

# horticulture

In calendar year 2004, the Maryland Agricultural Statistics Service, in cooperation with the Maryland Department of Agriculture and Maryland Nursery and Landscape Association, conducted a survey to profile the “Green Industry”.

Horticulture is Maryland’s second largest agricultural sector with total gross receipts from nursery and greenhouse crops and landscaping in 2003 totaling \$1.035 billion. The retail sales sector accounted for 55 percent of the receipts, with a total value of \$564 million.

Sales of plants at the wholesale level were \$220.1 million, 21% of total gross receipts. Landscape sales accounted for 23% of sales in 2003, including \$113.2 million in landscape installation and \$121.5 million in maintenance. Sales of other nursery products, such as design work, contract watering, tree moving, and plant delivery, accounted for \$16.0 million, or 1% of all sales.

## Maryland Horticultural Sales by Business Function, 2004

Category	Thousand Dollars	Percent
Wholesale plant sales	220,116	21
Retail sales	564,416	55
Landscape installation	113,235	11
Landscape maintenance	121,520	12
Other sales and products	15,971	1
<b>Total</b>	<b>1,035,258</b>	<b>100</b>

## Maryland Nursery and Landscape Sales by Region, 2004

Category	Western Maryland	Central Maryland	Southern Maryland	Upper Eastern Shore	Lower Eastern Shore	Businesses Operating Statewide
	<i>Dollars</i>					
Wholesale plant sales	327,260	124,124,966	18,647,137	55,822,774	13,351,456	8,051,952
Retail sales	916,489	70,380,215	48,140,145	6,199,047	3,562,227	434,389,806
Landscape installation	379,450	70,276,837	31,308,142	5,142,034	2,718,292	1,645,958
Landscape maintenance	60,000	77,464,413	39,262,891	1,769,028	570,015	664,788
Other sales and products	980,000	7,904,688	5,253,160	1,487,815	8,075	282,017

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Total nursery production and sales area in 2003 totaled 16,061 acres, including 15,564 acres in open ground and 17.7 million square feet (407 acres) in covered space. Nearly 80% of the production, sales, and holding areas were in the Central region and Upper Eastern Shore. Central region businesses reported 6,031 acres of open ground and 4 million square feet of covered spaced. The Upper Eastern Shore had 6,506 acres of open ground and over 7 million square feet of covered space.

The 2003 survey identified significant changes in the sources of plant material sold. Survey results indicated a shift away from the importation of plant material from other states towards the purchase of plants from Maryland nurseries or growing plant materials on their own operations. Sales of Maryland grown materials totaled \$335.5 million, or about 43% of the total plant material sold. Plant material purchased out of state totaled \$472.7 million, or about 57% of the plant material sold. A very small amount (<1%) was imported from outside the United States.

## *Acreage in Horticultural Crops, 2004*

Region	Open Land (acres)	Covered Space (square feet)
Western Maryland	377	31,512
Central Maryland	6,031	4,004,339
Southern Maryland	1,368	1,458,372
Upper Eastern Shore	6,506	7,310,589
Lower Eastern Shore	1,033	4,347,088
Statewide Operations	339	563,531

## *Source of Plants Sold in Maryland 2004*

Source of Plants Sold	Dollars	Percent
Grown Entirely on the farm where produced	\$ 175,677,312	21%
Purchased from another Maryland Nursery unfinished	12,785,681	2%
Purchased from another Maryland Nursery finished	167,032,385	20%
Imported from another state unfinished	33,134,802	4%
Imported from another state finished	439,530,193	53%
Imported from outside the U.S.	3,294,595	>1%