Consider Landscape Service Firm Sales...
This section of Arizona’s Green Industry grew at a faster pace than any other sector. Between 1998 and 2002, sales grew by 38%.

**Landscape Sales by Customer**
- Residential: 63%
- Commercial/Municipalities: 37%

**Landscape Sales by Category**
- Installation Sales: $426 million
- Maintenance Sales: $272 million
- Landscape Design/Consultation: 53%
- Landscape Installation: 5%
- Landscape Maintenance: 42%

The Arizona Green Industry is...
Growers, landscape service firms and many other businesses working together.

Compiled by
Arizona Agricultural Statistics Service
3003 N. Central Avenue, Suite 950
Phoenix, Arizona 85012
www.nass.usda.gov/az

Issued jointly by
Arizona Nursery Association
1430 W. Broadway, Suite A-180
Tempe, Arizona 85282
info@azna.org

Arizona Landscape Contractors Association
6619 N Scottsdale Rd
Scottsdale, AZ 85250
judy@azlca.com

Consider Sales...
Sales continue to rise at an astounding pace. Between 1998 and 2002, Arizona’s Green Industry grew 31%.

<table>
<thead>
<tr>
<th></th>
<th>1998</th>
<th>2002</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nursery Sales</td>
<td>$415 million</td>
<td>$501 million</td>
<td>+21%</td>
</tr>
<tr>
<td>Landscape Services</td>
<td>$532 million</td>
<td>$735 million</td>
<td>+38%</td>
</tr>
<tr>
<td>Total Green Industry</td>
<td>$947 million</td>
<td>$1.2 billion</td>
<td>+31%</td>
</tr>
</tbody>
</table>

**Total Nursery Sales:** $501 million
**Low Water Use Plant Sales:** $235 million

**Total Green Industry Sales:** $1.2 billion

2002 Industry Report
Consider Green Industry Employment...
Between 1998 and 2002 Green Industry Employment grew by 24%. The largest increase was in the landscape services sector.

<table>
<thead>
<tr>
<th>Green Industry Employment</th>
<th>1998</th>
<th>2002</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nursery</td>
<td>8,827</td>
<td>8,900</td>
</tr>
<tr>
<td>Landscape Services</td>
<td>10,618</td>
<td>15,200</td>
</tr>
<tr>
<td>Total Green Industry</td>
<td>19,445</td>
<td>24,100</td>
</tr>
</tbody>
</table>

Direct Employment in Arizona Green Industry: 24,100 hired workers

Consider Wages and Benefits...
Wages and benefits paid by the Arizona Green Industry made a huge contribution to Arizona’s economy. Between 1998 and 2002, paid wages grew by 59%. The average salary received by Green Industry workers rose by 28% over that same time period.

Consider Total Green Industry Expenditures...
The Arizona Green Industry spent more than $1 billion on wages, supplies, vehicles and equipment and other business expenses. Nursery producers and landscape service firms make a huge contribution to Arizona’s economy.

Total Green Industry Wages:
- Nursery: $165,000,000
- Landscape: $147,972,000
- Total: $317,972,000

Total Green Industry Expenditures:
- Wages & Benefits: $487 million
- Plant Materials: $225 million
- Rock & Soil Amendments: $55 million
- Container and Greenhouse Supplies: $25 million
- Fertilizer & Chemicals: $16 million
- Irrigation & Other Supply expenses: $38 million
- Total Supply Expenses: $359 million
- Vehicle & Equipment Lease or Purchase Expense: $57 million
- Fuel, Motor Oil & Other Vehicle or Equipment Expense: $49 million
- Total Vehicle & Equipment Expense: $106 million
- Other Business Expense: $58 million
- Total Expenses (all categories): more than $1 billion

Number of Green Industry Jobs:
- Skilled/ Semi-Skilled: 15,000
- Supervisors/ Crew Leaders: 4,800
- Other: 4,300
- Total: 24,100 hired workers

Green Industry Employment by Job Class:
- Total Labor = 24,100
- 2002: 15,000
- 1998: 4,800
- Other: 4,300

Total Green Industry Wages:
- Wages Paid to Landscape Service Workers: $321 million
- Nursery Workers: $166 million

1utilities, facility maintenance & construction, mortgage & lease expenses, miscellaneous business expenses.