

# Nursery, 2003

By Pamela K. Kanagy

Nursery crop producers in Pennsylvania reported a wholesale value of sales totaling \$113.8 million for the year of 2003. This data was gathered from nursery crop producers who responded to the Nursery Production Survey conducted in February 2004. This is the second multi-state survey on nursery production conducted by NASS. It is meant to supplement the more comprehensive Decennial Census of Horticultural Specialites.

The total gross sales for coniferous evergreens was \$27.9 million in the year 2003. Gross sales for Christmas trees, cut and to be cut,

totalled \$13.9 million in the same year. Coniferous evergreens ranked fifth nationally, and Christmas trees ranked fourth nationally for their gross sales. The gross sales in 2003 for propagative material was \$26.6 million. Pennsylvania ranked fifth nationally for the gross sales of propagative material.

There were 559 nursery operations in Pennsylvania for the year 2003. Pennsylvania ranked second nationally for the total production area for nursery crops. There was 2.26 billion square feet of production area in the state.

Pennsylvania: Number of Operations by Reported Gross Value of Sales, 2000 and 2003

Value of Sales	2000	2003
	<i>Number</i>	
\$10,000 - \$99,999	289	406
\$100,000 - \$249,999	56	75
\$250,000 - \$499,999	30	33
\$500,000 - \$999,999	13	19
\$1,000,000 - \$1,999,999	13	9
\$2,000,000 - \$4,999,999	12 <sup>1</sup>	17 <sup>1</sup>
\$5,000,000 - \$9,999,999	1	1
\$10,000,000 or more		
<b>Total</b>	<b>413</b>	<b>559</b>

<sup>1</sup> Highest published sales range contains operations with greater sales to prevent disclosure of individual operations.

Pennsylvania: Nursery Crops - Value of Sales by Category for Operations with \$100,000+ Sales, 2000 and 2003

Category	2000	2003
	<i>1,000 Dollars</i>	
Broadleaf evergreens	7,032	14,064
Coniferous evergreens	28,115	27,858
Deciduous evergreens	8,416	13,785
Deciduous flowering trees	5,461	8,214
Deciduous shrubs and other ornamentals	4,026 <sup>1</sup>	7,405 <sup>1</sup>
Fruit and nut plants		
Christmas trees cut and to be cut	12,406 <sup>1,2</sup>	13,905 <sup>1,2</sup>
Transplants for vegetable and strawberry		
Propagative material	20,608	26,617
<b>Total gross sales</b>	<b>86,064</b>	<b>113,771</b>

<sup>1</sup> Missing data were not included in order to avoid disclosure of individual operations.

<sup>2</sup> Questionnaire wording changed from Transplants for Commercial Truck Crop Production in 2000 to Transplants for Commercial Vegetable and Strawberry Production in 2003.

Pennsylvania: Nursery Crops - Operations & Area in Production for Operations with \$10,000+ Sales, 2000 and 2003

Number of Operations		Total Production Area	
2000	2003	2000	2003
<i>Number</i>		<i>1,000 Square Feet</i>	
413	559	1,489,016	2,259,594

Pennsylvania: Transplants for Commercial Truck Crop Production & Propagation Material or Lining-out Stock - Producers, Sales & Percent Wholesale for Operations with \$100,000+ Sales, 2000 and 2003

Category	Producers		Gross Sales		Percent of Sales at Wholesale	
	2000	2003	2000	2003	2000	2003
	<i>Number</i>		<i>1,000 Dollars</i>		<i>Percent</i>	
Propagation material	33	35	20,608	26,617	80	98
Transplants <sup>1</sup>	-	-	-	-	-	-

<sup>1</sup> Missing data were not included in order to avoid disclosure of individual operations.

Pennsylvania: Christmas Trees, Cut & To Be Cut - Plants Sold, Sales, Percent Wholesale & Intentions January 1 for Operations with \$100,000+ Sales

Category	Year	Producers	Quantity Sold	Gross Sales	Percent of Sales at Wholesale	Number of Trees on Hand Jan 1	Percentage of January 1 Inventory Expected to Sell In:							
							1 year	2 years	3 years	4 years <sup>1</sup>	5 years	6 years	7 years	8 years or later
		<i>Number</i>	<i>1,000 Trees</i>	<i>1,000 Dols.</i>	<i>Percent</i>	<i>1,000 Trees</i>	<i>Percent of Inventory</i>							
Christmas trees, cut and to be cut	2000	70	681	12,406	84	7,463	11	11	11	67	-	-	-	-
	2003	71	723	13,905	87	8,086	7	8	8	9	15	10	16	27

<sup>1</sup> The 2001 percent of inventory expected to sell was only enumerated for years 1, 2, 3 and 4+. In 2004, it was enumerated for years 1, 2, 3, 4, 5, 6, 7, and 8+.

Pennsylvania: Nursery Crops - Plants Sold, Sales, Percent Wholesale and Inventory January 1, for Operations with \$100,000+ Sales

Category	Year	Producers	Quantity Sold	Gross Sales	Percent of Sales at Wholesale	Number of Trees and Plants on Hand Jan 1	Percent of Plants Sold by Category:			
							Bare Root	Balled & Burlap	Container	Other
		<i>Number</i>	<i>1,000 Plants</i>	<i>1,000 Dols.</i>	<i>Percent</i>	<i>1,000 Plants</i>	<i>Percent</i>			
Broadleaf evergreens	2000	38	664	7,032	90	1,802	-	-	-	-
	2003	55	824	14,064	85	1,539	1	33	66	-
Coniferous evergreens	2000	85	1,079	28,115	95	9,422	-	-	-	-
	2003	106	1,108	27,858	90	5,380	-	78	14	8
Deciduous shade trees	2000	53	131	8,416	90	793	-	-	-	-
	2003	79	208	13,785	83	777	2	88	10	-
Deciduous flowering trees	2000	45	69	5,461	94	283	-	-	-	-
	2003	74	149	8,214	74	387	4	77	19	-
Deciduous shrubs	2000	41	316	4,026	89	920	-	-	-	-
	2003	51	822	7,405	82	1,177	-	22	78	-
Fruit and nut plants <sup>1</sup>	2000	-	-	-	-	-	-	-	-	-
	2003	-	-	-	-	-	-	-	-	-
Ornamental grasses <sup>2</sup>	2000	-	-	-	-	-	-	-	-	-
	2003	16	73	472	78	61	-	4	96	-
Other woody ornamentals	2000	-	-	-	-	-	-	-	-	-
	2003	16	156	1,451	91	646	8	-	92	-

<sup>1</sup> Missing data were not included in order to avoid disclosure of individual operations. <sup>2</sup> Ornamental Grasses and Other Woody Ornamentals and Vines were specifically enumerated in 2003. They were included in Deciduous Shrubs and Other Ornamentals in 2000.