

Nursery

There were 17,630 acres used for production of woody ornamental plants in Michigan in 2004 and 2,970 acres used for growing perennials and other herbaceous ornamentals. To qualify as a producer, an operation had to grow at least 0.1 acre of one of these products and to sell them either wholesale or retail. There were 1,235 such operations. Approximately 22.8 million square feet were devoted to the production of propagation materials.

Ottawa and Allegan were the leading counties for land in production. They accounted for 36 percent of all acres. The

nursery industry is widely dispersed in Michigan. Nineteen counties had 25 operations or more.

The nursery and perennial plant growers contributed substantially to the State's economy. They had \$261 million in wholesale and retail sales in 2004. That is up from \$250 million in 1999, the last time the survey was conducted. There was about \$110 million of product wholesaled outside Michigan.

The nursery industry employed 3,100 permanent workers and 3,800 seasonal workers in 2004.

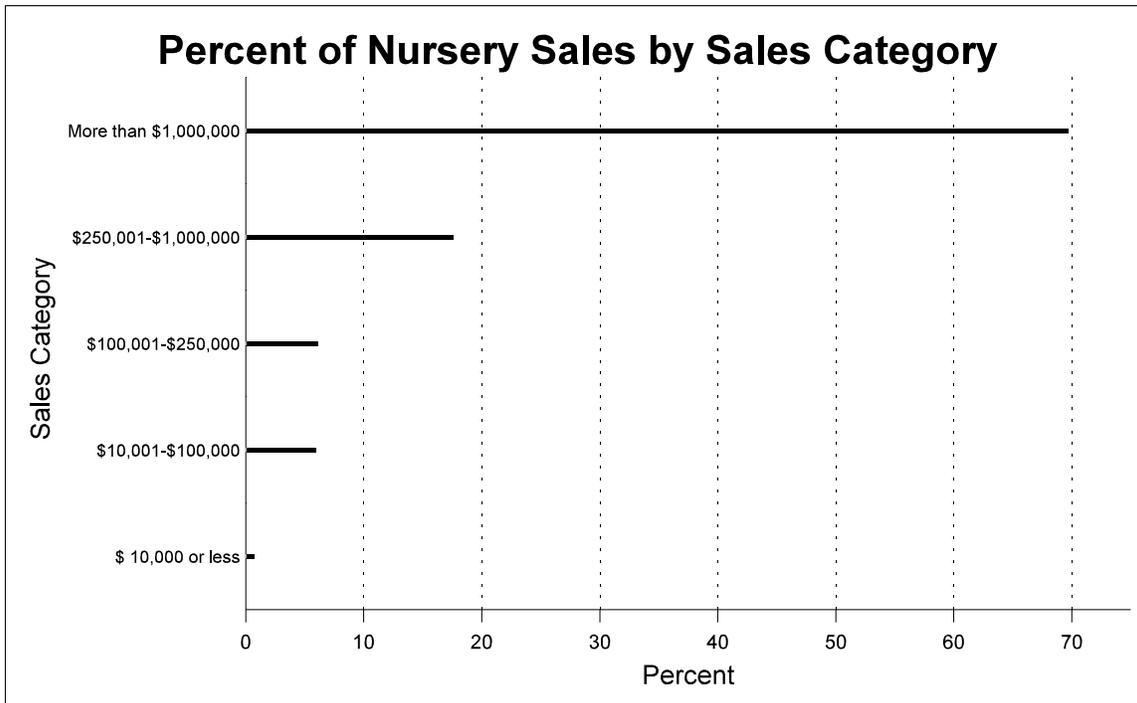
Nurseries: Number of operations and acres, by category, 2004

Category	Field grown		Container grown		Total	
	Operations	Acres	Operations	Acres	Operations	Acres
Deciduous trees	400	4,100	149	180	491	4,280
Deciduous shrubs	121	450	212	880	294	1,330
Narrow-leaved evergreens	616	10,865	117	635	689	11,500
Broad-leaved evergreens	30	64	74	71	99	135
Roses	3	1	84	24	86	25
Fruit trees	26	160	41	5	65	165
Small fruits	23	170	45	25	63	195
All woody plants	748	15,810	303	1,820	911	17,630
Daylillies	117	330	209	35	312	365
Hosta	76	210	266	50	324	260
Ornamental grasses	41	70	208	35	242	105
Other herbaceous perennials	94	1,205	306	215	384	1,420
Vines and ground covers	26	40	154	30	178	70
Bulbs, corms and rhizomes	42	730	48	10	89	740
Water garden (aquatic) plants	11	5	42	5	48	10
All herbaceous plants	216	2,590	385	381	549	2,970
Michigan	915	18,400	499	2,201	1,217	20,600

Nurseries: Number of operations and sales, by sales category, 2004

Sales category	Operations	Percent	Dollars	Percent
\$1,000 or less	280	22.7	80,000	0.1
\$1,001 to \$10,000	370	30.0	1,620,000	0.6
\$10,001 to \$100,000	360	29.1	15,300,000	5.9
\$100,001 to \$250,000	90	7.3	16,000,000	6.1
\$250,001 to \$1,000,000	91	7.4	46,000,000	17.6
\$1,000,001 or more	44	3.6	182,000,000	69.7
Michigan	¹ 1,235		261,000,000	

¹ Includes 18 operations which produced only propagative materials.

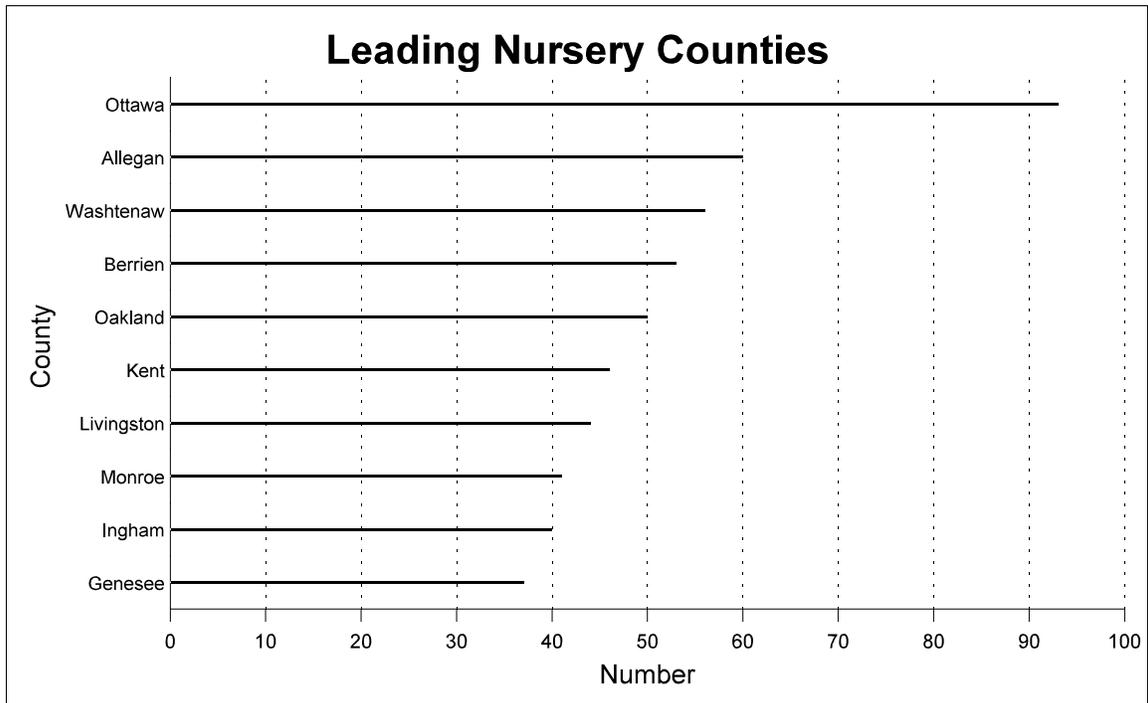


Nurseries: Sales of nursery stock and propagative materials, 2004

Category	Sales <i>1,000 dollars</i>
Woody Plants	
Wholesale	97,000
Retail	27,000
Through own landscaping business	14,000
Herbaceous Plants	
Wholesale	87,000
Retail	19,000
Through own landscaping business	2,000
Propagative Materials	
Wholesale	14,500
Retail	500
Michigan	261,000

Nurseries: Number of paid workers, 2004

Category	Paid workers
Full-time permanent	2,600
Full-time seasonal	1,950
Part-time permanent	500
Part-time seasonal	1,850
Michigan	6,900



Nurseries: Number of operations and acres of woody plants, by size group, 1996-2004

Size group	Operations			Acres		
	1996	1999	2004	1996	1999	2004
1 acre or less	200	185	223	100	90	100
1.1 to 5 acres	335	272	308	1,000	830	940
5.1 to 10 acres	140	129	120	1,050	1,000	920
10.1 to 25 acres	105	119	144	1,650	2,050	2,390
25.1 to 50 acres	60	65	64	2,100	2,230	2,300
50 acres or more	50	57	52	11,100	10,150	10,980
Michigan	890	827	911	17,000	16,350	17,630

Nurseries: Number of operations and acres of woody plants, by Michigan Department of Agriculture Region, 1999-2004

MDA region	Field grown				Container grown				Total			
	Operations		Acres		Operations		Acres		Operations		Acres	
	1999	2004	1999	2004	1999	2004	1999	2004	1999	2004	1999	2004
1	10	19	215	490	8	5	10	5	16	20	225	495
2	62	76	840	1,300	26	39	15	30	78	105	855	1,330
3	128	118	5,600	4,145	56	63	585	1,445	155	157	6,185	5,590
4	121	120	1,685	1,580	42	43	65	65	134	134	1,750	1,645
5	131	118	3,110	3,775	46	61	100	90	151	147	3,210	3,865
6	169	205	2,760	3,015	43	49	50	55	185	229	2,810	3,070
7	89	92	1,590	1,505	46	43	125	130	108	119	1,715	1,635
Michigan	710	748	15,800	15,810	267	303	950	1,820	827	911	16,750	17,630

Nurseries: Number of operations and acres of herbaceous plants, by size group, 1996-2004

Size group	Operations			Acres		
	1996	1999	2004	1996	1999	2004
0.5 acre or less	365	274	314	85	75	65
0.6 to 1 acre	85	88	86	70	75	70
1.1 to 5 acres	93	113	109	215	250	235
5.1 acres or more	27	32	40	1,380	1,550	2,600
Michigan	570	507	549	1,750	1,950	2,970

Nurseries: Number of operations and acres of herbaceous plants, by Michigan Department of Agriculture region, 1999-2004

MDA region	Field grown				Container grown				Total			
	Operations		Acres		Operations		Acres		Operations		Acres	
	1999	2004	1999	2004	1999	2004	1999	2004	1999	2004	1999	2004
1 & 2	27	32	30	30	40	47	10	15	61	75	40	45
3	40	33	360	490	64	87	95	160	91	111	455	650
4	20	34	15	35	45	49	35	20	61	73	50	55
5	71	62	1,125	1,975	60	85	115	100	119	131	1,240	2,075
6	34	34	20	30	57	55	30	30	79	81	50	60
7	32	21	50	30	75	63	65	55	96	78	115	85
Michigan	224	216	1,600	2,590	341	386	350	380	507	549	1,950	2,970

Nurseries: Number of operations and area of propagative materials, 2004

Category	Operations	1,000 sq ft
Woody plants	103	15,340
Herbaceous plants	101	7,420
Michigan	181	22,760

**Nurseries: Number of operations and acres, by county
and Michigan Department of Agriculture region, 1999-2004**

County and MDA region	Operations		Acres	
	1999	2004	1999	2004
Chippewa		3		30
Menominee	3	8	20	120
Other counties ¹	14	15	210	340
Region 1	17	26	230	490
Alcona	4	7	80	195
Alpena		8		95
Antrim	15	18	90	220
Benzie	3	9	10	20
Charlevoix	4	5	20	20
Cheboygan	6	9	25	45
Emmett	6	8	170	80
Grand Traverse	12	14	20	75
Kalkaska	7	5	170	10
Leelanau	9	19	45	100
Manistee	11	12	100	100
Missaukee	5	7	105	345
Wexford	6	7	20	25
Other counties ¹	8	8	35	50
Region 2	96	136	890	1,380
Ionia	9	13	95	100
Kent	41	46	360	345
Lake	3	4	135	10
Mason	12	12	310	315
Mecosta	4		45	
Montcalm	16	18	465	885
Muskegon	8	9	135	70
Newaygo	11	17	130	145
Oceana	9	6	95	85
Osceola	6		70	
Ottawa	81	93	4,800	4,115
Other counties ¹		5		170
Region 3	200	223	6,640	6,240
Arenac	4	5	25	15
Bay	8	15	135	170
Genesee	41	37	330	220
Huron	6	8	25	35
Iosco	3		10	
Isabella	10	11	195	190
Lapeer	31	34	385	365
Midland	6	6	15	25
Ogemaw	3		35	
Saginaw	26	25	270	220
Sanilac	12	11	300	310
Tuscola	6	11	30	85
Other counties ¹	5	12	45	65
Region 4	161	175	1,800	1,700

See footnote(s) at end of table.

--continued

**Nurseries: Number of operations and acres, by county and
Michigan Department of Agriculture region, 1999-2004 (continued)**

County and MDA region	Operations		Acres	
	1999	2004	1999	2004
Allegan	50	60	2,440	3,240
Barry	5	8	30	20
Berrien	59	53	860	810
Branch	3	7	5	370
Calhoun	21	20	170	130
Cass	16	17	75	170
Kalamazoo	28	34	200	230
St. Joseph	11	13	60	500
Van Buren	33	26	610	470
Region 5	226	238	4,450	5,940
Clinton	25	31	245	230
Eaton	22	26	225	220
Gratiot	6	5	25	15
Hillsdale	8	4	15	15
Ingham	25	40	415	880
Jackson	17	27	260	270
Lenawee	14	22	130	160
Livingston	43	44	640	630
Shiawassee	14	15	95	340
Washtenaw	49	56	400	370
Region 6	223	270	2,450	3,130
Macomb	28	27	435	550
Monroe	33	42	625	360
Oakland	54	50	300	390
St. Clair	21	22	325	210
Wayne	26	26	155	210
Region 7	162	167	1,840	1,720
Michigan	1,085	² 1,235	18,300	20,600

¹ Not published separately to avoid disclosure of individual operations.

² Includes 18 operations which produced only propagative materials.

**Nurseries: Sources of nursery management
information by primary product sold, 2004**

Source	Herbaceous plants		Woody plants		Total	
	First choice	Second choice	First choice	Second choice	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Michigan State University	22	13	25	16	24	15
Other Universities	1	2	1	1	1	1
Community College	0	0	0	0	0	0
Extension Service (AOE)	12	13	20	16	17	15
Other nursery professionals	24	12	21	14	22	14
Commercial tech reps	5	8	1	5	2	6
Private consultant	2	2	4	3	3	3
Michigan Nursery and Landscape Assn	9	8	10	13	10	11
Local nursery industry assn	2	1	2	3	2	2
Other ¹	6	4	4	3	5	3
None chosen	17	37	12	26	14	30

¹ The most frequent other sources were national horticultural associations and Michigan Department of Agriculture inspectors.

**Nurseries: Sources of nursery management
information by sales category, 2004**

Source	Sales \$10,000 or less		Sales above \$10,000		Total	
	First choice	Second choice	First choice	Second choice	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Michigan State University	23	12	24	18	24	15
Other Universities	1	1	1	2	1	1
Community College	0	0	0	0	0	0
Extension Service (AOE)	17	15	18	14	17	15
Other nursery professionals	20	14	24	14	22	14
Commercial tech reps	1	3	3	10	2	6
Private consultant	4	3	3	2	3	3
Michigan Nursery and Landscape Assn	7	8	13	15	10	11
Local nursery industry assn	2	1	3	3	2	2
Other ¹	5	3	4	4	5	3
None chosen	20	40	7	18	14	30

¹ The most frequent other sources were national horticultural associations and Michigan Department of Agriculture inspectors.

Nurseries: Communications media used to access nursery management information by primary product sold, 2004

Category	Herbaceous plants		Woody plants		Total	
	First choice	Second choice	First choice	Second choice	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Magazines/Journals	30	16	27	19	28	18
Telephone/Facsimile	12	10	13	13	12	12
Seminars/Trade Shows	7	18	11	11	10	13
Face-to-face	20	16	23	22	22	20
Internet	17	12	13	10	15	11
Other ¹	2	2	1	1	1	1
None chosen	12	26	12	24	12	25

¹ The most frequent other category was books.

Nurseries: Communications media used to access nursery management information by sales category, 2004

Category	Sales \$10,000 or less		Sales above \$10,000		Total	
	First choice	Second choice	First choice	Second choice	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Magazines/Journals	28	16	28	21	28	18
Telephone/Facsimile	10	11	14	13	12	12
Seminars/Trade Shows	6	10	14	18	10	13
Face-to-face	24	17	22	22	22	20
Internet	15	13	14	9	15	11
Other ¹	2	2	1	1	1	1
None chosen	15	31	7	16	12	25

¹ The most frequent other category was books.

Nurseries: Major future problems for nursery production by primary product sold, 2004

Problem	Herbaceous plants		Woody plants		Total	
	First choice	Second choice	First choice	Second choice	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Input costs	29	16	20	10	23	12
Water availability	3	5	4	5	4	5
Loss of chemical registrations	3	5	5	7	4	6
Labor availability	11	8	12	10	12	10
Non-native pest infestations	12	10	25	14	21	13
Government regulations	15	14	11	17	12	16
Other ¹	10	5	6	2	7	3
None chosen	17	37	17	35	17	35

¹ The most frequent other problems were competition from imports, other U.S. growers, and large retail chains; and native pests, including deer, insects, and diseases.

Nurseries: Major future problems for nursery production by sales category, 2004

Problem	Sales \$10,000 or less		Sales above \$10,000		Total	
	First choice	Second choice	First choice	Second choice	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Input costs	20	10	28	14	23	12
Water availability	5	4	2	6	4	5
Loss of chemical registrations	2	4	6	10	4	6
Labor availability	9	8	16	12	12	10
Non-native pest infestations	23	12	19	14	21	13
Government regulations	10	14	14	18	12	16
Other ¹	8	3	6	3	7	3
None chosen	23	45	9	23	17	35

¹ The most frequent other problems were competition from imports, other U.S. growers, and large retail chains; and native pests, including deer, insects, and diseases.

**Nurseries: Michigan Nursery and Landscaping Association as
primary legislative contact by primary product sold, 2004**

Response	Herbaceous plants	Woody plants	Total
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Yes	35	42	40
No	55	49	50
None chosen	10	9	10

**Nurseries: Michigan Nursery and Landscaping Association
as primary legislative contact by sales category, 2004**

Response	Sales \$10,000 or less	Sales above \$10,000	Total
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Yes	30	53	40
No	59	41	50
None chosen	11	6	10

**Nurseries: Legislator contacts in past year
by primary product sold, 2004**

Contacts	Herbaceous plants	Woody plants	Total
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
None	75	80	78
1 or 2	12	10	11
3 or more	4	4	4
None chosen	9	6	7

**Nurseries: Legislator contacts in past
year by sales category, 2004**

Contacts	Sales \$10,000 or less	Sales above \$10,000	Total
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
None	84	72	78
1 or 2	6	17	11
3 or more	2	7	4
None chosen	8	4	7

