

Horticulture

In calendar year 2009, 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 2008 totaling \$1.96 billion. The retail sales sector accounted for 49 percent of the receipts, with a total value of \$960 million. Sales of plants at the wholesale level were \$422 million, 22% of total gross receipts. Landscape sales accounted for 27% of sales in 2007, including \$302 million in landscape installation and \$241 million in maintenance. Sales of other nursery products, such as design work, contract watering, tree moving, and plant delivery, accounted for \$35.9 million, or 2% of all sales.



Maryland Horticultural Sales by Business Function, 2007

Category	Thousand Dollars	Percent
Wholesale plant sales	422,490,890	22
Retail sales	959,696,464	49
Landscape installation	301,939,923	15
Landscape maintenance	240,581,479	12
Other sales and products	35,940,096	2
Total	1,960,648,852	100

Maryland Nursery and Landscape Sales by Region, 2007

Category	Western Maryland	Central Maryland	Southern Maryland	Upper Eastern Shore	Lower Eastern Shore	Businesses Operating Statewide
	<i>Dollars</i>					
Wholesale plant sales	3,356,383	281,631,549	23,934,671	84,896,796	23,863,152	4,808,339
Retail sales	731,000	58,405,669	47,750,995	9,941,179	2,860,772	840,006,849
Landscape installation/ maintenance	4,390,300	372,529,377	119,112,704	24,076,714	16,204,081	6,208,226
Other sales and products	491,400	27,940,833	5,919,537	1,335,256	—	253,070



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Total nursery production and sales area in 2007 totaled 20,879 acres, including 20,443 acres in open ground and 19.0 million square feet (436 acres) in covered space. Nearly 76% of the open land was located in the Central region and Upper Eastern Shore. Central region businesses reported 9,462 acres of open ground and over 5 million square feet of covered space. The Upper Eastern Shore had 6,146 acres of open ground and nearly 5 million square feet of covered space.

The 2007 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. About 33% of the Maryland nursery crop is grown from start to finish and sold directly from the farm. Approximately 37% of the Maryland nursery crop is purchased from another Maryland nursery finished; this was an increase of 72% from the 2003 survey. A very small amount (1%) was imported from outside the United States.

Acreege in Horticultural Crops, 2007

<i>Region</i>	<i>Open Land (acres)</i>	<i>Covered Space (square feet)</i>
Western Maryland	1,139	53,767
Central Maryland	9,462	5,275,348
Southern Maryland	2,110	2,440,903
Upper Eastern Shore	6,146	4,867,862
Lower Eastern Shore	1,546	6,329,741
Statewide Operations	40	32,379

Source of Plants Sold in Maryland 2007

<i>Source of Plants Sold</i>	<i>Dollars</i>	<i>Percent</i>
Grown Entirely on the farm where produced	528,869,343	33%
Purchased from another Maryland Nursery unfinished	176,289,781	11%
Purchased from another Maryland Nursery finished	592,974,717	37%
Imported from another state unfinished	128,210,750	8%
Imported from another state finished	160,263,437	10%
Imported from outside the U.S.	16,026,344	1%