



# 2013-2014 Michigan Christmas Trees

There were 27,200 acres in Christmas tree on 560 farms in Michigan on January 1, 2014. Ten operations had 500 acres or more. Seven counties had 1,000 acres or more; they accounted for 59 percent of all acres. The top three species, in order, were Fraser fir, Douglas fir, and Scotch pine, accounting for 60 percent of all acres. There were 1.69 million trees sold in

2013 with a farm level value of nearly \$30.6 million. There were an additional \$4.1 million of sales of wreaths, cut boughs, garlands, and other cut greens. Five percent of operations had agri-tourism activities. Two hundred farms hired workers, providing nearly 2,300 jobs.

**Christmas trees: Acres by species, January 1, 1997-2014**

Species	1997		2000		2005		2014	
	Acres	Percent	Acres	Percent	Acres	Percent	Acres	Percent
Fir								
Balsam	2,100	3.0	2,250	4.2	2,300	5.5	1,300	4.8
Canaan	100	0.1	250	0.5	500	1.2	650	2.4
Concolor	750	1.1	900	1.7	1,100	2.6	1,000	3.7
Douglas	13,600	19.7	10,350	19.2	7,600	18.1	4,450	16.4
Fraser	4,000	5.8	4,700	8.7	7,600	18.1	7,500	27.6
Pine								
Scotch	29,500	42.8	19,000	35.2	9,000	21.4	4,350	16.0
White	1,300	1.9	1,500	2.8	1,450	3.5	1,000	3.7
Spruce								
Black Hills	700	1.0	700	1.3	1,950	4.6	1,950	7.2
Colorado Blue	12,300	17.8	9,750	18.1	6,900	16.4	2,900	10.7
Norway	400	0.6	450	0.8	700	1.7	800	2.9
White	3,200	4.6	3,200	5.9	1,700	4.0	700	2.6
Other	1,050	1.5	950	1.8	1,200	2.9	600	2.2
Michigan	69,000	100.0	54,000	100.0	42,000	100.0	27,200	100.0

**Christmas trees: Number of operations and acres, by size group**

Operation size group	Operations			Acres		
	2000	2005	2014	2000	2005	2014
1 to 4.9 acres <sup>1</sup>			70			220
5 to 9.9 acres	135	145	130	900	950	830
10 to 24.9 acres	325	315	195	5,000	4,750	2,800
25 to 49.9 acres	165	160	80	5,600	5,400	2,600
50 to 99.9 acres	98	90	41	6,800	6,000	2,850
100 to 499.9 acres	91	59	34	16,200	11,400	6,400
500 acres or more	16	11	10	19,500	13,500	11,500
Michigan	830	780	560	54,000	42,000	27,200

<sup>1</sup> Not included in 2000 or 2005.

**Christmas trees: Sales by species, 2013**

Species	Trees		Price per tree		Value of sales	
		<i>Number</i>		<i>Dollars</i>		<i>Dollars</i>
Balsam Fir						
Wholesale		83,000		15		1,245,000
Retail		7,000		38		266,000
Total		90,000		16.8		1,511,000
Canaan Fir						
Wholesale		24,000		17		408,000
Retail		7,000		44		308,000
Total		31,000		23.1		716,000
Concolor Fir						
Wholesale		31,000		19		589,000
Retail		6,000		44		264,000
Total		37,000		23.1		853,000
Douglas Fir						
Wholesale		194,000		16		3,104,000
Retail		11,000		41		451,000
Total		205,000		17.3		3,555,000
Fraser Fir						
Wholesale		710,000		19		13,490,000
Retail		45,000		44		2,115,000
Total		755,000		20.7		15,605,000
Scotch Pine						
Wholesale		362,000		12		4,344,000
Retail		13,000		26		338,000
Total		375,000		12.5		4,682,000
White Pine						
Wholesale		46,000		12		552,000
Retail		5,000		29		145,000
Total		51,000		13.7		697,000
Black Hills Spruce						
Wholesale		40,000		15		600,000
Retail		4,000		36		144,000
Total		44,000		16.9		744,000
Colorado Blue Spruce						
Wholesale		44,000		15		660,000
Retail		20,000		36		720,000
Total		64,000		21.6		1,380,000
Other						
Wholesale		26,000		16.5		430,000
Retail		12,000		34.3		412,000
Total		38,000		22.2		842,000
Michigan						
Wholesale		1,560,000		16.3		25,422,000
Retail <sup>1</sup>		130,000		39.7		5,163,000
Total		1,690,000		18.1		30,585,000

<sup>1</sup> Includes 45,000 trees sold retail-cut and 85,000 trees sold choose and cut.

**Christmas trees: Sales by destination, 2013**

Destination	Trees sold
Michigan	470,000
Other states	1,150,000
Out of United States	70,000
Total	1,690,000

**Christmas trees: Number of operations and acres, by county and MDARD region**

County	Operations			Acres		
	2000	2005	2014	2000	2005	2014
Alcona	5	7	9	280	350	170
Alpena	8	8	10	200	150	160
Antrim	17	16	8	1,200	1,050	530
Arenac	12	6	5	160	110	95
Bay	( <sup>1</sup> )	( <sup>1</sup> )	5	( <sup>1</sup> )	( <sup>1</sup> )	55
Cheboygan	18	15	8	1,000	750	460
Chippewa	4	8	3	170	150	65
Clare	3	4	7	120	80	200
Delta	15	14	13	820	670	380
Dickinson	9	6	3	240	120	15
Emmet	6	5	8	130	120	95
Genesee	12	11	10	200	170	130
Gladwin	4	5	3	130	140	65
Grand Traverse	16	13	8	1,100	550	160
Huron	( <sup>1</sup> )	( <sup>1</sup> )	3	( <sup>1</sup> )	( <sup>1</sup> )	20
Iron	( <sup>1</sup> )	( <sup>1</sup> )	3	( <sup>1</sup> )	( <sup>1</sup> )	30
Isabella	14	12	3	400	430	25
Kalkaska	27	15	13	3,300	1,650	690
Lake	6	6	3	530	250	110
Lapeer	11	10	9	200	250	230
Leelanau	13	13	9	370	380	120
Manistee	27	25	14	2,600	1,900	1,000
Marquette	4	4	3	100	60	20
Mecosta	6	10	4	650	350	140
Menominee	9	13	16	1,800	1,400	470
Midland	5	9	3	150	190	15
Missaukee	40	48	35	6,500	7,200	6,900
Montcalm	25	22	15	3,400	2,600	1,500
Muskegon	12	11	5	350	220	120
Newaygo	14	14	9	1,400	1,200	530
Oceana	55	40	22	4,500	4,000	1,950
Osceola	( <sup>1</sup> )	( <sup>1</sup> )	11	( <sup>1</sup> )	( <sup>1</sup> )	960
Presque Isle	7	4	3	210	170	50
Saginaw	14	12	8	350	340	100
Sanilac	6	6	9	360	350	340
Tuscola	9	6	8	260	190	200
Wexford	41	36	15	7,300	3,800	2,500
Others <sup>1</sup>	102	94	32	5,320	3,060	1,100
Region 1	576	528	355	45,800	34,400	21,700
Allegan	29	21	16	2,500	1,900	1,100
Barry	( <sup>1</sup> )	( <sup>1</sup> )	4	( <sup>1</sup> )	( <sup>1</sup> )	85
Berrien	14	14	6	170	180	100
Branch	( <sup>1</sup> )	( <sup>1</sup> )	5	( <sup>1</sup> )	( <sup>1</sup> )	55
Calhoun	13	12	10	220	200	120
Kalamazoo	9	7	9	210	130	85
Kent	8	9	7	570	370	190
Ottawa	16	12	12	450	310	210
St. Joseph	( <sup>1</sup> )	( <sup>1</sup> )	4	( <sup>1</sup> )	( <sup>1</sup> )	45
Van Buren	17	12	8	750	800	1,050
Others <sup>1</sup>	18	25	6	380	660	210
Region 2	124	112	87	5,250	4,550	3,250
Clinton	8	13	8	160	240	130
Eaton	15	14	12	270	260	150
Hillsdale	6	5	5	250	190	80
Ingham	13	14	13	310	340	220
Jackson	19	16	9	370	360	300
Lenawee	( <sup>1</sup> )	( <sup>1</sup> )	5	( <sup>1</sup> )	( <sup>1</sup> )	45
Livingston	13	11	4	290	210	50
Monroe	5	11	12	130	210	290
Oakland	15	16	14	270	320	190
St. Clair	9	14	8	410	390	210
Shiawassee	3	4	5	50	100	65
Washtenaw	10	11	13	250	250	410
Others <sup>1</sup>	14	11	10	190	180	110
Region 3	130	140	118	2,950	3,050	2,250
Michigan	830	780	560	54,000	42,000	27,200

<sup>1</sup> Not published separately to avoid disclosure of individual operators.

**Christmas trees: Operations by type of sales, 2013**

Type of Sales	Operations	Percent
Wholesale only	105	18.8
Wholesale and retail-cut	20	3.6
Wholesale and choose & cut	20	3.6
Wholesale, retail-cut, and choose & cut	15	2.7
Retail-cut only	50	8.9
Retail-cut and choose & cut	25	4.5
Choose & cut only	175	31.3
No sales	150	26.8
Total	560	100

**Christmas trees: Plans for operation in the next 10 years**

Plan	Percent
Continue current operation	60
Turn over operation to a relative	9
Discontinue sales but keep ownership of acreage	24
Sell the acreage to another grower	3
Sell the acreage for non-agricultural use	3
Other	1

**Christmas trees: Growers reporting that insect control issues affect their business significantly, by type of operation**

Insect control issues	Type of operation <sup>1</sup>			
	Wholesale	Retail-cut	Choose & cut	All <sup>2</sup>
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Do not affect business	47	64	68	67
Do affect business	53	36	32	33
Significant insect control issues for growers responding "Do affect business" (total may exceed 100 percent)				
Gypsy moth certification	63	43	16	41
Availability of effective insecticides on market	51	48	59	55
Uniformity of MDA field inspections	34	43	13	27
Federal quarantines in other states	33	13	7	17
Other	4	4	21	11

<sup>1</sup> Defined by channel through which majority of trees were sold.

<sup>2</sup> Includes operations not categorized because they had no sales.

**Christmas trees: Sources of management information**

Sources	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>
Michigan State University	26	18
Other Universities	0	1
Community College	0	0
Extension Service (AOE)	16	17
Other Christmas Tree Professionals	17	14
Commercial Technical Reps	1	2
Private Consultant	4	3
Michigan Christmas Tree Association	16	12
Other Professional Association	2	2
Other	4	3
None chosen	13	28

**Christmas tree farms with hired workers, by size group, 2013**

Size group	Farms	No. with	Percent	Workers
1 to 9.9 acres	200	40	20.0	115
10 to 24.9 acres	195	65	33.3	365
25 to 99.9 acres	121	55	45.5	590
100 acres or more	44	40	90.9	1,210
Total	560	200	35.7	2,280

**Hired workers on Christmas tree farms by category, 2013**

Category	Workers
Permanent, full time	425
Permanent, part time	80
Seasonal, full time	680
Seasonal, part time	1,095
Total	2,280