for early germination, frost protection, or other unusual situations were excluded. Vegetable plants grown under protection for home gardens are included under bedding/garden plants. Strawberry plants grown under protection for home gardens are included under nursery plants.

Ginger and heliconia. Data are reported under the cut flowers section. The flowering ginger family, *Zingiberaceae*, is diverse, including some 47 genera and more than 1,000 species. Some of the more common genus names found in the nursery trade include *Alpinia*, *Costus*, *Hedychium*, and *Zingiber* (which includes the edible culinary ginger).

Flowering ginger plants aren't known by any other common names, although some individual species bear names such as "red ginger" or "yellow ginger." Heliconias are tropical plants related to bananas, cannas, and ginger. There are about 100 different individual species, and most species have a large number of hybrids and cultivars, with flower styles that vary significantly from the original. These were asked separately on the Hawaii form and are summarized separately in the census for Hawaii only.

Horticultural production expenses. This includes the production expenses paid by the producers, partners, and landlords. Expenses incurred but not paid in 2019 are included. Expenses not pertaining to horticultural production (e.g., a retail operation, production of non-horticultural commodities) are excluded.

All other production expenses. This category includes all expenses not listed on the report form. Examples include customwork, storage and warehousing, insurance premiums, etc. Health expenses and payroll taxes are excluded.

Chemicals purchased. These expenses include insecticides, herbicides, fungicides, and other pesticides, including costs of custom application.

Containers purchased. This represents the expense for containers used for horticultural production.

Contract labor. This includes the cost of workers furnished on a contract basis by labor contractor, crew leader, or cooperative. Work included planting, maintaining, harvesting crops or similar horticultural activities. Expenses related to building or repair work done by construction contractors are excluded.

Fertilizer, lime, and soil conditioner purchased. These expenses include fertilizer, lime, rock phosphate, and gypsum and the costs of custom application.

Gasoline, fuels, and oils purchased. These expenses include the cost of all gasoline, diesel, natural gas, LP gas, motor oil, and grease products for the horticultural operation. Expenses exclude fuel and oil not purchased for horticultural production.

Hired labor expenses. Data include total amount paid for horticultural labor, including regular workers, part-time workers, and members of the producer's family if they received payments for labor. Expenses include social security taxes, state taxes, unemployment tax, payment for sick leave or vacation pay, workman's compensation, insurance premiums, and pension plans. Expenses for laborers that did not work on the horticultural specialty operation (e.g., retail operations, non-horticultural production, etc.) are excluded.

Interest paid on all debt related to the horticultural operation. These expenses include interest and finance charges paid in 2019 for debts for the horticultural operation. Interest associated with activities not related to production of horticultural crops on this operation was excluded. Interest on owner/producer's dwelling, where the amount is separate from the interest on the land and buildings on the operation, is excluded.

Marketing expenses. These data include costs related to the marketing of horticultural crops for sale from the horticultural production operation. Costs related to retail stores on the operation are excluded.

Packaging expenses. These data include costs related to the packaging to prepare horticultural crops for sale from the horticultural production operation. Costs related to retail stores on the operation are excluded.

Potting soils and growing media. Data include the total expenses paid for potting soils, growing media, inert support materials for hydroponic production, and expenses for soils mixed on the operation. Expenses for ground soil obtained from the operation for horticultural production and water used in hydroponic production are excluded.

Property taxes paid in 2019. These data include property taxes paid by the producers and landlords for the horticultural operation's share of land, machinery, and buildings. Property taxes on land or buildings rented to someone else, property taxes paid on other property not associated with the horticultural operation, income, social security, and excise taxes are excluded.

Rent and lease expenses for land, buildings, machinery, etc. Data were collected for the cost of renting or leasing land, buildings, machinery, and vehicles for the horticultural production operation. Rent paid for the producer's dwelling or other non-horticultural property is excluded.

Repair, supplies, and maintenance costs. These expenses include all costs for repair and upkeep of machinery, vehicles, buildings, fences, and other equipment used in the horticultural operation. Expenses for repairs to vehicles not used in the horticultural operation (e.g., landscaping, retail sales, etc.), construction of new buildings, or additions to existing buildings are excluded.

Seeds, plants, vines, trees, etc. purchased. These expenses include the cost of all seeds, bulbs, plants, propagation materials, and trees. Excluded were items purchased for immediate resale or the value of seed grown on the operation.

Utilities purchased for this operation. These data are for the farm share cost of electricity, telephone charges, internet fees, and water purchased. Utilities not purchased for horticultural production are excluded.

Horticultural specialty operation. A horticultural specialty operation is defined by the North American Industry Classification System (NAICS) as an operation that primarily grows crops of any kind under cover and/or nursery stock and flowers. These crops include nursery stock, shrubbery, flower seeds and plants, foliage plants, bulbs, cultivated florist greens, mushrooms, short rotation woody crops, Christmas trees, aquatic plants, cuttings, plug seedlings, liners, tissue cultured plantlets, prefinished plants, sod grown under cover and/or in the open, and food crops grown under protection.

Although considered by the NAICS as horticultural operations, mushroom operations are excluded from the census because more detailed information is collected for them on NASS' annual Mushroom survey. This is a census of all mushroom producers in the United States and contains more information on more types of mushrooms than was collected in previous censuses.

Operations that grow vegetables and fruits in the open are not defined by the NAICS as horticultural operations and are excluded from the census of horticultural specialties. Operations that grow grass seeds in the open are not considered horticultural operations by the NAICS and are excluded from the census. While vegetable seed and vegetable transplant operations are not considered horticultural operations by the NAICS, the data for these operations were captured in the census for continuity with previous censuses.

Hybrid poplar. See Short rotation woody crops.

Kind of business. All producers were classified by kind of business. This is composed of 17 categories based on the grower's principal source of income. A rule of more than 50 percent was used as a determining factor. When a specified commodity group comprised more than 50 percent of an operation's total sales, the operation was then identified under that category. An operation was classified as "other" when the sales in any one commodity group did not equal more than 50 percent of the total sales.

The 17 categories used to identify an operational kind of business are:

- Annual bedding/garden plants
- Aquatic plants
- Cultivated Christmas trees
- Cut cultivated greens
- Cut flowers and cut lei flowers
- Dried bulbs, corms, rhizomes, or tubers
- Flower seeds
- Foliage plants for indoor or patio use
- Food crops grown under protection
- Potted herbaceous perennial plants
- Nursery stock
- Potted flowering plants for indoor or patio use
- Transplants for commercial vegetable and strawberry production
- Sod, sprigs, or plugs
- Propagative horticultural materials, bareroot, and unfinished plants
- Vegetable seeds produced
- Other kind of business

Labor. Data are reported for the number of hired workers, including paid family members, by the number of days worked. Employees not directly involved in the growing operation, e.g., garden center clerks, are excluded.

Land, structures, and equipment. Producers were asked to report the current market value of land and buildings owned, rented, or leased from others and all machinery and equipment kept on the place and used specifically for the horticultural operation. Market value refers to the respondent's estimate of what the land, buildings, machinery, and equipment would sell for under current market conditions.

Inquiries concerning land area used for specific commodity groups and land area covered by greenhouses were included on the report form. Multiple cropping, such as the multiple use of the same area for flowering and bedding plants, will duplicate greenhouse space or land area in some instances.

Legal status for tax purposes. All farms were classified by legal status in the 2019 census.

The following classifications were used to identify legal status:

- Family or individual (sole proprietor), excluding partnership and corporation.
- Partnership, including family partnership.
- Incorporated under state law, including family corporation.
- Other - estate or trust, prison farm, grazing association, American Indian reservation, etc.

Lily, other. Data related to any lily not having a specific item code on the report form.

Marketing channels. Respondents were instructed to report the percent of the total value of horticultural specialty crop sales through each of the listed marketing channels. Some respondents reported selling directly to consumers at wholesale prices. This inconsistency was permitted because the respondents were offering wholesale prices to purchasers who would normally be considered retail customers. Sales through marketing channels other than those listed on the report form were summarized in Other.

Number of trees and nursery plants on operation January 1, 2020. Data were collected for nursery stock growing on the operation during 2019 that were expected to be sold in 2020 and later years. The data, when used with the number of trees and nursery plants grown and sold in 2019, show a more complete picture of nursery stock production.

Nursery stock. This item includes the major categories of plants, such as deciduous shade and flowering trees, coniferous and broadleaf evergreens, shrubs, bushes, ground covers, fruit and nut trees, grapevines, small fruit plants, and vines. Finished plants of sale size were only reported in Nursery stock. Unfinished plants, such as liners, plug seedlings, rooted cuttings, and tissue cultured plantlets were collected and summarized in Propagative horticultural materials, bareroot, and unfinished plants. Nursery stock seedlings grown from plug seedlings, cutting, liners, or tissue cultured plantlets and sold as a finished product were included with nursery stock.

Plants purchased from others for immediate resale or without growth or change to the plant were excluded. Evergreens grown and cut for use as Christmas trees were excluded. Only operations that reported nursery stock sold were summarized in tables containing value of sales for nursery stock. Operations that only reported area under production and trees or plants on operation January 1, 2020 were summarized in tables containing area under production and trees or plants on hand.

Other. For most items in the publication tables listed as "Other [insert plant name]," the data relate to any of that plant type not having a specific item code on the report form.

Other marketing channels. Data related to any marketing channels not having a specific item code on the report form, for example horticultural crops sold to brokers.

Other orchids. Data related to any orchids not having a specific item code on the report form. Other orchids sold as cut flowers on the U.S. form included Oncidiinae orchids and Vandaceous orchids. These orchids were asked separately on the Hawaii form and

were summarized separately in the census for Hawaii only.

Other orchids sold as potted flowering plants on the U.S. form include Oncidiinae orchids. Oncidiinae orchids were asked separately on the Hawaii form and are summarized separately in the census for Hawaii only.

Other plotted flowering plants, excluding potted spring flowering bulbs. Data related to any potted flowering plants not having a specific item code on the report form. Potted spring flowering bulbs are excluded.

Percent of Christmas trees on operation January 1, 2020 expected to sell in future years. Respondents were asked to report the percentages of these trees that would be cut in future years. The percentages were then multiplied by the total number of Christmas trees on the operation, January 1, 2020, to produce an estimate of the number of trees that would be sold in future years.

Percent of total nursery stock sales that were sold as bareroot, balled and burlapped, containers (all types), or other. Data represent the total value of sales of each nursery stock type that was sold in each category.

Plug seedlings, cut flowers, all other. Data for this item were only requested from Hawaii producers. Data for this item for the rest of the United States are included in Plug seedlings, cut flowers.

Plug seedlings, cut flowers, dendrobium orchids. Data for this item were only requested from Hawaii producers. Data for this item for the rest of the United States are included in Plug seedlings, cut flowers.

Plug seedlings, potted flowering plants, all other. Data for this item were only requested from Hawaii producers. Data for this item for the rest of the United States are included in Plug seedlings, potted flowering plants.

Plug seedlings, potted flowering plants, dendrobium orchids. Data for this item were only requested from Hawaii producers. Data for this item

for the rest of the United States are included in Plug seedlings, potted flowering plants.

Plug seedlings, potted flowering plants, all other orchids. Data for this item were only requested from Hawaii producers. Data for this item for the rest of the United States are included in Plug seedlings, potted flowering plants.

Potted flowering plants for indoor or patio use. Grown for their flowering qualities and sold for indoor or patio use, most potted flowering plants are produced for a specific season of the year or holiday. Includes forced bulbs sold in pots. Data are published as number of pots or hanging baskets sold.

Potted herbaceous perennial plants. Potted plants whose top growth dies down annually but whose crowns, roots, bulbs, or rhizomes survive the winter.

Propagative horticultural material, bareroot, and unfinished plants. Unfinished plants (plants for further growing on) or propagation materials are grown or produced by specialty growers who sell them to other growers.

Retail sales. This represents the value received from selling horticultural specialty plants to individual consumers and not to other businesses for further selling.

Returns and allowances. Returns and allowances were collected as a single item on the report form to coincide with the business loss expense on the tax form. Returns represents either the amount of money paid back to a customer or the value of a replacement item(s) given to a customer in exchange for any plants that died or did not perform up to expectations. Allowances represent the amount of loss incurred by the grower for plants that were damaged, became non-sellable, or were sold at a reduced price due to the condition of the plant. Items that would be included in this classification include plants that died or were damaged while waiting to be sold, plants that had become too leggy and were no longer desirable by consumers, and plants that had passed their prime and were no longer desirable due to the seasonal nature of the item (potted bulbs, poinsettias, cut Christmas trees, etc.).

Sales. This represents the sum of all horticultural specialty crops grown and sold from the operation. It does not include income from landscape contracting, plant rental, and garden center items sold, such as tools, fertilizer, etc. Value of sales from non-horticultural commodities were also excluded.

Short rotation woody crops. This includes fast-growing trees, such as hybrid poplar or cottonwood, that are grown for 10 years or less for pulpwood, saw logs, etc. The production of these trees involves more than simply planting tree seedlings. Operations that provide inputs and resources, such as fertilizing, thinning, watering, and spraying, are included. Operations planting seedlings for pulpwood with limited or no intervention by external resources are considered forestry operations and not horticultural specialty operations. This item was included in the other kind of business category.

Only operations that reported short rotation woody crops sold were summarized in tables containing value of sales for short rotation woody crops. Operations that only reported area under production were summarized in tables containing area under production.

Sod, sprigs, or plugs. This category includes all varieties of specialized grasses cultivated for sale as sod. Acres harvested and the value of gross sales are included. Grass acreage includes acres harvested in 2019 and acres planted to grass intended for sale as sod in subsequent years and not harvested in 2019.

Sprigs and plugs were not collected with sod harvested in the agriculture census; therefore, these data are not comparable to the 2017 Census of Agriculture. Sod plugs are small cylindrical or block-shaped sections extracted from field turf or cut from strips of sod. Sprigs are individual plants or sections of plants containing several nodes from which new plants may develop.

Only operations that reported sod, sprigs, and plugs harvested and sold were summarized in tables containing value of sales for sod, sprigs, and plugs. Operations that only reported area under production were summarized in tables containing area under production.

Ti leaves. Data for ti leaves were separated into those sold for floral uses and those sold for other uses on the Hawaii report form. Operations that could not separate their ti leaves sales reported them in combination with cordyline on the Hawaii report form. Data for ti leaves were only collected in combination with cordyline on the U.S. report form.

Tobacco transplants grown for sale. This includes tobacco transplants grown for sale in greenhouses, seed beds, or cold frames, and excludes tobacco transplants for the producer's (grower's) own use.

Total land area. The total land area represents the land utilized on the operation as the area for horticultural production. This differs from the area used for horticultural production. Reported values for area used for horticultural production include the volume of stacked benches and stacked pots and the area used to produce multiple crop types. Data for Area in the open do not include acres in production for Christmas trees or sod, sprigs, or plugs. See Area used for horticultural production for a full definition.

Total value of horticultural sales by sales size category. This item was included in the report form to assist the respondent in reporting the total value of horticultural specialty sales from the operation. Sales were reported in one of the 14 sales size categories listed on the report form. Final data were combined into 10 size categories.

Total value of sales of propagative (unfinished) materials. This question collected the value of sales for all propagative materials for each of the following categories: cut flowers and cut lei flowers, potted flowering plants, annual bedding/garden plants,

herbaceous perennials, foliage plants, and cut cultivated greens. These data were collected in the 2019 CHS and summarized only in the 2019 Floriculture Crops publication.

Transplants for commercial vegetable and strawberry production. Data were collected for vegetable and strawberry plants sold for large-quantity commercial production outside of residential use. Vegetable plants that were sold for home gardens were summarized with annual bedding/garden plants. Strawberry plants for home use were summarized with nursery stock.

Turfgrass sod, sprigs, and plugs. See Sod, sprigs, and plugs.

Type of ownership. See Legal status for tax purposes.

Unfinished plants or propagation materials. Unfinished plants (plants for further growing on) or propagation materials are grown or produced by specialty growers who sell them to other growers. These plants or materials include cuttings, liners, plug seedlings, tissue-cultured plantlets, and prefinished plants.

Vegetable seed production. This item includes data for vegetable seeds produced outdoors or under glass. Potato and sweet corn seed production are not included.

Wholesale sales. This represents the value received from selling horticultural specialty plants to other businesses and not directly to individual consumers.

2019 CENSUS OF HORTICULTURAL SPECIALTIES

SURVEY CODE:

Form Number: 19-A624
(10/24/2019)

www.agcounts.usda.gov



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Make corrections to name, address, and ZIP Code if necessary.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response to this survey is **required by law** under Title 7 USC 2204(g) Public Law 105-113.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB number is 0535-0236. The time required to complete this information collection is estimated to average 60 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

- **February 5, 2020** – Everyone who receives a form must return one by this date.
- Use a **blue or black ballpoint pen** to complete this form.
- **www.agcounts.usda.gov** – Use this website to report via the Internet.
- **Duplicate form(s)** – If you received extra report forms for the SAME farming operation, return all report forms in the same envelope as the completed form.
- **Questions** – Call us toll-free at 1-888-424-7828. Thank you for your cooperation.

1. For 2019, select all crops listed below that this operation grew, finished, or sold.

EXCLUDE: – Plants purchased from others but not finished (grown on) before resale.

- | | | |
|---|---|--|
| 0201 <input type="checkbox"/> Cut flowers | 0209 <input type="checkbox"/> Nursery stock & ornamentals, shrubs, shade trees, live Christmas trees, fruit and nut trees, vines, palms, ornamental grasses, etc. | 0216 <input type="checkbox"/> Dried bulbs, corms, rhizomes, or tubers |
| 0202 <input type="checkbox"/> Potted flowering plants for indoor or patio use | 0211 <input type="checkbox"/> Sod, sprigs, and plugs | 0217 <input type="checkbox"/> Propagative materials, bareroot and unfinished plants |
| 0203 <input type="checkbox"/> Potted herbaceous perennials | 0212 <input type="checkbox"/> Short rotation woody crops (trees for pulpwood, sawlogs, etc. with growth cycles of 10 years or less) | 0218 <input type="checkbox"/> Transplants for commercial vegetable and strawberry production |
| 0204 <input type="checkbox"/> Annual bedding/garden plants | 0213 <input type="checkbox"/> Aquatic plants | 0219 <input type="checkbox"/> Tobacco transplants |
| 0205 <input type="checkbox"/> Foliage plants for indoor or patio use | 0214 <input type="checkbox"/> Vegetable seeds | 0220 <input type="checkbox"/> None of the above – Go to SECTION 27 |
| 0206 <input type="checkbox"/> Cut cultivated greens | 0215 <input type="checkbox"/> Flower seeds | |
| 0207 <input type="checkbox"/> Food crops grown under protection | | |
| 0208 <input type="checkbox"/> Cultivated Christmas trees | | |

2. In 2019, did this operation sell \$10,000 or more of these horticultural crops?

- 0200 1 **YES** - Go to SECTION 1 3 **No** - Go to SECTION 22

21249016

SECTION 1 CUT FLOWERS

1. In 2019, did this operation grow and sell any cut flowers?

INCLUDE: – Finished greenhouse and field grown cut flowers.

EXCLUDE: – Plants purchased from others but not finished (grown on) before resale.

– Potted flowering plants for indoor or patio use. Report in SECTION 2.

– Dried bulbs, corms, rhizomes, or tubers to be used for forcing or outdoor use. Report in SECTION 15.

– Unfinished plants (plug seedlings, liners, tissue cultured plantlets, etc.). Report in SECTION 16.

0401 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 2

2. For each type of cut flower grown and sold, report production and sales. For plants not printed in the table on the next page, enter the plant name and code from the list below. Report number sold in the units specified for each variety (stems, bunches, blooms, or spikes).

Cut Flowers	Code	Cut Flowers	Code	Cut Flowers	Code
Alstroemeria (stems)	0452	Gerbera daisies (stems)	0460	Orchids, Dendrobium (blooms)	2145
Anemone (bunches)	2000	Ginger and Heliconia (stems)	2070	Orchids, Phalaenopsis (blooms)	2150
Anthurium (stems)	2005	Gladioli (spikes)	0046	Orchids, other (blooms)	2155
Aster (stems)	2010	Godetia (stems)	2075	Peony (stems)	2255
Bird of Paradise/ <i>Strelitzia</i> (stems)	2015	Gypsophila (bunches)	2080	Protea (stems)	2160
Calla Lilies (stems)	2020	Heather (bunches)	2085	Rose, garden (bunches)	2260
Campanula (blooms)	2025	Hydrangea (stems)	2180	Rose, hybrid tea (stems)	2165
Carnations, standard (stems)	0006	Ilex (bunches)	2205	Rose, spray type (stems)	2170
Carnations, miniature (stems)	2030	Iris (stems)	0464	Rose, sweetheart (stems)	2175
Celosia (bunches)	2035	Larkspur/ <i>Delphinium</i> (stems)	0456	Snapdragons (spikes)	0484
Chrysanthemums, pompon (bunches)	0036	Leptospermum (stems)	2095	Solidago (bunches)	2265
Chrysanthemums, other (bunches)	2040	Liatris (bunches)	2100	Statice (bunches)	2185
Cosmos (bunches)	2055	Lily, Asiatic (stems)	2105	Stephanotis (blooms)	2190
Daffodil/ <i>Narcissus</i> (stems)	2045	Lily, Oriental (stems)	2110	Stock (stems)	2195
Dahlia (bunches)	2060	Lily, other (stems)	2115	Sunflower (stems)	2200
Dianthus, other than carnations (bunches)	2065	Limonium (bunches)	2120	Trachelium (bunches)	2270
Dried flowers, (report value of sales only)	2400	Lisianthus (stems)	0472	Tulips (cut only) (stems)	0488
Flowering cabbage or kale/ <i>Brassica</i> (stems)	2090	Marguerite daisies (stems)	2130	Waxflower (bunches)	2275
Freesia (stems)	2050	Matricaria (bunches)	2250	Zinnia (stems)	2210
		Orchids, Cattleya (blooms)	2135	Other cut flowers, (report value of sales only)	2480
		Orchids, Cymbidium (blooms)	2140		

Cut Flowers	Code	Retail Sales in 2019		Wholesale Sales in 2019	
		Number Grown and Sold	Total Value of Sales	Number Grown and Sold	Total Value of Sales
			2036	2037	2038
Celosia (bunches)	2035		\$.00		\$.00
			2061	2062	2063
Dahlia (bunches)	2060		\$.00		\$.00
			0716	0047	0048
Gladioli (spikes)	0046		\$.00		\$.00
			2106	2107	2108
Lily, Asiatic (stems)	2105		\$.00		\$.00
			2111	2112	2113
Lily, Oriental (stems)	2110		\$.00		\$.00
			2116	2117	2118
Lily, other (stems)	2115		\$.00		\$.00

CUT FLOWERS CONTINUED ON NEXT PAGE

21249024

SECTION 1 CUT FLOWERS – *Continued*

Cut Flowers	Code	Retail Sales in 2019		Wholesale Sales in 2019	
		Number Grown and Sold	Total Value of Sales	Number Grown and Sold	Total Value of Sales
Lisianthus (stems)	0472		0473 \$.00	0474	0475 \$.00
Peony (stems)	2255		2256 \$.00	2257	2258 \$.00
Snapdragons (spikes)	0484		0485 \$.00	0486	0487 \$.00
Sunflowers (stems)	2200		2201 \$.00	2202	2203 \$.00
Zinnia (stems)	2210		2211 \$.00	2212	2213 \$.00

Specify from list on page 2:

			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00
			1 \$.00	2	3 \$.00

(If more space is needed, use a separate sheet of paper.)

21249032

SECTION 2 POTTED FLOWERING PLANTS FOR INDOOR OR PATIO USE

1. In 2019, did this operation finish and sell any potted flowering plants or potted flowering bulbs for indoor or patio use?

- EXCLUDE:** – Plants purchased from others but not finished (grown on) before resale.
 – Hardy/garden chrysanthemums. Report in SECTION 3.
 – Potted herbaceous perennial plants. Report in SECTION 3.
 – Annual bedding/garden plants. Report in SECTION 4.
 – Caladium. Report in SECTION 4.
 – Foliage plants for indoor or patio use. Report in SECTION 5.
 – Plants intended for landscape use purchased from others. Report in SECTION 9.
 – Dried bulbs, corms, rhizomes, or tubers to be used for forcing or outdoor use. Report in SECTION 15.
 – Unfinished plants (plug seedlings, liners, tissue cultured plantlets, etc.) Report in SECTION 16.

0402 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 3

2. For each type of potted flowering plant finished and sold, report production and sales. For plants not printed in the table on the next page, enter the plant name and code from the list below.

Potted Flowering Plants	Code	Potted Flowering Plants	Code	Potted Spring Flowering Bulbs	Code
African Violets	0056	Hydrangea	3130	Crocus	3300
Alstroemeria	3010	Kalanchoes	3140	Daffodils/ <i>Narcissus</i>	3310
Anthurium	3020	Lilies, Easter	0077	Hyacinth	3320
Azaleas, finished florist	0070	Lilies, other	3160	Tulips	3330
Begonias	3040	Orchids, Dendrobium	3170	Other potted spring flowering bulbs	3380
Cape Primrose/ <i>Streptocarpus</i>	3200	Orchids, Phalaenopsis	3180		
Chrysanthemums, florist	0063	Orchids, other	3190		
Cineraria	3060	Poinsettias	0091		
Combination planters	3400	Primula	3210		
Cyclamens	3070	Regal Pelargonium	3220		
Exacum	3080	Roses, florist potted	0561		
Gardenias	3090	Sunflowers (potted)	3230		
Gerbera daisies	3100	Zygocactus/ <i>Schlumbergera</i>	3240		
Gloxinias	3110	Other potted flowering plants	3480		
Hibiscus, potted	3120				

Potted Flowering Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
Combination Planters	3400	Pots less than 5"		3401 \$.00	3402	3403 \$.00
		Pots 5" or more	3405	3406 \$.00	3407	3408 \$.00
Begonias	3040	Pots less than 5"		3041 \$.00	3042	3043 \$.00
		Pots 5" or more	3045	3046 \$.00	3047	3048 \$.00
Gerbera daisies	3100	Pots less than 5"		3101 \$.00	3102	3103 \$.00
		Pots 5" or more	3105	3106 \$.00	3107	3108 \$.00
Orchids, Dendrobium	3170	Pots less than 5"		3171 \$.00	3172	3173 \$.00
		Pots 5" or more	3175	3176 \$.00	3177	3178 \$.00

POTTED FLOWERING PLANTS FOR INDOOR OR PATIO USE CONTINUED ON NEXT PAGE

21249040

SECTION 2 POTTED FLOWERING PLANTS FOR INDOOR OR PATIO USE – *Continued*

Potted Flowering Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
Orchids, Phalaenopsis	3180	Pots less than 5"	3181	\$.00	3182	3183
		Pots 5" or more	3185	\$.00	3187	3188
Orchids, other	3190	Pots less than 5"	3191	\$.00	3192	3193
		Pots 5" or more	3195	\$.00	3197	3198
Poinsettias	0091	Pots less than 5"	0734	\$.00	0093	0095
		Pots 5" or more	0092	\$.00	0094	0240
<i>Specify from list on page 4:</i>						
		Pots less than 5"	1	\$.00	2	3
		Pots 5" or more	5	\$.00	7	8
		Pots less than 5"	1	\$.00	2	3
		Pots 5" or more	5	\$.00	7	8
		Pots less than 5"	1	\$.00	2	3
		Pots 5" or more	5	\$.00	7	8
		Pots less than 5"	1	\$.00	2	3
		Pots 5" or more	5	\$.00	7	8
		Pots less than 5"	1	\$.00	2	3
		Pots 5" or more	5	\$.00	7	8

POTTED FLOWERING PLANTS FOR INDOOR OR PATIO USE CONTINUED ON NEXT PAGE

21249057

SECTION 2 POTTED FLOWERING PLANTS FOR INDOOR OR PATIO USE – *Continued*

Specify from list on page 4:

Potted Flowering Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
		Pots less than 5"	1	2	3	
			\$	.00	\$	.00
		Pots 5" or more	5	6	7	8
			\$	.00	\$	.00
		Pots less than 5"	1	2	3	
			\$	.00	\$	.00
		Pots 5" or more	5	6	7	8
			\$	.00	\$	.00
		Pots less than 5"	1	2	3	
			\$	.00	\$	.00
		Pots 5" or more	5	6	7	8
			\$	.00	\$	.00
		Pots less than 5"	1	2	3	
			\$	.00	\$	.00
		Pots 5" or more	5	6	7	8
			\$	.00	\$	.00
		Pots less than 5"	1	2	3	
			\$	.00	\$	.00
		Pots 5" or more	5	6	7	8
			\$	.00	\$	.00
		Pots less than 5"	1	2	3	
			\$	.00	\$	.00
		Pots 5" or more	5	6	7	8
			\$	.00	\$	.00

(If more space is needed, use a separate sheet of paper.)

21249065

SECTION 3 POTTED HERBACEOUS PERENNIALS

1. In 2019, did this operation finish and sell any potted herbaceous perennials?

INCLUDE: – Field grown and greenhouse herbaceous perennials.

EXCLUDE: – Bareroot herbaceous perennials. Report in SECTION 9.

– Climbing clematis. Report in SECTION 9.

– Ground covers. Report in SECTION 9.

– Dried bulbs, corms, rhizomes, or tubers to be used for forcing or outdoor use. Report in SECTION 15.

– Unfinished plants (plug seedlings, liners, tissue cultured plantlets, etc.). Report in SECTION 16.

– Plants purchased from others but not finished (grown on) before resale.

– Ornamental Grasses. Report in SECTION 9.

0403 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 4

2. For each type of potted herbaceous perennial finished and sold, report production and sales. For plants not printed in the table on the next page, enter the plant name and code from the list below.

Potted Herbaceous Perennials	Code	Potted Herbaceous Perennials	Code	Potted Herbaceous Perennials	Code
Achillea	4420	Ferns, hardy/garden	4200	Phlox	4280
Ajuga	4220	Foxglove/ <i>Digitalis</i>	4480	Poppy/ <i>Papaver</i>	4660
Asclepias	4440	Gaillardia	4520	Purple coneflower/ <i>Echinacea</i>	4300
Astilbe	4000	<i>Gaura</i>	4800	Physostegia	4720
Bleeding Heart/ <i>Dicentra</i>	4020	Hibiscus	4560	Platycodon	4740
Campanula	4460	Hostas	0808	Rudbeckia	4320
Chrysanthemums, hardy/garden	0800	<i>Iberis</i>	4820	Russian Sage/ <i>Perovskia</i>	4700
Clematis, non-climbing	4060	Iris	1240	Salvia, perennial	4340
Columbine	4080	Larkspur/ <i>Delphinium</i>	4160	Scabiosa	4760
Coral Bells/ <i>Heuchera</i>	4100	Lavender	4580	Sedum	4360
Coreopsis	4120	<i>Lithodora</i>	4840	Shasta Daisy/ <i>Leucanthemum</i>	4600
Daylilies	4140	Lobelia	4620	Verbascum	4780
<i>Delosperma</i>	4540	Lupine	4640	Veronica	4380
Dianthus	4180	Penstemon	4680	Other herbaceous perennials	4400
<i>Echinacea</i> , other	4500	Peonies	4260		

Potted Herbaceous Perennials	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
Chrysanthemums (hardy/garden)	0800	Pots less than 5"		0801 \$.00	0802	0803 \$.00
		Pots 5" or more	0804	0805 \$.00	0806	0807 \$.00
Hostas	0808	Less than 1 gal.		0809 \$.00	0810	0811 \$.00
		1 gal. up to 2 gal.	0812	0813 \$.00	0814	0815 \$.00
		2 gal. or larger	0816	0817 \$.00	0818	0819 \$.00

Specify from list above:

	Less than 1 gal.		1	2	3
			\$.00		\$.00
		5	6	7	8
	1 gal. up to 2 gal.		\$.00		\$.00
		10	11	12	13
	2 gal. or larger		\$.00		\$.00

POTTED HERBACEOUS PERENNIALS CONTINUED ON NEXT PAGE

21249073

SECTION 3 POTTED HERBACEOUS PERENNIALS – *Continued*

Specify from list on page 7:

Potted Herbaceous Perennials	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
		Less than 1 gal.	1	2	3	
			\$	.00	\$	.00
			5	6	7	8
		1 gal. up to 2 gal.	10	11	12	13
			\$	.00	\$	.00
			10	11	12	13
		2 gal. or larger	\$	.00	\$	.00
			1	2	3	
			\$	.00	\$	.00
		Less than 1 gal.	5	6	7	8
			\$	.00	\$	.00
			10	11	12	13
		1 gal. up to 2 gal.	\$	.00	\$	.00
			1	2	3	
			\$	.00	\$	.00
		2 gal. or larger	5	6	7	8
			\$	.00	\$	.00
			10	11	12	13
		Less than 1 gal.	\$	.00	\$	.00
			1	2	3	
			\$	.00	\$	.00
		1 gal. up to 2 gal.	5	6	7	8
			\$	.00	\$	.00
			10	11	12	13
		2 gal. or larger	\$	.00	\$	.00
			1	2	3	
			\$	.00	\$	.00
		Less than 1 gal.	5	6	7	8
			\$	.00	\$	.00
			10	11	12	13
		1 gal. up to 2 gal.	\$	.00	\$	.00
			1	2	3	
			\$	.00	\$	.00
		2 gal. or larger	5	6	7	8
			\$	.00	\$	.00
			10	11	12	13
		Less than 1 gal.	\$	.00	\$	.00
			1	2	3	
			\$	.00	\$	.00
		1 gal. up to 2 gal.	5	6	7	8
			\$	.00	\$	.00
			10	11	12	13
		2 gal. or larger	\$	.00	\$	.00

(If more space is needed, use a separate sheet of paper.)

SECTION 4 ANNUAL BEDDING/GARDEN PLANTS

1. In 2019, did this operation finish and sell any annual bedding/garden plants?

INCLUDE: – Flowering and foliar bedding/garden plants.

- EXCLUDE:** – Finished bedding/garden plants purchased from others and resold.
 – Foliage plants for indoor or patio use. Report in SECTION 5.
 – Ground covers. Report in SECTION 9.
 – Strawberry plants sold for home garden use. Report in SECTION 9.
 – Vinca (*Vinca minor*) used for ground cover. Report in SECTION 9.
 – Unfinished plants (plug seedlings, liners, tissue cultured plantlets, etc.). Report in SECTION 16.
 – Transplants used for commercial vegetable and strawberry production. Report in SECTION 17.
 – Plants purchased from others but not finished (grown on) before resale.

0404 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 5

2. Report flat size used if NOT 10" x 20" to 11" x 22"
 Report flat size to the nearest hundredth of an inch,
 for example, 11.00" x 23.37" 0880

Flat Size (inches)	X	Flat Size (inches)

3. For each type of annual bedding/garden plant finished and sold, report production and sales. For plants not printed in the table on the next page, enter the plant name and code from the list below.

- REPORT AS:** – FLATS when using a common insert (for example: 606, 1204, 1206, 1801, 1803, etc.)
 – POTS if produced as separate units, including pots produced in shuttle trays, carrier flats, or flats of individual pots.
 – POTS if produced as containers of annuals and mixed annuals such as color bowls, strawberry jars, or combination planters.

Annual Bedding/Garden Plants	Code	Annual Bedding/Garden Plants	Code	Annual Bedding/Garden Plants	Code
Ageratum	5000	Gomphrena	5380	Vinca/ <i>Catharanthus roseus</i>	5500
Alyssum, sweet/ <i>Lobularia</i>	5020	<i>Impatiens</i> , interspecific hybrids	5900	Zinnia	5520
Angelonia	5040	<i>Impatiens</i> , New Guinea	0637	Combination planter/color bowl	5800
<i>Bacopa</i>	5760	<i>Impatiens</i> , other (including <i>I walleriana</i>)	0632	Other flowering and foliar annuals	5880
Begonias	0577	Lantana	5940		
Black-eyed Susan vine/ <i>Thunbergia</i>	5740	Lisianthus	5560	Vegetable Type Bedding Plants Code	
Caladium	5060	Lobelia	5300	Broccoli, cabbage, cauliflower and other crucifers	6000
Calendula	5180	Marigolds	0852	Herbs, culinary	6020
Calibrachoa	5540	Millet, ornamental	5580	Peppers, all (excluding ornamentals)	6040
Canna	5200	Nasturtium	5600	Tomatoes, all	6060
Celosia	5080	Nicotiana	5340	Other vegetable type bedding plants	6380
Cleome	5260	Osteospermum	5620		
Coleus	5100	Pansies/ <i>Violas</i>	0868		
Cosmos	5280	Pentas	5640		
Dahlia	5140	Peppers, ornamental	5660		
Dianthus	5320	Petunias	0642		
Dusty Miller	5120	Poppy, annual	5680		
<i>Euphorbia</i> (report Poinsettias in Section 2)	5780	Portulaca	5400		
Flowering cabbage or kale/ <i>Brassica</i>	5360	Ranunculus	5700		
Fuchsia	5160	Rudbeckia	5720		
Gazania	5220	Salvia, annual	5440		
Geraniums, from vegetative cuttings	0910	Scaevola	5420		
Geraniums, from seeds and plug seedlings	0844	Snapdragon	5460		
Gerbera daisy	5240	Sweet potato vine/ <i>Ipomea</i>	5920		
		Verbena	5480		

ANNUAL BEDDING/GARDEN PLANTS CONTINUED ON NEXT PAGE

21249099

SECTION 4 ANNUAL BEDDING/GARDEN PLANTS – Continued						
Annual Bedding/ Garden Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
Begonias	0577	Flats		0578	0579	0580
				\$.00	\$	.00
		Pots less than 5"	0581	0582	0583	0584
				\$.00	\$	.00
Pots 5" or more	0585	0586	0587	0588		
		\$	.00	\$	.00	
Hanging baskets	0589	0590	0591	0592		
		\$	.00	\$	.00	
Geraniums, from vegetative cuttings	0910	Flats		0911	0912	0913
				\$.00	\$	.00
		Pots less than 5"	0140	0762	0142	0144
				\$.00	\$	.00
Pots 5" or more	0141	0763	0143	0243		
		\$	.00	\$	.00	
Hanging baskets	0914	0915	0916	0917		
		\$	.00	\$	.00	
Geraniums, from seeds and plug seedlings	0844	Flats		0845	0846	0847
				\$.00	\$	.00
		Pots less than 5"	0147	0764	0149	0151
				\$.00	\$	.00
Pots 5" or more	0148	0765	0150	0244		
		\$	.00	\$	.00	
Hanging baskets	0848	0849	0850	0851		
		\$	.00	\$	.00	
Impatiens, New Guinea	0637	Flats		0741	0638	0639
				\$.00	\$	.00
		Pots less than 5"	0680	0766	0682	0684
				\$.00	\$	.00
Pots 5" or more	0681	0767	0683	0685		
		\$	.00	\$	.00	
Hanging baskets	0659	0747	0660	0661		
		\$	.00	\$	.00	
ANNUAL BEDDING/GARDEN PLANTS CONTINUED ON NEXT PAGE						

21249107

SECTION 4 ANNUAL BEDDING/GARDEN PLANTS – Continued

Annual Bedding/ Garden Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
<i>Impatiens</i> , other (including <i>I. walleriana</i>)	0632	Flats	0742	\$.00	0633	0634
		Pots less than 5"	0672	\$.00	0674	0676
		Pots 5" or more	0673	\$.00	0675	0677
		Hanging baskets	0655	\$.00	0656	0657
Marigolds	0852	Flats	0853	\$.00	0854	0855
		Pots less than 5"	0856	\$.00	0858	0859
		Pots 5" or more	0860	\$.00	0862	0863
		Hanging baskets	0864	\$.00	0866	0867
Pansies/ <i>Violas</i>	0868	Flats	0869	\$.00	0870	0871
		Pots less than 5"	0872	\$.00	0874	0875
		Pots 5" or more	0876	\$.00	0878	0879
		Hanging baskets	0884	\$.00	0886	0887
Petunias	0642	Flats	0743	\$.00	0643	0644
		Pots less than 5"	0688	\$.00	0690	0692
		Pots 5" or more	0689	\$.00	0691	0693
		Hanging baskets	0663	\$.00	0664	0665

ANNUAL BEDDING/GARDEN PLANTS CONTINUED ON NEXT PAGE

SECTION 4 ANNUAL BEDDING/GARDEN PLANTS – Continued

Specify from list on page 9:

Annual Bedding/ Garden Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
		Flats		1	2	3
				\$.00	\$	.00
		Pots less than 5"	5	6	7	8
				\$.00	\$	.00
Pots 5" or more	10	11	12	13		
		\$	.00	\$	.00	
Hanging baskets	15	16	17	18		
		\$	.00	\$	.00	
		Flats		1	2	3
				\$.00	\$	.00
		Pots less than 5"	5	6	7	8
				\$.00	\$	.00
Pots 5" or more	10	11	12	13		
		\$	.00	\$	.00	
Hanging baskets	15	16	17	18		
		\$	.00	\$	.00	
		Flats		1	2	3
				\$.00	\$	.00
		Pots less than 5"	5	6	7	8
				\$.00	\$	.00
Pots 5" or more	10	11	12	13		
		\$	.00	\$	.00	
Hanging baskets	15	16	17	18		
		\$	.00	\$	.00	
		Flats		1	2	3
				\$.00	\$	.00
		Pots less than 5"	5	6	7	8
				\$.00	\$
Pots 5" or more	10	11	12	13		
		\$	.00	\$	.00	
Hanging baskets	15	16	17	18		
		\$	.00	\$	.00	

(If more space is needed, use a separate sheet of paper.)

21249123

SECTION 5 FOLIAGE PLANTS FOR INDOOR OR PATIO USE

1. In 2019, did this operation finish and sell any potted foliage plants or foliage hanging baskets for indoor or patio use?

INCLUDE: – Indoor/patio shrubs, trees, and vines finished by you.
 – Plants that have flowers which are secondary compared with foliage features.

EXCLUDE: – Hardy/garden ferns. Report in SECTION 3.
 – Foliage plants intended for landscape use. Report in SECTION 9.
 – Unfinished plants (plug seedlings, liners, tissue cultured plantlets etc.). Report in SECTION 16.
 – Plants purchased from others but not finished (grown on) before resale.

0405 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 6

2. For each foliage plant finished and sold, report production and sales by type of container. Enter the plant name and code from the list below.

Foliage Plants	Code	Foliage Plants	Code	Foliage Plants	Code
Agave	7350	Croton	7080	Nepthytis/Syngonium.	7320
Aglaonema	7000	Dieffenbachia	7100	Palms	7240
Alocasia/Colocasia	7370	Dracaena	7120	Philodendron	7260
Anthurium	7020	<i>Epipremnum</i>	7140	<i>Pothos</i>	7400
Bromeliad	7040	Ferns (tropical ferns potted).	7160	<i>Sanseveria</i>	7420
Cacti and succulents.	7060	Ficus	7180	Schefflera.	7280
Combination planters (dish gardens, terrariums, etc).	7800	Ivy/ <i>Hedera</i>	7200	Spathiphyllum.	7300
<i>Cordyline</i>	7440	<i>Maranta/Calathea</i>	7220	Other foliage plants.	7700

Specify from list above:

Foliage Plants	Code	Type of Container	Retail Sales in 2019		Wholesale Sales in 2019	
			Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
		Pots less than 6"	1		2	3
				\$.00		\$.00
			5	6	7	8
				\$.00		\$.00
		Pots 6" to 13"	10	11	12	13
				\$.00		\$.00
			15	16	17	18
				\$.00		\$.00
		Pots 14" or more	1		2	3
				\$.00		\$.00
			5	6	7	8
				\$.00		\$.00
		Hanging baskets	10	11	12	13
				\$.00		\$.00
			15	16	17	18
				\$.00		\$.00
		Pots less than 6"	1		2	3
				\$.00		\$.00
			5	6	7	8
				\$.00		\$.00
		Pots 6" to 13"	10	11	12	13
				\$.00		\$.00
			15	16	17	18
				\$.00		\$.00
		Pots 14" or more	1		2	3
				\$.00		\$.00
			5	6	7	8
				\$.00		\$.00
		Hanging baskets	10	11	12	13
				\$.00		\$.00
			15	16	17	18
				\$.00		\$.00

(If more space is needed, use a separate sheet of paper.)

21249131

SECTION 6 CUT CULTIVATED GREENS

1. In 2019, did this operation grow and sell any cut cultivated greens?

INCLUDE: – Cut cultivated greens grown and sold for export.

EXCLUDE: – Ferns in hanging baskets. Report in SECTION 5.

– Unfinished plants (plug seedlings, liners, tissue cultured plantlets, etc.). Report in SECTION 16.

– Wild cut greens.

– Plants purchased from others but not finished (grown on) before resale.

0406

1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 7

2. For each type of cut cultivated greens grown and sold, report production and sales. For plants not listed, enter the plant name and code from the list below. Report number produced and sold in the unit specified.

Cut Cultivated Greens	Code	Cut Cultivated Greens	Code	Cut Cultivated Greens	Code
<i>Aralia</i> (bunches)	2750	Curly Willow (bunches)	2690	<i>Monstera</i> (bunches)	2762
Asparagus, plumosus (bunches)	2600	Eucalyptus (bunches)	2630	Myrtle (bunches)	2655
Asparagus, tree fern (bunches)	2605	Holly (pounds)	2640	Olive (bunches)	2766
Asparagus, other (bunches)	2610	Ivy/ <i>Hedera</i> (vines)	2635	Pittosporum (bunches)	2660
Aspidistra (bunches)	2680	Leatherleaf ferns (bunches)	0175	Podocarpus (bunches)	2665
Berzelia (bunches)	2685	Leucadendron (bunches)	2695	Ruscus, other (bunches)	2770
Boxwood (pounds)	2615	Lily Grass (bunches)	2700	Ruscus, Italian and Israeli (bunches)	2710
<i>Calathea</i> (stems)	2754	Lilyturf/ <i>Liriope</i> (bunches)	2650	Ti/ <i>Cordyline</i> (stems)	2625
Coniferous evergreens (pounds)	2620	Magnolia (bunches)	2758	Other cut cultivated greens, (Report value of sales only)	2980
		Melaleuca (bunches)	2705		

Cut Cultivated Greens	Code	Retail Sales in 2019		Wholesale Sales in 2019	
		Number Grown and Sold	Total Value of Sales	Number Grown and Sold	Total Value of Sales
			0781	0176	0177
Leatherleaf ferns (bunches)	0175		\$.00		\$.00
			2661	2662	2663
Pittosporum	2660		\$.00		\$.00

Specify from list above:

		1	2	3
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00
		\$.00		\$.00

(If more space is needed, use a separate sheet of paper.)

21249149

SECTION 7 FOOD CROPS GROWN UNDER PROTECTION

1. In 2019, did this operation grow and sell any food crops under protection?

INCLUDE: – Herbs and hydroponic food crops.
 – Permanent greenhouse structures (heated and unheated) such as glass, rigid plastic, and plastic film.

EXCLUDE: – Food crops grown in the open.
 – Food crops grown under temporary structures.
 – Mushrooms.
 – Vegetable bedding plants for home use, including potted herbs. Report in SECTION 4.
 – Strawberry plants sold for home garden use. Report in SECTION 9.
 – Transplants for commercial food crop production. Report in SECTION 17.
 – Plants purchased from others but not finished (grown on) before resale.

0407 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 8

	Area Under Protection (Square feet)	Total Production Hundredweight (cwt)	Percent Production from Hydroponic Systems (Percent)	Total Value of Sales in 2019	
				Retail Sales	Wholesale Sales
None	1260	1261	1262	1263	1264
a. Tomatoes..... <input type="checkbox"/>				\$.00	\$.00
	1210	1211	1212	1213	1214
b. Cucumbers..... <input type="checkbox"/>				\$.00	\$.00
	1220	1221	1222	1223	1224
c. Herbs, fresh..... <input type="checkbox"/>				\$.00	\$.00
	1230	1231	1232	1233	1234
d. Lettuce, all..... <input type="checkbox"/>				\$.00	\$.00
	1240	1241	1242	1243	1244
e. Peppers, all (excluding ornamentals) . <input type="checkbox"/>				\$.00	\$.00
	1280	1281	1282	1283	1284
f. Strawberries..... <input type="checkbox"/>				\$.00	\$.00
	1290	1291	1292	1293	1294
g. Other food crops grown under protection.. <input type="checkbox"/>				\$.00	\$.00

Specify: ↴

1295

21249156

SECTION 8 CULTIVATED CHRISTMAS TREES

1. In 2019, did this operation cut and sell any Christmas trees or grow any Christmas trees to be cut in future years?

- EXCLUDE:** – Cut coniferous evergreens for greens. Report in SECTION 6.
 – Live Christmas trees (such as balled and burlapped) sold or to be sold. Report in SECTION 9.
 – Short rotation woody crops. Report in SECTION 11.
 – Immature Christmas trees sold for further growing on. Report in SECTION 16.
 – Christmas trees purchased from others but not finished (grown on) before resale.

0408 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 9

	Area in Production		Retail Sales in 2019		Wholesale Sales in 2019		Number of Trees on Operation January 1, 2020
	Acres	Tenths	Trees Sold	Total Value of Sales	Trees Sold	Total Value of Sales	
None	0250		0251	0252	0253	0254	0255
a. Balsam fir	<input type="checkbox"/>			\$.00		\$.00	
b. Colorado blue spruce	<input type="checkbox"/>			\$.00		\$.00	
c. Douglas fir	<input type="checkbox"/>			\$.00		\$.00	
d. Fraser fir	<input type="checkbox"/>			\$.00		\$.00	
e. Grand fir	<input type="checkbox"/>			\$.00		\$.00	
f. Leyland cypress	<input type="checkbox"/>			\$.00		\$.00	
g. Noble fir	<input type="checkbox"/>			\$.00		\$.00	
h. Nordmann fir	<input type="checkbox"/>			\$.00		\$.00	
i. Scotch pine	<input type="checkbox"/>			\$.00		\$.00	
j. White pine	<input type="checkbox"/>			\$.00		\$.00	
k. White spruce	<input type="checkbox"/>			\$.00		\$.00	
l. Other – Specify: 0359	<input type="checkbox"/>			\$.00		\$.00	

TOTAL

2. Add the total number of trees on this operation January 1, 2020. 0363

3. What **percent** of the total number of trees on the operation on January 1, 2020, do you expect to sell in:

1 YEAR	2 YEARS	3 YEARS	4 YEARS	5 YEARS	6 YEARS	7 YEARS	8 YEARS OR MORE	TOTAL
0365	0366	0367	0368	0369	0370	0371	0372	
								100%

SECTION 9 NURSERY STOCK PRODUCTION AND SALES

1. In 2019, did this operation grow and sell any ornamentals, shrubs, shade trees, live Christmas trees, fruit and nut trees, vines, palms, ornamental grasses, or grow any to be sold in future years?

- EXCLUDE:** – Dried bulbs, corms, rhizomes, or tubers. Report in SECTION 15.
 – Unfinished plants (plug seedlings, liners, tissue cultured plantlets, etc.) Report in SECTION 16.
 – Strawberry transplants for commercial production. Report in SECTION 17.
 – Plants purchased from others but not finished (grown on) before resale.

0409 ¹ **Yes** - Complete this SECTION ³ **No** - Go to SECTION 10

2. For each type of plant grown and sold, report production and sales. Enter the plant name and code from the list below on the next page.

Broadleaf Evergreens Code	Deciduous Flowering Trees Code	Deciduous Shrubs Code	Ornamental Grasses Code
Azalea 8060	Amelanchier 8300	Barberry, all 8400	All ornamental grasses . . 8610
Boxwood 8065	Callery pear 8305	Buddleias 8405	
Cotoneaster 8070	Crabapple. 8310	Hibiscus 8410	
Euonymus 8015	Crapemyrtle 8315	Hydrangeas 8415	
Holly. 8020	Dogwood 8320	Lilacs 8420	
Magnolia 8025	Flowering cherry 8325	Roses (shrubs) 8425	
Pieris 8030	Flowering plum 8330	Spireas. 8430	
Pittosporum 8035	Golden rain. 8335	Viburnum 8435	
Privet 8040	Hawthorn 8340	Weigelas 8440	
Rhododendron 8045	Magnolia 8345	Other deciduous shrubs. . 8495	
Viburnum 8050	Redbud 8350		
Other broadleaf evergreens 8095	Other deciduous flowering trees 8395		
			All landscaping palms . . . 8600

Coniferous Evergreens Code	Deciduous Shade Trees Code	Fruit and Nut Plants Code	Other Woody Ornamentals and Vines Code
Arborvitae 8100	Ash 8200	Citrus and subtropical fruit trees 8500	Clematis, climbing 8620
Cedar 8105	Birch 8205	Deciduous fruit and nut trees. 8505	Vinca ground cover 8625
Cypress 8110	Honey locust. 8210	Grapevines. 8550	Other vines. 8635
Fir 8115	Linden 8215	Strawberry plants, home use 8555	Other ground covers 8630
Hemlock 8120	Maple, Japanese. 8220	Other small fruit plants. 8595	
Juniper 8125	Maple, Norway 8225	Other fruit and nut trees 8545	Cacti and Succulents Code
Live Christmas trees 8190	Maple, red 8230		All cacti and succulents . . 8645
Pine 8130	Maple, sugar. 8235		
Spruce 8135	Maple, other 8240		Bareroot Herbaceous Perennials Code
Yew 8140	Oak 8245		All bareroot herbaceous perennials. 8650
Other coniferous evergreens 8195	Poplar 8250		
	Sweet gum 8255		
	Willow. 8260		
	Other deciduous shade trees. 8295		

NURSERY STOCK PRODUCTION AND SALES CONTINUED ON NEXT PAGE

21249172

SECTION 9 NURSERY STOCK PRODUCTION AND SALES – *Continued*

Nursery Stock	Code	Retail Sales in 2019		Wholesale Sales in 2019		Number of trees and nursery plants on hand January 1, 2020
		Number Grown and Sold	Total Value of Sales	Number Grown and Sold	Total Value of Sales	
Azalea	8060		8061	8062	8063	8064
		\$	.00	\$	.00	
Boxwood	8065		8066	8067	8068	8069
		\$	.00	\$	.00	
Ornamental grass	8610		8611	8612	8613	8614
		\$	.00	\$	.00	
Roses (shrubs)	8425		8426	8427	8428	8429
		\$	.00	\$	.00	
<i>Specify from list on page 17:</i>						
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	
			1	2	3	4
		\$	.00	\$	.00	

(If more space is needed, use a separate sheet of paper.)

SECTION 9 NURSERY STOCK PRODUCTION AND SALES – Continued

3. For 2019, report the percent of total sales (wholesale and retail) of all nursery stock reported in SECTION 9 that were sold in the following categories. (Row must sum to 100% for each crop.)

	None	Bareroot (Percent)	Balled and Burlapped (Percent)	Containers (all types) (Percent)	Other (Percent)	Total (Percent)
a. Broadleaf evergreens	8900 <input type="checkbox"/>					100%
b. Cacti and succulents.	8945 <input type="checkbox"/>					100%
c. Coniferous evergreens	8905 <input type="checkbox"/>					100%
d. Deciduous flowering trees.	8910 <input type="checkbox"/>					100%
e. Deciduous shade trees.	8915 <input type="checkbox"/>					100%
f. Deciduous shrubs.	8920 <input type="checkbox"/>					100%
g. Fruit and nut plants	8925 <input type="checkbox"/>					100%
h. Landscaping palms.	8935 <input type="checkbox"/>					100%
i. Ornamental grasses	8930 <input type="checkbox"/>					100%
j. Other woody ornamentals and vines	8940 <input type="checkbox"/>					100%

SECTION 10 SOD, SPRIGS, OR PLUGS

1. In 2019, did this operation grow and sell sod, sprigs, or plugs?

INCLUDE: – Turfgrass.

EXCLUDE: – Ornamental grasses. Report in SECTION 9.

– Installation and delivery fees.

– Grasses purchased from others but not finished (grown on) before resale.

0411 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 11

	Area in Production		Area Harvested		Total Value of Sales in 2019	
	Acres	Tenths	Acres	Tenths	Retail Sales	Wholesale Sales
	1300		1301		1302	1303
a. Sod, sprigs, or plugs.					\$.00	\$.00

SECTION 11 SHORT ROTATION WOODY CROPS

1. In 2019, did this operation grow and sell short rotation woody crops?

INCLUDE: – Trees for pulpwood, sawlogs, etc. with growth cycles of 10 years or less.

EXCLUDE: – Trees for timber or landscaping.
 – Trees purchased from others but not finished (grown on) before resale.
 – Seedlings for CRP and reforestation.

0412 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 12

	Area in Production		Area Harvested		Quantity Harvested	Total Value of Sales in 2019	
	Acres	Tenths	Acres	Tenths	Green Tons	Retail Sales	Wholesale Sales
	1310		1311		1312	1313	1314
None							
a. Hybrid poplars	<input type="checkbox"/>					\$.00	\$.00
b. Other short rotation woody crops	<input type="checkbox"/>					\$.00	\$.00

Specify: ↴

1320

SECTION 12 AQUATIC PLANTS

1. In 2019, did this operation grow and sell any aquatic plants?

INCLUDE: – Underwater plants, floating-leaved plants, and riparian plants.

EXCLUDE: – Hydroponics.
 – Aquatic plants purchased from others but not finished (grown on) before resale.

0413 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 13

	Area Used for Production			Number of Aquatic Plants Sold	Total Value of Sales in 2019	
	Under Protection	In the Open			Retail Sales	Wholesale Sales
	Square Feet	Acres	Tenths			
	1330	1331		1332	1333	1334
a. Aquatic plants.					\$.00	\$.00

SECTION 13 VEGETABLE SEEDS

1. In 2019, did this operation grow and sell any vegetable seeds?

EXCLUDE: – Potatoes for seed.
 – Sweet corn for seed.

0414 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 14

	Area Used for Production			Quantity Harvested and Sold	Total Value of Sales in 2019	
	Under Protection	In the Open		(Pounds of Clean Seed)	Retail Sales	Wholesale Sales
	Square Feet	Acres	Tenths			
	1340	1341		1342	1343	1344
a. Vegetable seeds.					\$.00	\$.00

SECTION 14 FLOWER SEEDS

1. In 2019, did this operation grow and sell any flower seeds?

⁰⁴¹⁵ 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 15

	Area Used for Production			Quantity Harvested and Sold (Pounds of Clean Seed)	Total Value of Sales in 2019	
	Under Protection	In the Open			Retail Sales	Wholesale Sales
	Square Feet	Acres	Tenths			
None	1350	1351		1352	1353	1354
a. Alyssum, sweet. <input type="checkbox"/>					\$.00	\$.00
	1355	1356		1357	1358	1359
b. Marigold. <input type="checkbox"/>					\$.00	\$.00
	1360	1361		1362	1363	1364
c. Sweet pea <input type="checkbox"/>					\$.00	\$.00
	1365	1366		1367	1368	1369
d. Wildflowers. <input type="checkbox"/>					\$.00	\$.00
	1370	1371		1372	1373	1374
e. Other flower seeds. <input type="checkbox"/>					\$.00	\$.00

Specify:
1379

SECTION 15 DRIED BULBS, CORMS, RHIZOMES, OR TUBERS

1. In 2019, did this operation grow and sell any dried bulbs, corms, rhizomes, or tubers to be used for forcing or outdoor use?
EXCLUDE: – Finished forced flowers.

⁰⁴¹⁶ 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 16

	Area Used for Production			Quantity Harvested and Sold (Pounds)	Total Value of Sales in 2019	
	Under Protection	In the Open			Retail Sales	Wholesale Sales
	Square Feet	Acres	Tenths			
	1380	1381		1382	1383	1384
a. Dried bulbs, corms, rhizomes, or tubers. <input type="checkbox"/>					\$.00	\$.00

21249214

SECTION 16 PROPAGATIVE HORTICULTURAL MATERIAL, BAREROOT AND UNFINISHED PLANTS

1. In 2019, did this operation grow and sell any propagative horticulture material, bareroot or unfinished plants?
INCLUDE: – Unfinished bareroot perennials, cuttings, liners, plug seedlings, prefinished plants, or tissue cultured plantlets.
 – Plants sold to other growers for FURTHER GROWING ON.
EXCLUDE: – FINISHED plants sold to others.
 – Vegetable seeds. Report in SECTION 13.
 – Flower seeds. Report in SECTION 14.
 – Dried bulbs, corms, rhizomes, or tubers. Report in SECTION 15.
- 0417 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 17
2. Using the following table, please report all floriculture or nursery plants for further growing on (unfinished plants) or propagation materials, such as cuttings, liners, plug seedlings, prefinished plants, or tissue cultured plantlets, produced and sold in 2019.

Cuttings	Code	Plug Seedlings	Code	Tissue Cultured Plantlets	Code	Prefinished Plants	Code
Chrysanthemums	9010	Annual bedding/garden plants	9165	Annual bedding/garden plants	9265	Azalea (florist)	9300
Foliage plants	9070	Cut flowers	9150	Cut flowers	9250	Lilies, Easter	9305
Geraniums	9015	Foliage plants	9170	Foliage plants	9270	Foliage plants	9370
Herbaceous perennials	9060	Herbaceous perennials	9160	Herbaceous perennials	9260	Hibiscus (potted)	9310
Impatiens, New Guinea	9020	Nursery stock	9180	Nursery stock	9280	Orchid	9315
Kalanchoes	9025	Potted flowering plants	9155	Potted flowering plants	9255	Poinsettia	9320
Nursery stock	9080	Other plug seedlings	9195	Other tissue cultured plantlets	9295	Roses (potted)	9325
Poinsettias	9030					Other prefinished flowering plants	9375
Other cuttings	9095						

Liners

Bedding and Flowering Plants	Code	Foliage Plants	Code	Nursery Stock	Code
Chrysanthemums	9410	Aglaonema	9500	Broadleaf evergreens	9600
Geraniums	9415	Dieffenbachia	9505	Citrus and subtropical fruit trees	9630
Herbaceous perennials	9460	Dracaena	9510	Coniferous evergreens	9605
Impatiens, New Guinea	9420	Ferns, potted	9520	Deciduous flowering trees	9610
Kalanchoes	9425	Philodendron	9525	Deciduous fruit and nut trees	9635
Poinsettias	9430	Pothos/ <i>Epipremnum</i>	9515	Deciduous shade trees	9615
Other bedding plant liners	9485	Spathiphyllum	9530	Deciduous shrubs (Exclude roses)	9625
Other flowering plant liners	9490	Other foliage plant liners	9595	Roses, landscape	9620
				Other nursery plant liners	9695

Plant name	Code	Retail Sales in 2019		Wholesale Sales in 2019	
		Number Sold	Total Value of Sales	Number Sold	Total Value of Sales
		1		2	3
			\$.00		\$.00
		1		2	3
			\$.00		\$.00
		1		2	3
			\$.00		\$.00
		1		2	3
			\$.00		\$.00
		1		2	3
			\$.00		\$.00

(If more space is needed, use a separate sheet of paper.)

PROPAGATIVE HORTICULTURAL MATERIAL, BAREROOT AND UNFINISHED PLANTS CONTINUED ON NEXT PAGE

21249222

SECTION 16 PROPAGATIVE HORTICULTURAL MATERIAL, BAREROOT AND UNFINISHED PLANTS – Continued

3. Report the total value of sales of propagative (unfinished) materials by category:

a. Cut flowers 0901	\$	.00	d. Herbaceous perennials . . 0904	\$	.00
b. Potted flowering plants . . 0902	\$	.00	e. Foliage plants 0905	\$	.00
c. Annual bedding/garden plants 0903	\$	.00	f. Cut cultivated greens . . . 0906	\$	.00

SECTION 17 TRANSPLANTS FOR COMMERCIAL VEGETABLE AND STRAWBERRY PRODUCTION

1. In 2019, did this operation grow and sell any transplants for commercial vegetable and strawberry production (do not report transplants intended for home use)?

EXCLUDE: – Vegetable bedding plants grown for home use. Report in SECTION 4.
 – Strawberry bedding plants grown for home use. Report in SECTION 9.
 – Tobacco transplants. Report in SECTION 18.

0418 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 18

	Area in Production			Total Value of Sales in 2019	
	Under Protection Square Feet	In the Open		Retail Sales	Wholesale Sales
		Acres	Tenths		
a. Broccoli, cabbage, cauliflower, and other crucifers <input type="checkbox"/>	8880	8881		8882	8883
				\$.00	\$.00
b. Greens (collard, turnip, kale, etc.) <input type="checkbox"/>	8830	8831		8832	8833
				\$.00	\$.00
c. Peppers, all (Exclude ornamentals) <input type="checkbox"/>	8840	8841		8842	8843
				\$.00	\$.00
d. Strawberries (commercial production) <input type="checkbox"/>	8800	8801		8802	8803
				\$.00	\$.00
	8860	8861		8862	8863
e. Tomatoes <input type="checkbox"/>				\$.00	\$.00
f. Other transplants for commercial production <input type="checkbox"/>	8890	8891		8892	8893
Specify: ↴				\$.00	\$.00

8899

SECTION 18 TOBACCO TRANSPLANTS

1. In 2019, did this operation grow and sell any tobacco transplants?

0419 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 19

	Under protection	Total Value of Sales in 2019	
	Square feet	Retail Sales	Wholesale Sales
	1390	1391	1392
a. Tobacco transplants for sale		\$.00	\$.00

SECTION 19 MARKETING CHANNELS

1. For 2019, report the percent of the total value of sales (wholesale and retail) of horticultural crops sold from this operation to:

	None	Percent	
a. Consumers (direct sales, including farm stands and farmers' markets) 1400	<input type="checkbox"/>		%
b. Retail florists 1401	<input type="checkbox"/>		%
c. Retail garden centers/nurseries, excluding mass marketers 1402	<input type="checkbox"/>		%
d. Supermarkets/groceries 1403	<input type="checkbox"/>		%
e. Other mass marketers (discount chain stores, hardware/home improvement stores, etc.) . 1404	<input type="checkbox"/>		%
f. Interiorscapers (landscaping of an indoor space) 1405	<input type="checkbox"/>		%
g. Landscape contractors 1406	<input type="checkbox"/>		%
h. Wholesale florists 1407	<input type="checkbox"/>		%
i. Landscape redistribution yards 1408	<input type="checkbox"/>		%
j. Non-profit groups (fundraisers) 1409	<input type="checkbox"/>		%
k. Other – Specify ¹⁴¹⁹ <input type="text"/> 1410	<input type="checkbox"/>		%

TOTAL (Sum a-k) 100%

SECTION 20 ESTIMATED VALUE OF LAND, BUILDINGS, MACHINERY, AND EQUIPMENT

	Dollars
1. Current market value of land and buildings owned and/or rented by this operation on December 31, 2019, and used for horticultural production. 0999	\$.00
2. Current market value of machinery and equipment usually kept on this operation regardless of ownership on December 31, 2019, and used for horticultural production. 0943	\$.00

SECTION 21 HORTICULTURAL PRODUCTION EXPENSES

1. For 2019, report total expenses paid for the horticultural production on this operation.

INCLUDE: – Expenses paid by your landlord.

EXCLUDE: – Expenses related to retail store on the operation, landscaping, consulting, production of other crops, etc.
– Items purchased for resale.

		None	Dollars	
a.	Seeds, plants, vines, trees, etc. purchased.	1603	<input type="checkbox"/>	\$.00
b.	Potting soils and growing media – Include inert support materials for hydroponic systems. Exclude ground soil obtained from this operation and hydroponic water.	1641	<input type="checkbox"/>	\$.00
c.	Fertilizer, lime, and soil conditioner purchased – Include cost of custom application and organic materials.	1601	<input type="checkbox"/>	\$.00
d.	Chemicals purchased, such as herbicides, insecticides, fungicides, fumigants, other pesticides, etc.	1602	<input type="checkbox"/>	\$.00
e.	Containers (pots, flats, etc.)			
(i)	Plastic.	1661	<input type="checkbox"/>	\$.00
(ii)	Styrofoam or other foam containers	1662	<input type="checkbox"/>	\$.00
(iii)	Naturally based containers (wood, peat, straw, rice hulls, corn, wheat, etc.)	1663	<input type="checkbox"/>	\$.00
(iv)	Clay pots.	1664	<input type="checkbox"/>	\$.00
(v)	Glazed pottery.	1665	<input type="checkbox"/>	\$.00
(vi)	Other.	1666	<input type="checkbox"/>	\$.00
f.	Hired labor expenses – Include employer’s cost for social security, workman’s compensation, insurance premiums, pension plans, etc. for workers who —			
(i)	Worked less than 150 days in 2019. Exclude retail	1650	<input type="checkbox"/>	\$.00
(ii)	Worked 150 days or more in 2019. Exclude retail	1651	<input type="checkbox"/>	\$.00
g.	Contract labor – Include expenses for contract labor, such as harvesting, performed on a contract basis by a contractor, crew leader, etc.	1611	<input type="checkbox"/>	\$.00
h.	Gasoline, fuels, and oils purchased for the horticultural operation – Include diesel, natural gas, LP gas, motor oil and grease, etc.	1607	<input type="checkbox"/>	\$.00
i.	Utilities purchased for the horticultural operation – Include electricity, operations’ share of telephone, water purchased, etc.	1608	<input type="checkbox"/>	\$.00
j.	Repairs, supplies, and maintenance costs for the horticultural operation	1609	<input type="checkbox"/>	\$.00
k.	Rent and lease expenses for land, buildings, machinery, etc.	1653	<input type="checkbox"/>	\$.00
l.	Interest paid on all debt related to the horticultural operation	1655	<input type="checkbox"/>	\$.00
m.	Property taxes paid in 2019 – Include operation real estate, machinery, etc. for the horticultural operation. Include taxes paid by this operation’s landlord(s).	1617	<input type="checkbox"/>	\$.00
n.	Marketing expenses – Include expenses for trade shows, web sites, catalogs, media advertising, trade journals, newsletters, etc.	1660	<input type="checkbox"/>	\$.00
o.	Packaging expenses – Include packaging for preparation of plants for sale. Exclude packaging used only in retail operations.	1658	<input type="checkbox"/>	\$.00
p.	Other production expenses – Include custom work, storage and warehousing, insurance premiums, etc. Exclude health insurance premiums and payroll taxes.	1618	<input type="checkbox"/>	\$.00
TOTAL expenses paid by this operation and its landlord(s) (sum a-p)		1699		\$.00
2.	Returns and allowances (discounts and value of returned merchandise).	1669	<input type="checkbox"/>	\$.00

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SECTION 22 TOTAL AREA

1. For 2019, report greenhouse, other covered space, and outdoor land area used for the production of horticultural crops grown on this operation.

INCLUDE: – Area for production of all horticultural crops.
 – Aisles, walkways, and other production areas.

EXCLUDE: – Areas growing non-horticultural crops.
 – Non-agricultural production areas, such as roads, parking areas, and retail sales areas.

Greenhouse area (Include heated and unheated structures)	None				Square Feet
a. Glass	0247	<input type="checkbox"/>			
b. Rigid plastic (acrylics, polycarbonates, fiberglass, etc.)	0184	<input type="checkbox"/>			
c. Plastic film (single or multi-layer poly)	0185	<input type="checkbox"/>			
d. TOTAL land area covered by greenhouses	0190	<input type="checkbox"/>			
(i) How much of the total greenhouse area was new greenhouse space erected during 2019?	0191	<input type="checkbox"/>			
2. Shade structure area (slat, saran, and other covers)	0186	<input type="checkbox"/>			
		None	Acres	Tenths	OR Square Feet
3. Natural shade area used to grow horticultural crops.	0188	<input type="checkbox"/>			0198
4. Area in the open used to grow horticultural crops. (Exclude area used for sod and Christmas tree production.)	0189	<input type="checkbox"/>			0199

SECTION 23 AREA USED FOR HORTICULTURAL PRODUCTION

1. For 2019, report the area used for the production of the following horticultural crops by plant type. If the same area was used to grow different crop types, report the area for each crop type. (Exclude crop turns within each crop category.)

	None	Greenhouse Area		Shade Structure Area		Natural Shade Area		Area in the Open	
		Square Feet	Square Feet	Acres	Tenths	Acres	Tenths		
		0500	0501	0502		0503			
a. Cut flowers	<input type="checkbox"/>								
		0520	0521	0522		0523			
b. Potted flowering plants	<input type="checkbox"/>								
		0525	0526	0527		0528			
c. Potted herbaceous perennials	<input type="checkbox"/>								
		0530	0531	0532		0533			
d. Annual bedding/garden plants	<input type="checkbox"/>								
		0535	0536	0537		0538			
e. Foliage plants, pots	<input type="checkbox"/>								
		0540	0541	0542		0543			
f. Foliage plants, hanging baskets	<input type="checkbox"/>								
		0545	0546	0547		0548			
g. Cut cultivated greens	<input type="checkbox"/>								
		0550	0551	0552		0553			
h. Nursery stock (Include propagation area)	<input type="checkbox"/>								
		0555	0556	0557		0558			
i. All other horticultural crops	<input type="checkbox"/>								

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SECTION 24 GREENHOUSE, NURSERY, AND OTHER HORTICULTURAL LABOR

1. For 2019, report greenhouse, nursery, and other horticultural labor used on this operation.

INCLUDE: – Full-time and part-time workers, hired managers, and PAID family members.

EXCLUDE: – Workers employed for the retail operation, those working as landscapers, contract labor, and unpaid family members.

Of the hired workers in 2019, how many:

None

Number of Employees

a. Worked less than 150 days? 0941

b. Worked 150 days or more? 0942

2. On any one day in 2019, what was the largest number of workers on the payroll? 0898

Number of Employees	

SECTION 25 TYPE OF HORTICULTURAL OPERATION

1. In 2019, what was the operation's legal status for tax purposes? Select only one.

0600

1 Family or Individual operation – Exclude partnerships and corporations.

2 Partnership – Include family partnerships.

3 Incorporated under state law.

4 Other, such as estate or trust, prison farm, grazing association, American Indian Reservation, etc.
Specify type ↴

0601

SECTION 26 TOTAL VALUE OF HORTICULTURAL SALES

1. In 2019, what was the total gross value of sales for the reported horticultural crops? Select only one.

0899

99 \$0 to \$999

1 \$1,000 to \$9,999

2 \$10,000 to \$19,999

3 \$20,000 to \$24,999

4 \$25,000 to \$39,999

5 \$40,000 to \$49,999

6 \$50,000 to \$99,999

7 \$100,000 to \$249,999

8 \$250,000 to \$499,999

9 \$500,000 to \$999,999

10 \$1,000,000 to \$2,499,999

11 \$2,500,000 to \$4,999,999

12 \$5,000,000 to \$9,999,999

13 \$10,000,000 or more

2. Does this operation expect to sell \$10,000 or more of any horticultural crops in the future?

0450

1 **Yes**

2 **Don't know**

3 **No**

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SECTION 27 CHANGE IN OPERATOR

1. Has this operation been sold, rented, or turned over to someone else?
 0950 1 **Yes** - Complete this SECTION 3 **No** - Go to SECTION 28
2. Please complete the following information for the operation that has taken over, then go to SECTION 29.

Operation Name

Operator Name

Address

City State Zip

SECTION 28 ADDITIONAL OPERATIONS

1. In this State, are you involved in any additional greenhouse, outdoor floriculture, nursery, or other horticultural operations?
 0951 1 **Yes** - Please list name and address of operation(s) in this State ↴ 3 **No** - Continue

2. In any other State(s), are you involved in any additional greenhouse, outdoor floriculture, nursery, or other horticultural operations?
 0952 1 **Yes** - Please list name and address of operation(s) in other State(s) ↴ 3 **No** - Go to SECTION 29

SECTION 29 CONCLUSION

1. **SURVEY RESULTS:** To receive the complete results of this survey on the release date, go to <http://www.nass.usda.gov/results>

To have a brief summary emailed to you at a later date, please enter your email address.

1095

Respondent Name Area Code and Phone Number - - Date (MM DD YY)

9912 9911 - - 9910

Thank you for your response.

OFFICE USE

Response	9901	Respondent	9902	Mode	9903	Enum.	9998	Eval.	9900	Change	9985	Office Use for State POID			
1-Comp 2-R 3-Inac 4-Office Hold 5-R-Est 6-Inac-Est 7-Off Hold-Est		1-Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Other		1-PASI (Mail) 2-PATI (Tel) 3-PAPI (Face-toFace) 6-Email 7-Fax 19-Other											
								R Unit							
								9921					0021	0022	0023
													0024	0025	0026

S / E Name

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INSTRUCTION SHEET UNITED STATES 2019 CENSUS OF HORTICULTURAL SPECIALITIES

Who Should Report - A reply is required from everyone who received a questionnaire, including both persons who operated a horticultural operation in 2019 as well as those who were not involved in horticulture. Your report is due by February 5, 2020. More census information is on the Internet at <https://www.nass.usda.gov/AgCensus/>

If you were in business in 2019, complete the enclosed questionnaire and return it in the preaddressed envelope.

If you had no land and no horticultural operations, return the report form with a note indicating your status on the front of the form below the address label.

General - A horticultural establishment is an operation growing and selling horticultural crops (greenhouse crops, outdoor-grown floricultural crops, nursery plants, sod, sprigs and plugs, greenhouse produced food crops, vegetable and flower seeds, Christmas trees, unfinished plants or propagation materials, and other horticultural crops) during 2019. Operations producing food crops, grown in the open are not considered horticultural establishments.

Refer to the instructions below for completing your questionnaire. The enclosed census questionnaire was mailed to producers and growers throughout the United States. Because it is meant for use in all parts of the country, it may contain items and inquiries which do not apply to you. In this case, mark the "No" or "None" box and go on to the next item or section.

If you did not operate a horticultural operation, go to Section 27 and complete the questionnaire. If you had less than \$10,000 in sales, or your facilities were idle in 2019, go to Section 22 and complete the remainder of the questionnaire.

If you owned a horticultural facility in 2019 that was idle and NOT rented out, you should complete and return the report form.

Partial Year Operations - If you stopped operating during 2019, complete the questionnaire for the portion of the year that you did operate. Write "Stopped operating during 2019" and the date you stopped operating below the address area. Mail the completed report form in the return envelope.

Involved In More Than One Operation - If you made decisions for more than one horticultural operation, you should have received a report form for each operation. Provide information for each operation on a separate form. To obtain additional report forms, please call the toll-free help line at 1-888-424-7828.

Received More Than One Questionnaire For the Same Operation - If you received more than one

report form for the same operation, complete only ONE form per operation. Write "Duplicate" below the address area of each extra form. Return all forms in the same return envelope with your completed form so that we can correct our records.

Have a Partnership Operation - Complete only ONE questionnaire for a partnership operation, including all partners' shares on the same questionnaire. If two or more questionnaires were received for the partnership, see instruction on "If You Received More than One Questionnaire" above.

How to Enter Your Responses on the Questionnaire - Use BLUE or BLACK INK only. Please enter your answers in the proper spaces and in the units requested, i.e. dollars, pot size, pounds, etc. Write any explanations outside the answer spaces or on a separate sheet of paper. Enter whole numbers unless tenths' acres are requested, such as reporting acres of flower seeds in Section 14. If you have 1/2 of an acre, convert to the nearest tenths. For example, convert 1/2 to 5/10 and enter .5 in the space provided.

If you do not have exact figures, please give your best estimates. You may indicate "EST." (for estimated) beside the answer. For all dollar items, we need only whole dollars; cents are not required.

COMPLETING THE QUESTIONNAIRE

The units of measure on the questionnaire are those most commonly used throughout the country. If you used a different unit of measure, convert your figure to the unit requested.

When reporting value of sales, do not include crops bought for resale without additional growing. Do not report sales of non-crop garden center items, i.e. chemicals, fertilizers, etc. Report retail sales and wholesale sales for those crops grown on this operation and sold directly from this operation. Report only the wholesale value of any crops sold to a retail outlet that was not on this operation or if the retail outlet was considered a separate business establishment. Estimates are acceptable if exact figures are not available.

To Report Plants in Sections 1-6; 9 & 16 - In each of these sections, report any of the plants which you grew that are listed in that section. For plants which are not prelisted:

1. Find the plant name and the corresponding code number from the list in that section.
2. Enter the plant name and code in the space provided for that item.
3. Enter the information requested in each column. In Sections 2, 3, 4, and 5 enter the information on the proper line for each type of container.
4. If additional space is needed, use a separate sheet of paper.

FACE PAGE - HORTICULTURE CROPS PRODUCED IN 2019 AND VALUE OF SALES

Check the boxes next to each of the horticultural crops your operation produced in 2019. If no horticultural crops were produced in 2019, check “None of the above” and go to Section 27. The scope of the census of horticulture is places which sold \$10,000 or more of horticultural crops in 2019. If you sold \$10,000 of horticultural crops, check yes and continue with Section 1, otherwise go to Section 22.

SECTION 1 - CUT FLOWERS

For each type of cut flower grown and sold on the operation in 2019, record the number grown and sold and the total value of sales for retail and wholesale sales. If the units your operation produces for cut flowers (stems, bunches, spikes, etc.) are different than the units listed for a particular cut flower, convert to the listed unit or estimate for the listed unit in the section. For cut flowers not listed in the section, code as “other cut flowers”. If more space is needed, list additional plants on a separate sheet of paper.

SECTION 2 - POTTED FLOWERING PLANTS FOR INDOOR OR PATIO USE

For each type of potted flowering plants grown and sold on the operation in 2019, record the number grown and sold and the total value of sales for retail and wholesale sales. There are two types of potted flowering plants provided in this section; potted flowering plants and potted spring flowering bulbs. The two sizes of containers are: pot sizes less than 5 inches and pot sizes greater than five inches. If more space is needed, list additional plants on a separate sheet of paper.

SECTION 3 - POTTED HERBACEOUS PERENNIALS

For each type of potted herbaceous perennial grown and sold on the operation in 2019, record the number grown and sold and the total value of sales for retail and wholesale sales. For Chrysanthemums, the containers are pot sizes less than 5 inches and pot sizes 5 inches or greater. For all other potted herbaceous perennials the type of containers are less than 1 gallon, 1 gallon up to 2 gallons, and 2 gallons or larger. For potted herbaceous perennials not listed in the section, code as “other herbaceous perennials.” Report bareroot herbaceous perennials you grew and sold in Section 9. If more space is needed, list additional plants on a separate sheet of paper.

SECTION 4 - ANNUAL BEDDING/GARDEN PLANTS

For each type of annual bedding/garden plant grown and sold on the operation in 2019, record the number grown and sold and the total value of sales for retail and wholesale sales. There are two types of annual bedding/garden plants provided in this section; annual bedding/garden plants and vegetable type bedding plants. There are four container types to report plants sold and value of sales: flats; pots less than 5 inches; pots 5 inches or greater; and hanging baskets. For flats, report a standard size of 10” X 20” to 11” X 22”. If reporting a non-standard flat size, enter the dimensions of the majority of flats in the area provided. For annual bedding/garden plants not listed in the section, code as “other flowering and foliar annuals” or “other vegetable type bedding plants”. If more space is needed, list additional plants on a separate sheet of paper.

SECTION 5 - FOLIAGE PLANTS FOR INDOOR OR PATIO USE

For each type of foliage plant grown and sold on the operation in 2019, record the number grown and sold and the total value of sales for retail and wholesale sales. There are four container types to report plants sold and value of sales: pots less than 6 inches; pots 6 inches to 13 inches; pots 14 inches or more; and hanging baskets. For foliage plants not listed in the section, code as “other foliage plants.” If more space is needed, list additional plants on a separate sheet of paper.

SECTION 6 - CUT CULTIVATED GREENS

For each type of cut cultivated greens grown and sold on the operation in 2019, record the number grown and sold and the total value of sales for retail and wholesale sales. If the units your operation produces for cut cultivated greens (stems, bunches, vines) are different than the units listed for a particular cut cultivated greens, convert to the listed unit or estimate for the listed unit in the section. For cut cultivated greens not listed in the section, code as “other cut cultivated greens”. If more space is needed, list additional plants on a separate sheet of paper.

SECTION 7 - FOOD CROPS GROWN UNDER PROTECTION

For each type of vegetable grown and sold on the operation in 2019, report the total square feet under protection used to produce that crop, the total production (in hundredweight), the percent of the vegetable crop produced from hydroponic systems (the cultivation of plants in water containing inorganic nutrients) and the total value of sales for retail and wholesale sales. If the same area was refilled to different vegetable crops during the year, report the square feet for each crop. If refilled with the same crop, report the total crop produced under protection. For food crops not listed in the section, record as “other food crops grown under protection.” Exclude food crops grown in the open.

SECTION 8 - CULTIVATED CHRISTMAS TREES

For each type Christmas tree grown on the operation in 2019, report the acres in production (to the nearest 1/10 acre), the number of trees sold, and the total value of sales. Include the value of trees sold, even though payment was not received in 2019. For each type of Christmas tree, report the number of trees of uncut-growing trees on the operation on January 1, 2020. Also report an estimate for the percentage of the total number of trees on the operation that you expect to sell over the course of the next several years. Report balled and burlapped live Christmas trees grown and sold in Section 9. Report cut evergreens or coniferous greens in Section 6.

SECTION 9 - NURSERY STOCK PRODUCTION AND SALES

For each type of tree, shrub, fruit and nut plants grown on the operation in 2019, report the number of plants sold and the total value of sales for retail and wholesale sales. For each type of nursery stock, report the number of uncut-growing trees or plants on the operation on January 1, 2020. Nursery stock in this section is divided into 11 separate categories: broadleaf evergreens, coniferous evergreens, deciduous flowering trees, deciduous shade trees, deciduous shrubs, fruit and nut plants, ornamental grasses, landscaping palms, other woody ornamentals and vines, cacti and succulents, and

bareroot herbaceous perennials. If more space is needed, list additional plants on a separate sheet of paper.

For the nursery stock items reported, report the percentage of sales (retail and wholesale) in 2019, for the following categories: bareroot, balled and burlapped, containers, and other. The summation across these categories for a nursery stock item should equal 100%.

SECTION 10 - SOD, SPRIGS, OR PLUGS

Report the acres (to the nearest 1/10 acre) in production and acres harvested for sod, sprigs, or plugs in 2019. Also report the total value of sales for retail and wholesale sales in 2019. Acres planted to grass intended for sale as sod in subsequent years, but not harvested in 2019 should be included in the area in production in 2019.

SECTION 11 - SHORT ROTATION WOODY CROPS

For the short rotation woody crops listed, report the acres (to the nearest 1/10 acre) in production and acres harvested in 2019. Also report the quantity harvested and the total value of sales for retail and wholesale sales in 2019. Short rotation woody crops are quick growing trees, such as hybrid poplars or cottonwood trees, that are grown for harvest in less than 10 years. The production of these trees involves more than simply planting tree seedlings. Operations that provide inputs and resources, such as fertilization, thinning, watering, and spraying should be included. Operations planting seedlings for pulpwood with limited or no intervention by external resources are considered forestry operations and not horticulture operations.

SECTION 12 - AQUATIC PLANTS

Report the area used for the production of aquatic plants in 2019 which was under protection (square feet) and the area in the open (to the nearest 1/10 acre). Also report the number of aquatic plants sold and total value of sales for retail sales and wholesale sales in 2019. Include underwater plants that live completely submerged in water, floating leaved plants that grow with their roots anchored in the soil and with their leaves and flowers floating on the surface of the water, plants with roots that float freely on the water, and marginal plants that live at the edge of the water with most of their growth above the water but their roots under water. Do not include algae or seaweed.

SECTION 13 - VEGETABLE SEEDS

Report the area used for the production of vegetable seeds in 2019 which was under protection (square feet) and the area in the open (to the nearest 1/10 acre). Also report the quantity of vegetable seed harvested and sold (pounds of clean seed) and the total value of sales for retail and wholesale sales in 2019. Onion Seeds are classified as vegetable seeds which would be reported in Sec. 14.

SECTION 14 - FLOWER SEEDS

Report the area used for the production of the listed flowering plants for flower seeds in 2019 which was under protection (square feet) and the area in the open (to the nearest 1/10 acre). Also report the quantity of flower seeds harvested and sold (pounds of clean seed) and the total value of sales for retail and wholesale sales in 2019.

SECTION 15 - DRIED BULBS, CORMS, RHIZOMES, OR

TUBERS

Report the area used for the production of dried bulbs, corms, rhizomes or tubers in 2019 which was under protection (square feet) and the area in the open (to the nearest 1/10 acre). Also report the quantity harvested and sold (pounds) and the total value of sales for retail and wholesale sales in 2019. Include bulbs harvested even though they may have been previously harvested for cut flowers.

SECTION 16 - PROPAGATIVE HORTICULTURAL MATERIAL, BAREROOT AND UNFINISHED PLANTS

Report the total value of sales (retail and wholesale) in 2019 for the following plant categories: cut flowers, potted flowering plants, annual bedding/garden plants, herbaceous perennials, foliage plants, and cut cultivated greens. Individual unfinished plants in this section are classified as cuttings, plug seedlings, tissue cultured plantlets, prefinished plants, and liners. Liners are further categorized as bedding and flowering plants, foliage plants, and nursery stock. For each type of plant grown on the operation in 2019, report the number of plants sold, and the total value of sales for retail and wholesale sales. For crops not listed in the section, record as "other" for a particular category.

SECTION 17 - TRANSPLANTS FOR COMMERCIAL VEGETABLE AND STRAWBERRY PRODUCTION

Report the area used for the production of the listed vegetable crops in 2019 which were under protection (square feet) and the area in the open (to the nearest 1/10 acre). Also report the total value of sales for retail and wholesale sales in 2019. For commercial vegetable transplants not listed in the section, record as "other transplants for commercial production." Exclude vegetable bedding plants for home use.

SECTION 18 - TOBACCO TRANSPLANTS

Report the area used for the production of tobacco transplants in 2019 which was under protection (square feet). Also report the total value of sales for retail and wholesale sales in 2019.

SECTION 19 - MARKETING CHANNELS

Report whole percents of horticultural crops sold (retail and wholesale sales) to the listed marketing channels. The percentages should sum to one-hundred percent.

SECTION 20 - ESTIMATED VALUE OF LAND, BUILDINGS, MACHINERY AND EQUIPMENT

Item 1 - Estimate the value of the land, greenhouses, shade structures, and other buildings both owned and rented if they were sold in the current market. The real estate tax assessment value should not be used unless that value represents a full market value assessment and the land, greenhouses, and buildings could reasonably be assumed to be sold at that price. Do not deduct real estate marketing charges from your estimate. Report the total value, not the value on a per-acre basis.

Item 2 - The estimated market value refers to all machinery and equipment kept primarily on this operation and used for the horticulture production business. Report the value in its present condition, not the replacement or depreciated value. Include mobile implements, hand tools, and office supplies. Permanently installed equipment or equipment which is an integral part of a building should be included as a part of the value of land and buildings and reported in Item 1.

SECTION 21 - HORTICULTURAL PRODUCTION

EXPENSES

Include horticultural production expenses paid by you and anyone else for the production of greenhouse crops, outdoor-grown floricultural crops, nursery plants, sod, sprigs and plugs, Christmas trees, and other horticultural crops on this operation. Include expenses incurred in 2019 even if they were not paid in 2019. Estimate if exact figures are not known.

Item Id - Include surfactants and oils and other products used to increase a chemical effectiveness.

Item If - Report labor expenses for workers who worked less than 150 days in 2019 and labor expenses for workers who worked 150 or more days during 2019. Include labor expense for the farm business for gross salaries and wages, commissions, dismissal pay, vacation pay, and bonuses paid to hired workers, family members, hired managers, administrative and clerical employees, and salaried corporate officers. Include cost for benefits such as employer's social security contributions, unemployment compensation, workman's compensation insurance, employer paid life and medical insurance expense, pension plans, etc. Exclude retail.

Item Ig - Include the labor costs of workers furnished on a contract basis by labor contractor, crew leader, or cooperative for planting, maintaining, harvesting crops and similar horticultural activities. Exclude costs for building or repair work done by a construction contractor.

Item Ij - Include the cost of repairs and upkeep of horticultural machinery, vehicles, buildings, fences, and other equipment used in the horticultural operation. Exclude repairs to vehicles not used in the horticultural operation. Exclude expenditures for the construction of new buildings or the cost of additions to existing buildings.

Item Ik - Exclude rent paid for operator's dwelling or other nonfarm property.

Item Il - Report all interest expenses paid in 2019 for the farm horticultural operation. Exclude interest associated with activities not related to production of horticultural crops on this operation. Exclude interest on owner/operator's dwelling where amount is separated from the interest on the land and buildings on this operation.

Item Im - Include real estate property taxes you paid on the acres and buildings you owned and used in the horticultural operation and property taxes on equipment. Exclude property taxes on land or buildings rented to someone else, property taxes paid on other property not associated with the horticultural operation, income, social security, and excise taxes.

Item 2 - Sales returns may occur when customers return defective, damaged, or otherwise undesirable products to the seller. Sales allowances may occur when customers agree to keep such merchandise in return for a reduction in the selling price. Include trade discounts (reductions in prices from what normally is listed in a catalog or other place) and cash discounts.

SECTION 22 - TOTAL AREA

Item 1 - Report the area (square feet) covered by glass, rigid plastic and plastic film greenhouses. Report area only once regardless of the number of crop turns which took place within a structure in 2019. The roof covering (glazing) determines the greenhouse classification. For example, a structure with a glass roof, but insulated fiberglass sides is considered a glass greenhouse. Or, a structure that has an acrylic plastic roof with film plastic

sides that can be rolled up in warmer weather should be considered a rigid plastic greenhouse.

Item 2 - Additional Shade Structures include cloth and screen).

Item 3 - Natural Shade areas would include palm, citrus, etc.

SECTION 23 - AREA USED FOR HORTICULTURAL PRODUCTION

Item 1 - Report the area for each horticultural category listed. For example, if two crops of annual bedding/garden plants were harvested from 1,000 square feet, report 1,000 square feet in the "annual bedding/garden plants" category. If 500 square feet of potted flowering plants were also grown in the same area, report 500 square feet in the "potted flowering plants" category and 1,000 square feet in the "annual bedding/garden plants" category. Include hydroponic area under the category "All other horticultural crops."

SECTION 24 - GREENHOUSE, NURSERY AND OTHER HORTICULTURAL LABOR

Report the number of paid workers who performed horticultural labor on this operation in 2019. Include paid family members. Include workers such as hired bookkeepers, office workers, maintenance workers, etc. only, if their work was primarily associated with horticultural production on this operation.

Item 1a - Include any short term or temporary workers who may have worked only a few days and exclude contract labor.

Item 1b - Exclude contract labor.

SECTION 25 - TYPE OF HORTICULTURAL OPERATION

Item 1 - Use the following definitions to determine the type of organization for this operation. **An operation organized as a Limited Liability Company (LLC) may fall into any of the categories.**

Family or Individual Operation - Defined as a farm or business organization controlled and operated by an individual (sole proprietor). Include family operations that are not incorporated and not operated under a partnership agreement. Report family corporations under "Incorporated under state law."

Partnership - Defined as two or more persons who conduct an operation together and share work and profits. Co-ownership of land by husband and wife or joint filing of income tax forms by husband and wife does not constitute a partnership, unless a specific agreement to share contributions, decision making, profits, and liabilities exists. Production under contract or under a share rental agreement does not constitute a partnership.

Incorporated under state law - Defined as a legal entity or artificial person created under the laws of a State to carry on a business, including family corporations. Exclude cooperatives, even if they are incorporated.

Other, such as estate or trust, prison farm, grazing association, American Indian Reservation, etc. - If your operation did not fall into the provided categories, mark item code 0600 = 4 and describe the type of ownership existed in the specify type item code box during 2019. Other organizations include institutions run by a government or religious entity, and cooperatives (an incorporated or unincorporated enterprise or an association created and formed jointly by the members).

SECTION 26 - TOTAL VALUE OF HORTICULTURAL SALES

Item 1 - Select the sales range which most accurately represents the operation's total gross value of horticultural sales in 2019. Exclude sales of fertilizer, statues, gardening books, chemicals, etc.

Item 2 - Indicate whether the operation expects to sell \$10K or more of any horticultural crops in the future, regardless of the year.

SECTION 27 - CHANGE IN OPERATOR

Complete this section only if there was no horticultural production for the operation on the label in 2019. If an operation was in business part of 2019, and then sold to someone else, complete the questionnaire for that part of the year that you operated the business.

SECTION 28 - ADDITIONAL OPERATIONS

Item 1 - Additional Operations In This State - If you are involved with any other horticultural operations in this State (other than the one listed on the label of the questionnaire) list them here.

Item 2 - Additional Operations In Any Other State(s) - If you are involved with any other horticultural operations in any other State(s) list them here.

SECTION 29 - CONCLUSION

Print your name, telephone number and the date (month, day, and year) the questionnaire was completed in the space provided.