



**United States Department of Agriculture
National Agricultural Statistics Service
2014 Census of Horticultural Specialties – Indiana**



Great Lakes Region – Indiana Field Office
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Horticultural Specialties Highlights

The 2014 Census of Horticultural Specialties provides detailed production and sales data for floriculture, nursery, and other specialty products. This special study is part of the larger census of agriculture program. All operations that reported producing and selling \$10,000 or more of horticultural specialty products were included in the 2014 Census of Horticultural Specialties.

In 2014, the United States had 23,221 horticultural operations that produced and sold \$13.8 billion in floriculture, nursery, and other horticultural specialty products. Indiana had 434 horticultural operations that sold \$135.5 million in horticultural products in 2014, compared to 376 horticultural operations that sold \$110.7 million in horticultural products in 2009. Horticulture producers in Indiana had \$105.7 million in total production expenses in 2014. Hired labor expenses in Indiana accounted for 33 percent of the total production expenses. Of the 3,068 hired workers in Indiana, 1,788 worked less than 150 days compared to 1,280 who worked 150 days or more.

Top Horticultural Specialty Crops Sold: 2014

Items	All sales		Wholesale sales		Retail sales	
	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)
All horticultural specialty crops						
United States	23,221	13,789,048	14,885	11,859,976	14,710	1,929,073
Indiana	434	135,484	225	104,754	362	30,730
Annual bedding/garden plants						
United States	7,964	2,567,534	3,367	2,044,090	6,197	523,444
Indiana	237	57,702	87	45,389	205	12,313
Potted herbaceous perennial plants						
United States	6,291	944,850	2,710	794,915	4,805	149,936
Indiana	188	10,415	67	7,373	160	3,042
Potted flowering plants for indoor or patio use						
United States	4,059	1,084,274	2,010	993,437	2,891	90,837
Indiana	122	10,435	47	9,388	93	1,048
Foliage plants for indoor or patio use						
United States	2,644	721,889	1,386	702,029	1,591	19,860
Indiana	73	1,235	21	942	60	293
Cut flowers and cut lei flowers						
United States	1,998	462,098	974	417,108	1,350	44,990
Indiana	32	922	12	707	26	216
Nursery stock						
United States	8,226	4,266,631	(NA)	3,834,953	(NA)	431,678
Indiana	143	32,152	(NA)	(NA)	(NA)	(NA)
Propagative horticultural materials, bareroot and unfinished plants						
United States	1,067	695,126	832	670,651	303	24,475
Indiana	20	1,292	14	1,243	6	49
Sod, sprigs, or plugs						
United States	1,289	1,138,465	(NA)	858,280	(NA)	280,185
Indiana	18	12,647	(NA)	10,788	(NA)	1,859
Food crops grown under protection						
United States	2,521	796,664	(NA)	606,025	(NA)	190,639
Indiana	66	2,555	(NA)	1,646	(NA)	909
Transplants for commercial vegetable and strawberry production						
United States	693	371,817	(NA)	339,123	(NA)	32,694
Indiana	21	1,345	(NA)	(D)	(NA)	(D)

(D) Withheld to avoid disclosing data for individual operations.
(NA) Not available.

Top Horticultural Production Expenses and Number of Hired Workers: 2014

Item	United States	Indiana
HORTICULTURAL PRODUCTION EXPENSES		
All horticultural production expenses	operations \$1,000	operations \$1,000
	23,221 10,997,042	434 105,737
Seeds, plants, vines, trees, etc. purchased	operations \$1,000	operations \$1,000
	20,114 1,789,013	386 22,488
Containers purchased	operations \$1,000	operations \$1,000
	14,692 573,656	322 6,557
Hired labor expenses, all	operations \$1,000	operations \$1,000
	17,086 4,086,606	292 35,182
Gasoline, fuels, and oils purchased	operations \$1,000	operations \$1,000
	22,207 562,895	405 6,066
All other production expenses ¹	operations \$1,000	operations \$1,000
	11,517 542,804	238 4,932
GREENHOUSE, NURSERY, AND OTHER HORTICULTURAL LABOR		
Hired workers	operations workers	operations workers
	17,086 274,759	292 3,068

¹ Includes customwork, storage and warehousing, insurance premiums, etc. Excludes potting soils and growing media, fertilizer, lime, and soil conditioner, chemicals, contract labor, utilities, repairs, supplies, and maintenance costs, rent and lease expenses, interest paid on all debt, property taxes paid in 2014, marketing expenses, and packaging expenses.

Value of Horticultural Specialty Crops Sold by Marketing Channels: 2014

Item	United States	Indiana
Consumers (direct sales)	operations value (\$1,000)	operations value (\$1,000)
	15,406 2,119,414	378 33,061
Retail florists	operations value (\$1,000)	operations value (\$1,000)
	2,907 200,932	32 1,920
Retail garden centers/nurseries, excluding mass marketers	operations value (\$1,000)	operations value (\$1,000)
	7,605 2,360,602	90 15,135
Supermarkets/grocers	operations value (\$1,000)	operations value (\$1,000)
	3,025 1,047,659	31 9,581
Other mass marketers	operations value (\$1,000)	operations value (\$1,000)
	2,668 2,884,785	23 34,646
Interiorscapers	operations value (\$1,000)	operations value (\$1,000)
	1,523 65,702	6 994
Landscape contractors	operations value (\$1,000)	operations value (\$1,000)
	8,096 1,948,110	115 28,808
Wholesale florists	operations value (\$1,000)	operations value (\$1,000)
	2,631 538,711	17 1,254
Landscape redistribution yards	operations value (\$1,000)	operations value (\$1,000)
	3,029 673,231	15 3,268
Non-profit groups (fund raisers)	operations value (\$1,000)	operations value (\$1,000)
	3,255 92,316	57 1,812
Other marketing channels	operations value (\$1,000)	operations value (\$1,000)
	4,518 1,857,424	74 5,005

Land Area Used for Horticultural Production: 2014

Geographic area	Greenhouses		Shade structure area		Natural shade area		Area in the open	
	Operations	Area (1,000 sq ft)	Operations	Area (1,000 sq ft)	Operations	Acres	Operations	Acres
United States	14,593	894,907	4,058	429,708	1,804	5,404	12,927	497,339
Indiana	322	10,747	62	1,489	23	9	226	3,870

Horticultural Specialty Operations and Sales by Legal Status for Tax Purposes: 2014

Geographic area	Total		Family or individual		Partnership		Corporation		Other - cooperative, estate or trust, institutional, etc.	
	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)
United States	23,221	13,789,048	12,193	1,968,588	1,873	1,140,653	8,736	10,541,841	419	137,966
Indiana	434	135,484	274	28,121	25	(D)	132	105,838	3	(D)

(D) Withheld to avoid disclosing data for individual operations.