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In 2011, the greenhouse and nursery industry ranked 7th in percent of all cash receipts received by agricultural producers in Pennsylvania. The annual Commercial Floriculture Survey measures one portion of this important sector of the agricultural economy.

There were 700 growers in 2012, compared to 709 growers in 2011. The 2012 wholesale value of sales by commercial flower and foliage producers in Pennsylvania totaled \$179.7 million, up 16 percent from 2011. Pennsylvania ranked 8th nationally in wholesale sales of floriculture crops.

All values in the following tables are **wholesale equivalent** value of sales; they were derived by multiplying the average wholesale price by the total quantity sold.

The value of sales at wholesale of total bedding or garden plants for operations with over \$100,000 in sales was \$88 million.

The total covered growing area for Pennsylvania in 2012 was 19.6 million square feet, down only slightly from 2011. Covered growing area included: glass greenhouses, 2.4 million square feet; fiberglass and other rigid greenhouses, 1.8 million square feet; film plastic (single/multi) greenhouses, 15.2 million

square feet; and shade and temporary cover, 276,000 square feet. Growers also used 460 acres of open ground in 2012.

About the Survey: The Commercial Floriculture Survey is conducted annually by USDA's National Agricultural Statistics Service (NASS) in 15 states. It is a "census" of all known operations with more than \$10,000 in floriculture sales. For operations with more than \$100,000 in sales, detailed data is collected about specific varieties.

Data summarized in the tables showing grower numbers and growing area represent all growers having sales of \$10,000 or more.

The results of the survey are available to the public. Associations use these statistics when working with policy makers at the state and national levels. University extension specialists justify research grants and other activities with statistics that describe the size and importance of the industry in each state. Banks and other lending institutions often use the data when evaluating loan applications. Individual producer data is kept strictly confidential and used only in combination with other reports to prepare state and national statistics. Individual information is exempted from disclosure under the Freedom of Information Act.

A special "THANK YOU" to greenhouse operators and floriculture producers who have helped by completing the annual Commercial Floriculture Survey during January and February.

Pennsylvania: Number of Growers, Reported Gross Value of Sales, 2011-2012

Value of Sales	2011	2012
	<i>Number</i>	
\$10,000 - \$19,999	81	85
\$20,000 - \$39,999	134	137
\$40,000 - \$49,999	77	60
\$50,000 - \$99,999	221	213
\$100,000 - \$499,999	155	163
\$500,000 or More	41	42
TOTAL	709	700
	<i>1,000 Dollars</i>	
Expanded wholesale value ¹	155,063	179,737

¹ Wholesale value of sales as reported by growers with \$100,000 or more in sales of floriculture crops plus a calculated wholesale value of sales for growers with sales below \$100,000. The value of sales for growers below the \$100,000 level was estimated by multiplying the number of growers in each size group by the mid-point of each dollar value range.

Pennsylvania: Growing Area by Type of Cover, All Operations with \$10,000+ Sales, 2011-2012

Type of Cover	2011	2012
	<i>Number</i>	
Total number of growers	709	700
	<i>1,000 Square Feet</i>	
Glass greenhouses	1,724	2,392
Fiberglass & other rigid greenhouses	2,012	1,799
Film plastic (single/multi) greenhouses	15,767	15,180
TOTAL GREENHOUSE COVER	19,503	19,371
Shade and temporary cover	201	276
TOTAL COVERED AREA	19,704	19,647
	<i>Acres</i>	
Open ground	558	460