



Annual Greenhouse, Sod and Nursery Survey 2007

FORM 6



CONFIDENTIAL when completed
 This survey is conducted under the authority of the Statistics Act, Revised Statutes of Canada, 1985, c. S-19. Completion of this questionnaire is a legal requirement under the Statistics Act.
Si vous préférez ce questionnaire en français, veuillez cocher

The purpose of this annual survey is to collect information on the production and value of greenhouse products, nursery stock and sod produced in Canada. Your figures are kept strictly confidential and are grouped with others for statistical purposes. The results are publicly released in April and are used by producer associations and governments to assess the economic health of the greenhouse, sod and nursery production industries.

INSTRUCTIONS TO GREENHOUSE/NURSERY/SOD OPERATOR

- This questionnaire is to assist you in answering a telephone survey. Complete this form and keep it by your telephone. An interviewer from Statistics Canada will telephone you between **February 18, 2008 and March 07, 2008** for this information. **DO NOT MAIL** this questionnaire. It is for your records.
- Please answer all questions that apply to your operation.
- Use your records, if possible. Otherwise, enter your best estimate.
- Thank you for your cooperation.

FOR YOUR RECORDS ONLY, DO NOT MAIL

A. REVIEW THE INFORMATION ON THE LABEL. IF ANY INFORMATION IS INCORRECT OR MISSING, PLEASE MAKE THE NECESSARY CORRECTIONS IN THE BOXES BELOW.

AGOP	
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Farm Name (if applicable)

CORP.	
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Corporation Name (if applicable)

MAIN OPERATOR

OPER1				
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Surname or Family Name

Area Code

Telephone

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Usual First Name and Initial

Area Code

FAX

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Description of alternate telephone

Area Code

Telephone

ADR	R.R.	Box No.		
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Number and Street Name

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Postal Code

Post Office (name of city, town or village where mail is received)

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Email Address (if applicable)

PARTNER

OPER2				
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Partner's Surname or Family Name

Area Code

Telephone

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Partner's Usual First Name and Initial

Area Code

FAX

--	--	--	--	--

Location of alternate telephone

Area Code

Telephone

ADR	R.R.	Box No.		
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Number and Street Name

--	--	--	--	--

Postal Code

Post Office (name of city, town or village where mail is received)

Check this box if the address and telephone are the same as main operator.

B.

1. Did you operate a greenhouse, nursery or sod farm in 2007? Yes No (If No, go to Comments on page 8)

2. In 2007, on which of the following operations did you grow products for sale? (check all that apply)

a. Greenhouse (go to Part I)

b. Nursery (go to Part II, page 5)

c. Sod (go to Section R, page 7)

PART I GREENHOUSE OPERATIONS

C. AREA AND MONTHS IN OPERATION

	Code	m ²	Code	Sq. Ft.
3. What was your total greenhouse area in 2007?	200		100	
4. What was your total area under glass in 2007?	201		101	
5. What was your total area under plastic in 2007?	202		102	
6. How many months was your greenhouse in operation in 2007?			103	No.

D. AREA, PRODUCTION AND VALUE OF GREENHOUSE VEGETABLES AND/OR FRUIT - 2007

7. Did you produce and sell greenhouse vegetables and/or fruit in 2007? Exclude bedding plants and plugs and please include the total annual production for all crop planting. See explanatory notes. Yes No (If No, go to Section F)

1kg = 2.2 lbs.

	Code	Area used for production - 2007		Code	Annual Production	Code	Total Sales
		m ²	Sq. Ft.				
Greenhouse tomatoes {	a. beefsteak	301		302	pounds	303	\$
	b. on the vine	304		305	pounds	306	\$
	c. other (specify)	310		311	pounds	312	\$
	d. Total tomatoes	180		183	pounds	186	\$

	Code	Area used for production - 2007		Code	Annual Production	Code	Total Sales
		m ²	Sq. Ft.				
Greenhouse cucumbers {	e. english	313		314	dozens	315	\$
	f. mini cukes	316		317	dozens	318	\$
	g. other (specify)	319		320	dozens	321	\$
	h. Total cucumbers	181		184	dozens	187	\$

	Code	Area used for production - 2007		Code	Annual Production	Code	Total Sales
		m ²	Sq. Ft.				
Greenhouse peppers {	i. orange	322		323	pounds	324	\$
	j. red	325		326	pounds	327	\$
	k. yellow	328		329	pounds	330	\$
	l. other (specify)	331		332	pounds	333	\$
	m. Total peppers	195		196	pounds	197	\$

	Code	Area used for production - 2007		Code	Annual Production	Code	Total Sales
		m ²	Sq. Ft.				
n. Greenhouse lettuce	182			185	heads	188	\$
o. Greenhouse chinese vegetables	986			904	pounds	987	\$
p. Greenhouse herbs	988			905	pounds	989	\$
q. Greenhouse sprouts	990			906	pounds	991	\$
r. Other greenhouse vegetables and/or fruit*	178			Please specify crop name		189	\$

8. **Total value of greenhouse vegetables and/or fruit (sum of codes 186, 187, 197, 188, 987, 989, 991 and 189)** \$

* Note: Include all other vegetables and/or fruit area and sales not listed above in other.

E. SALES OF GREENHOUSE VEGETABLES AND FRUIT

9. Please report your total sales of greenhouse vegetables and fruit (code 190) according to the manner in which they were sold.

- a. Value of sales to domestic wholesalers
- b. Value of sales to mass market chain stores
- c. Value of sales to other greenhouses
- d. Value of exported sales made directly by your firm
- e. Value of direct sales to public from your greenhouse, roadside stand or other retail outlets.
- f. Value of sales to other channels
- g. Total vegetable and fruit sales (sum codes 1010 to 1015.)

Code	Dollars
1010	\$
1011	\$
1012	\$
1013	\$
1014	\$
1015	\$
1016	\$

F. POTTED PLANTS, FINISHED

10A. Did you **produce and sell** potted plants in 2007? (Report hanging baskets under hanging pots.) Yes No (If No, go to Section G)

- a. Azaleas
- b. Geraniums
- c. Lilies
- d. Poinsettias
- e. Chrysanthemums
- f. Tropical foliage and green plants (include ferns, exclude hanging pots)
- g. Hanging pots (foliage)
- h. Hanging pots (spring flowering)
- i. African Violets
- j. Begonias
- k. Crocus
- l. Cyclamen
- m. Daffodil
- n. Dahlia
- o. Exacum
- p. Fuchsia
- q. Gerberas
- r. Heathers
- s. Hibiscus
- t. Hyacinth
- u. Impatiens
- v. Kalanchoe
- w. Miniature Roses
- x. Mumsettias
- y. Orchids
- z. Petunias
- aa. Primula
- ab. Tulips
- ac. Other (please specify)

Code	Total number of pots
160	
161	
162	
163	
164	
165	
167	
166	
252	
253	
254	
255	
256	
257	
258	
260	
261	
262	
263	
264	
265	
266	
267	
268	
269	
270	
271	
272	
177	
276	\$

10B. Total gross sales of finished potted plants

G. CUTTINGS, TREE SEEDLINGS AND OTHER PROPAGATING MATERIAL

11A. Did you **produce and sell** cuttings, tree seedlings and/or propagating material in 2007? (Report ornamental and vegetable bedding plants and plugs in Section H) Yes No (If No, go to Section H)

Cuttings

- a. Chrysanthemum
- b. Poinsettia
- c. Geranium
- d. Carnation
- e. Fuchsia
- f. Herb
- g. Hibiscus
- h. Impatien (only Double and New Guinea)
- i. Tree seedlings/plugs
- j. Other (e.g., other cuttings)

Code	Total number of plants
170	
171	
172	
973	
974	
975	
976	
978	
174	
173	

11B. Total gross sales of cuttings, tree seedlings and other propagating material

179	\$
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H. BEDDING PLANTS AND PLUGS

12. Did you **produce and sell** bedding plants and/or plugs in 2007? (i.e., plugs, cell packs, trays and/or flats) Include plants ready for transplant into gardens, fields by the purchaser, containers and baskets. Yes No (If No, go to Section I)

	Code	Total number of plants
a. Ornamental bedding plants/plugs.....	175	
a1. Total gross sales of ornamental bedding plants/plugs.....	274	\$
b. Vegetable bedding plants/plugs	176	
b1. Total gross sales of vegetable bedding plants/plugs	275	\$

I. CUT FLOWERS

13A. Did you **produce and sell** cut flowers in 2007? (exclude dried cut flowers) Yes No (If No, go to Section J)

	Code	Total number of stems
a. Alstroemeria	150	
b. Carnations, miniatures or sprays	140	
c. Chrysanthemums, standard	141	
d. Chrysanthemums, sprays	142	
e. Daffodils	152	
f. Freesia	145	
g. Gerbera	143	
h. Iris	144	
i. Lilies	153	
j. Roses, except sweetheart types	146	
k. Roses, sweetheart	147	
l. Snapdragons	148	
m. Tulips	149	
n. Anemone	951	
o. Astilbe	952	
p. Aster	953	
q. Brodiaea	954	
r. Bouvardia	955	
s. Orchids	956	
t. Celosia	957	
u. Gentiana	960	
v. Gladiola	961	
w. Liatris	963	
x. Lisianthus	965	
y. Matthiola	966	
z. Montbretia	967	
aa. Phlox	968	
ab. Statice	969	
ac. Other (please specify)	151	
13B. Total gross sales of cut flowers	154	\$

J. SALES OF GREENHOUSE FLOWERS AND PLANTS (NET OF TAXES)

14. Did you **sell** greenhouse cut flowers, potted plants, ornamental/vegetable bedding plants/plugs or propagating material in 2007? Include sales of flowers and plants that your operation produced, imported or purchased from other greenhouses and/or sold for resale. Yes No

Indicate your:

	Code	Dollars
a. Value of sales to retail florists (e.g., flower shops, garden centres)	130	\$
b. Value of sales to domestic wholesalers (including sales through the Dutch Auction Clock System)	131	\$
c. Value of sales to mass market chain stores	132	\$
d. Value of sales to other greenhouses	133	\$
e. Value of exported sales made directly by your firm	134	\$
f. Value of direct sales to the public from your greenhouse, roadside stand or other retail outlets	135	\$
g. Value of sales to government and other public institutions (e.g., municipalities, school boards, provinces)	138	\$
h. Value of sales to other channels	136	\$
15. Total flower and plant sales (sum of codes 130 to 135, 138 and 136)	137	\$

K. PURCHASES (PLANT MATERIAL ONLY)

16. a.	What were your expenses in 2007 on flowers, plants, cuttings, seedlings, seeds and bulbs for growing on ?	123	\$
b.	What percentage of your expenditures in the previous question were purchases from other greenhouses or nurseries within the province ?	126	%
17. a.	What were your expenses in 2007 on flowers, plants, cuttings, seedlings, seeds and bulbs for resale ?	124	\$
b.	What percentage of your expenditures in the previous question were purchases from other greenhouses or nurseries within the province ?	127	%
18.	Total expenditures on plant material (sum of codes 123 and 124)	125	\$

L. LABOUR

This section deals with the number of persons employed by your greenhouse operation in 2007, regardless of the number of weeks worked per year. Exclude those who were hired to perform contract work, landscaping or retailing. Include owners and family workers.

19.	How many full time workers (who worked more than 30 hours per week) worked for your greenhouse operation in 2007?	241	No.
20.	How many part time workers (all other workers) worked for your greenhouse operation in 2007?	242	No.
21.	What was the total number of workers (including owners) who worked for your greenhouse operation in 2007? (sum of codes 241 and 242)	111	No.
22.	What was your total payroll (including owners' salaries) in 2007?	122	\$

M. OTHER EXPENSES AND INVESTMENT

23.	In 2007, what were your total expenditures for:	Code	Dollars
Fuel {	a. Natural gas heating?	115	\$
	b. Heating oil? (i.e. #2 light, #6 bunker, crude, etc.)	116	\$
	c. Other types of heating fuel? (i.e. coal, electricity, wood chips, etc.) (specify)	117	\$
	d. Total fuel used in heating the greenhouse (sum of codes 115, 116 and 117)	121	\$
24.	Crop expenses (include fertilizer, insecticides, fungicides, growing mediums such as peat moss, etc.)?	114	\$
25.	Other operating expenses (interest, taxes, insurance, packaging, repairs, contract work, etc.)?	112	\$
26.	Total operating expenses in 2007 (sum of codes 125, 122, 121, 114 and 112)	113	\$
27.	What is your estimate of the current market value of this greenhouse operation (land, building, equipment and machinery)?	120	\$

PART II NURSERY AND SOD OPERATIONS

N. NURSERY AREA

This section deals with the total area used by your nursery for growing nursery stock.

28.	Will you be reporting area in:	199	1	acres	199	2	hectares	199	3	arpents (Quebec only)
29.	In 2007, what was the area of land owned by your nursery and used for growing nursery stock?	Code	Total Nursery Area	Code	Container Area*					
30.	In 2007, what was the area of land rented by your nursery and used for growing nursery stock?	601		104						
31.	In 2007, what was the total area of land used for growing nursery stock? (sum of codes 601 and 602)	602		105						
		603								

*Note: Container area can be equal to or less than total area.

O. 2007 NURSERY FIELD AND CONTAINER PRODUCTION AND VALUE

32. Did you produce and sell nursery stock in 2007?

Yes No

(If No, go to Section Q)

33A. What was the **FIELD** production and value of nursery stock produced and sold in 2007? Indicate in categories below. (Exclude stock for resale, unsold inventory and landscaping activities)

		Field Production						Value of Plant Sales	
		Number of Plants							
		Code	Balled & Burlapped	Code	Bare Root	Code	Field potted	Code	\$ Farm Gate
Trees	a. Conifer	501		502		503		504	\$
	b. Fruit	505		506		507		508	\$
	c. Shade/Ornamental flowering	509		510		511		512	\$
		Number of Plants				Value of Plant Sales			
		Code	Balled & Burlapped	Code	Bare Root	Code	Field potted	Code	\$ Farm Gate
Shrubs	d. Evergreen (Conifer)	513		514		515		516	\$
	e. Evergreen (Broadleaf)	517		518		519		520	\$
	f. Deciduous (include Roses)	521		522		523		524	\$
		Number of Plants				Value of Plant Sales			
		Code	Balled & Burlapped	Code	Bare Root	Code	Field potted	Code	\$ Farm Gate
	g. Vines	525		526		527		528	\$
	h. Herbaceous perennials	529		530		531		532	\$
	i. Small Fruit	533		534		535		536	\$
	j. Other (specify)	537		538		539		540	\$
								541	\$
k. Total field-grown nursery stock sales (sum codes 504, 508, 512, 516, 520, 524, 528, 532, 536, 540)									

33B. What was the **CONTAINER** production and value of nursery stock produced and sold in 2007? Indicate in categories below. (Exclude stock for resale, unsold inventory and landscaping activities)

		Container Production							Value of Container Sales		
		Number of Containers									
		Code	less than 1 gallon	Code	1 gallon	Code	2 gallon	Code	greater than 2 gallon	Code	\$ Farm Gate
Trees	a. Conifer	401		402		403		404		405	\$
	b. Fruit	406		407		408		409		410	\$
	c. Shade/Ornamental flowering	411		412		413		414		415	\$
		Number of Containers							Value of Container Sales		
		Code	less than 1 gallon	Code	1 gallon	Code	2 gallon	Code	greater than 2 gallon	Code	\$ Farm Gate
Shrubs	d. Evergreen (Conifer)	416		417		418		419		420	\$
	e. Evergreen (Broadleaf)	421		422		423		424		425	\$
	f. Deciduous (include Roses)	426		427		428		429		430	\$
		Number of Containers							Value of Container Sales		
		Code	less than 1 gallon	Code	1 gallon	Code	2 gallon	Code	greater than 2 gallon	Code	\$ Farm Gate
	g. Vines	431		432		433		434		435	\$
	h. Herbaceous perennials	436		437		438		439		440	\$
	i. Annuals, biennials	441		442		443		444		445	\$
	j. Small fruit	446		447		448		449		450	\$
	k. Other (specify)	451		452		453		454		455	\$
l. Total container-grown nursery stock sales (sum codes 405, 410, 415, 420, 425, 430, 435, 440, 445, 450, 455)										456	\$

P. 2007 DOLLAR SALES OF NURSERY STOCK (before sales taxes)

		Code	Dollars
34.	a. In 2007, what was your sales revenue from stock started by your firm or purchased for growing on ? ..	217	\$
	b. What were your sales of stock purchased for resale ? (exclude sales from any landscaping activities) ..	218	\$
35.	a. Total dollar sales of nursery stock in 2007 (sum of codes 217 and 218)	219	\$
	b. What percentage of these sales was container grown?	215	%
36.	Please report your total sales of nursery stock (as reported in Question 35a) according to the manner in which they were sold:		
	a. Value of direct sales to the public	220	\$
	b. Value of fruit stock sold directly to growers	221	\$
	c. Value of nursery stock sold to landscape contractors	222	\$
	d. Value of nursery stock sold to garden centres	223	\$
	e. Value of nursery stock sold to mass merchandisers (chain stores)	224	\$
	f. Value of nursery stock sold to other growers	225	\$
	g. Value of exported sales made directly by your firm	226	\$
	h. Value of sales to public agencies (e.g., municipalities, school boards, provinces)	227	\$
	i. Value of sales to other channels (e.g., forestry firms)	228	\$
37.	Total dollar sales of nursery stock in 2007 (sum of codes 220 to 228).	229	\$

Note: code 229 must equal 219

Q. NURSERY PURCHASES (PLANT MATERIAL ONLY) (before sales taxes)

38. In 2007, did you purchase any ornamental or fruit nursery stock, bedding plants, seedlings/cuttings and/or bulbs?

Yes No (If No, go to Section R)

		Code	Dollars
39.	What were your expenses in 2007 on nursery stock for growing on ?	230	\$
40.	What were your expenses in 2007 on nursery stock for resale ?	231	\$
41.	a. Total expenses on nursery stock in 2007 (sum of codes 230 and 231)	232	\$
	b. What percentage of these expenditures were purchased from other nurseries or greenhouses within your province ?	233	%

PLEASE ENSURE THAT YOU HAVE COMPLETED SECTIONS "P" & "Q", EVEN IF YOU PURCHASED NURSERY STOCK FOR RESALE AND DID NOT GROW ANY YOURSELF.

R. LABOUR (SOD AND NURSERY OPERATIONS)

This section deals with the number of persons employed by your nursery and/ or sod operation in 2007, regardless of number of weeks worked per year. Exclude those who were hired to perform contract work, landscaping or retailing. Include owners and family workers.

		Code	
42.	How many full time workers (who worked more than 30 hours per week) worked for your nursery and/or sod operation in 2007?.....	708	No.
43.	How many part time workers (all other workers) worked for your nursery and/or sod operation in 2007?	212	No.
44.	What was the total number of workers (including owners) who worked for your nursery and/or sod operation in 2007? (sum of codes 708 and 212)	214	No.
45.	What was your total payroll (including owners' salaries) in 2007?.....	216	\$

S. SOD

46. Did you grow or sell sod in 2007? Yes No (If No, go to Section T)

	Code	Area
47. What was the total area of sod under cultivation on owned or rented land in 2007?	631	
48. What area of sod was grown and sold in 2007?	632	
a. What was your gross revenue from all sod grown for sale in 2007?.....	634	\$
49. a. What were your expenses on sod purchased for resale in 2007? (before sales taxes)	633	\$
b. What percentage of these expenditures were purchased from other sod farms within your province ? (before sales taxes)	635	%
50. What was your gross revenue from all sod purchased for resale in 2007?	636	\$

T. TOTAL SALES

51. Please calculate the total dollar sales of nursery stock and sod, (sum of codes 229, 634 and 636) \$

AGREEMENT TO SHARE INFORMATION

Note to residents of Newfoundland and Labrador, New Brunswick, Ontario, Manitoba, Saskatchewan and British Columbia:

To avoid duplication of enquiry this survey is conducted under a co-operative agreement with the Newfoundland and Labrador Department of Forest and Agri-Food, the New Brunswick Ministry of Agriculture and Rural Development, the Ontario Ministry of Agriculture, Food and Rural Affairs, the Manitoba Agriculture and Food, the Saskatchewan Department of Agriculture and the British Columbia Ministry of Agriculture and Fisheries pursuant to Section 12 of the Statistics Act (SC 1985, Chap. S19). Address any comments or questions to the Agriculture Division, Statistics Canada, Ottawa, Ontario, K1A 0T6.

Do you agree to share this information? Yes No

To residents of Quebec:

To avoid duplication of enquiry, this survey is conducted under a co-operative agreement to share information in accordance with Section 11 of the Statistics Act, with Statistics Canada and Institut de la statistique du Québec.

COMMENTS:

Office Use Only

2007 ANNUAL GREENHOUSE, SOD AND NURSERY SURVEY- EXPLANATORY NOTES

The purpose of the enclosed questionnaire is to gather information about the GREENHOUSE, SOD and NURSERY industries in Canada. These explanatory notes are provided to answer any questions you may have while completing this survey. If your operation is involved in "service" related activities such as landscape contracting or laying sod, please exclude the figures related to the non-agricultural portion of your operation from the attached survey.

PART I: GREENHOUSE OPERATIONS

Section C- Area and months in operation

Question C3: Report only the area under glass and/or plastic (refer to questions C4 and C5 below).

Exclude: area surrounding the greenhouse(s), i.e. nursery, retail garden centre, wheat field, etc.

Question C4: Include fibreglass and plexiglass.

Question C5: Include all other types of enclosed protection used for growing plants, i.e. rigid insulation, mine shafts, barns, shelters with glass sides and a plastic roof.

Question C6: Exclude months when operator was not actively growing plants i.e. fumigation period.

Section D- Area, Production and Value of Greenhouse Vegetables and/or Fruit- 2007

Question D7: Report edible product ready to consume.

Exclude: bedding plants, plugs, tobacco, ginseng, asparagus or mushrooms.

Lettuce- Report production in HEADS.

Cucumber- Report production in DOZENS.

Multiple crop plantings:

If you produced multiple crop plantings of the *same* greenhouse vegetable/fruit in the *same* greenhouse space, report area only once, but report all production and value (i.e. if 1000 ft² were used for the 1st tomato crop planting producing 2000 lbs and the same area was used for the 2nd tomato crop planting producing 1500 lbs- report 1000 ft² and 3500 lbs.).

If you produced multiple crop plantings of *two or more* greenhouse vegetables in the *same* greenhouse space, use the following format (i.e. if you use 2000 ft² to grow tomatoes for your 1st crop and switch to cucumbers ½ way through the summer (using the same space, 2000 ft²), you should report your total area as 4000 ft² (2000 ft² for tomatoes and 2000 ft² for cucumbers).

Please report OTHER greenhouse vegetables and/or fruit (not listed in questions 7a-q) in 7r.

Section E- Sales of Greenhouse Vegetables and Fruit

Question E9: Please report which avenues you sold your vegetables and fruit through, be it wholesalers, mass market chain stores, through the export market, to the public, etc.

Section F- Potted Plants, Finished

Question F10A: Please report the number of potted plants you *grew and sold from your greenhouse*. Please report Canadian production of ornamental potted plants only. If your potted plant is not listed, specify your pots under *OTHER* by writing the type of potted plant in the space provided along with the number of pots grown and sold.

For the purpose of this survey, the term "**hanging pots- foliage or spring flowering**" refers to any type of hanging basket (plastic, peat moss, wicker, ceramic, etc.)

Exclude: resale merchandise (plants that were bought and resold immediately without much care or maintenance), nursery stock (potted fall mums grown and sold from a nursery or potted shrubs such as Azaleas or Heather), lilies grown in a field and Christmas trees sold in pots

Question F10B: Report value of all greenhouse potted plants *grown and sold* by your greenhouse (exclude resale).

Section G- Cuttings, Tree Seedlings and Other Propagating Material

Question G11A: Report your propagating material i.e. greenhouse grown cuttings (rooted or vegetative), tree seedlings/plugs (exclude nursery product) and any other cuttings you *grew and sold* (exclude resale).

Exclude: ornamental and vegetable bedding plants/plugs (**this material should be reported in section H**)

Section H- Bedding Plants and Plugs

Questions H12a, a1, H12b, b1: Report total number of seedlings sold in cell packs, trays and/or flats and seedlings ready for transplant into gardens, fields, containers, baskets, pots or larger cell packs by the purchaser (exclude resale).

Section I- Cut Flowers

Exclude: resale, dried cut flowers and cut flowers grown and cut from the field

Section J- Sales of Greenhouse Flowers and Plants

Question J14: Report all sales of flowers and plants that were either, produced and sold by your operation, and/or imported or bought within Canada and resold immediately **and** revenue from "renting out" plants in sales to other channels

Exclude: non-plant material such as garden centre products (i.e. fertilizer, peat moss, vermiculite, soil, seeds, etc.)

Section K- Purchases (Plant Material Only)

Question K16a: Report purchases for *growing on* (starting a plant/seedling in your greenhouse by caring and maintaining for it by seeding, transplanting, fertilizing, etc. until it becomes a sellable product).

Exclude: flowers, plants, cuttings, seedlings, seeds, and bulbs purchased for *resale* (refer to question **K17a** for definition)

Question K16b: Only the **percentage of expenditures*** on plant material used for *growing-on* purchased from other greenhouses, nurseries, wholesalers or other channels from **within your province** should be reported in this question.

Question K17a: Report purchases for *resale* (buying and selling a plant within a short time period with minimal maintenance).

Question K17b: Only the **percentage of expenditures*** on plant material for *resale* purchased from other greenhouses, nurseries, wholesalers or other channels from **within your province** should be reported in this question.

*If you operate both a greenhouse and a nursery, please provide only the greenhouse portion of expenditures on the plant material in this section. Please refer to the section on nursery for your nursery expenditures.

Section L- Labour

Questions L19 & L20: Only employees involved in the growing, maintaining and harvesting of greenhouse vegetables and plants should be listed here.

Include: the labour of the owner and family help

Exclude: all labour used for retailing, clerical help and contract work (i.e. truck driver, landscaper)

Question L22: If you operate both a greenhouse and a nursery, please provide the labour, wages and benefits for the greenhouse portion only in this section. See the nursery section for questions related to nursery labour and wages.

Include: paid benefits such as medical insurance, workers compensation, employment insurance, and pension plans

Exclude: wages and benefits paid to employees involved in retail, clerical help and contract work (i.e. truck driver, landscaper)

Section M- Other Expenses & Investment

Question M23: Please specify whether you used natural gas, heating oil or another type of fuel, such as wood or electricity. Please write in the name of the other fuel you used. Please report your total fuel expense under code 121*

Question M24: What were your crop expenses on fertilizer, insecticide, fungicide and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam and sawdust?

Question M25: Report any remaining operating business expenses including interest, taxes, insurance, packaging, pots, tags, repairs and contract work.

Question M26: Report total operating expenses here (sum of codes 125, 122, 121, 114 and 112).

Question M27: Give your best estimate of the current market value of this greenhouse operation.

Include: the price you would expect to receive if your greenhouse land, buildings, equipment & machinery were sold.

Exclude: the price of land, buildings, equipment or machinery used for anything other than growing greenhouse plants

*Note- codes 115, 116 and 117 should equal code 121

PART II: NURSERY AND SOD OPERATIONS

Please exclude from this portion of the questionnaire Christmas tree sales and figures relating to the greenhouse portion (if applicable) of your operation (see PART I: GREENHOUSE NOTES).

Section N- Nursery Area

Questions N29 and N30: Only land used for growing and/or maintaining nursery stock during 2007 should be included in land owned or rented. Report nursery container area (any plant sold in a container from your nursery) in code 104 (owned) and code 105 (rented).

Section O- 2007 Nursery Field and Container Production and Value

Nursery Stock FIELD Production and Value- 2007

Question O33A: Please report any field-grown trees, shrubs, vines, perennials, small fruit and any other field-grown nursery stock PRODUCED AND SOLD and a corresponding dollar value for each category.

Include: all balled and burlapped, bare root and field potted stock

Exclude: resale, container-grown nursery stock (report in O33B), Christmas trees (without the root system intact), greenhouse production, unsold inventory, value received for landscaping services

Nursery Stock CONTAINER Production and Value- 2007

Question O33B: Please report any container-grown trees, shrubs, vines, perennials, annuals/biennials, small fruit and any other container-grown nursery stock PRODUCED AND SOLD and a corresponding dollar value for each category.

Include: report all container sizes (less than 1 gallon, 1 gallon, 2 gallon and/or greater than 2 gallon)

Exclude: resale, field-grown nursery stock (report in O33A), Christmas trees (without the root system intact), greenhouse production, unsold inventory, value received for landscaping services

Section P- 2007 Dollar Sales of Nursery Stock (before sales taxes)

Question P34a: Growing-on- starting a plant/seedling on your nursery operation by caring and maintaining through seeding, transplanting, fertilizing, etc. until it becomes a sellable product (codes 541 + 456 = 217)

Question P34b: Resale- the process of buying a tree, shrub, plant, seed, seedling, cutting, etc. and selling it within a short time period with minimal care or maintenance

Question P35a: Report TOTAL SALES of nursery stock in 2007 here (codes 217 + 218 = 219*)

Question P35b: Include the percentage of sales of containerized stock (container-grown for a minimum of one growing season), whether grown-on or for resale.

Question P36i: Include revenue from rentals, sales to brokers & seedling forestry firms

*code 219 must also equal code 229

Section Q- Nursery Purchases (Plant Material Only)

Question Q39: Enter the dollar value of stock purchased specifically for growing-on.

Question Q40: Enter the dollar value of stock purchased specifically for immediate resale and not for cultivation purposes.

Question Q41b: The total percentage should reflect only those expenditures on nursery stock from within your province.

Section R- Labour (Sod and Nursery Operations)

Questions R42 to R43: Labour full and part-time

Include: the number of workers in your operation involved in growing, maintaining and harvesting nursery stock and/or sod, regardless of the number of weeks worked per year.

Exclude: labour for retail services (sales clerks in garden centres, labour for contract work, laying sod, landscaping or installing shrubs at client's homes).

Question R45: Total Payroll

Include: benefits such as medical insurance, worker's compensation, employment insurance, pension plans as well as owners, management and family members' salaries.

Exclude: wages for retail or contract work not related to the nursery and/or sod operation

Section S- Sod

Question S48a: Report all revenue from all sod grown for sale

Question S49a: Report all sod purchased specifically for immediate resale and not cultivated by your firm.