



Annual Greenhouse, Sod and Nursery Survey 2005

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 May 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

1. 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 20 and March 10** for this information. **DO NOT MAIL** this questionnaire. It is for your records.
2. Please answer all questions that apply to your operation.
3. Use your records, if possible. Otherwise, enter your best estimate.
4. 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

Farm Name (if applicable)

CORP.

Corporation Name (if applicable)

MAIN OPERATOR

OPER1 Surname of Family Name Area Code Telephone

Usual First Name and Initial Area Code FAX

Description of alternate telephone Area Code Telephone

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

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

Email Address (if applicable)

PARTNER

OPER2 Partner's Surname or Family Name Area Code Telephone

Partner's Usual First Name and Initial Area Code FAX

Location of alternate telephone Area Code Telephone

ADR R.R. Box No. 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.

D/E. SALES DISTRIBUTION CHANNELS

28. Please report your total sales of greenhouse fruit and vegetables (sum of codes 190 and 811) 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 potted plants in 2005? (Report hanging baskets under Hanging pots.)

Yes No (If No, go to Section G)

- a. Azaleas
- b. Geraniums (potted only)
- c. Lilies
- d. Poinsettias
- e. Chrysanthemums
- f. Tropical foliage and green plants (include ferns, exclude hanging pots)
- g. Hanging pots (foliage)
- h. Hanging pots (outdoor)
- 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	
168	
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 cuttings, tree seedlings and/or propagating material in 2005? (Exclude plugs)

Yes No (If No, go to Section H)

- a. Chrysanthemums
- b. Poinsettias
- c. Geraniums
- d. Tree seedlings
- e. Carnations
- f. Fuchsia
- g. Herb Cuttings
- h. Hibiscus
- i. Impatiens (only Double and New Guinea)
- j. Others (e.g., cuttings)

Code	Total number of plants
170	
171	
172	
174	
973	
974	
975	
976	
978	
173	
179	\$

11B. Total gross sales of Cuttings, Tree Seedlings and Other Propagating Material

H. BEDDING PLANTS

12. Did you produce bedding plants in 2005? (i.e., plugs, cell packs, trays and/or flats) (Include plants ready for transplant into gardens or fields by the purchaser) Yes No (If No, go to Section I)

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

I. CUT FLOWERS

13A. Did you produce cut flowers in 2005? (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. PURCHASES (PLANT MATERIAL ONLY)

14. a. What were your expenses in 2005 on flowers, plants, cuttings, 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 %

15. a. What were your expenses in 2005 on flowers, plants, cuttings, 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 %

16. Total expenditures on plant material (sum of codes 123 and 124) 125 \$

K. LABOUR

This section deals with the number of persons employed by your greenhouse operation in 2005, excluding those who were hired to perform contract work, landscaping and retailing. Include owners and family workers.

- 17. How many full time workers (who worked more than 30 hours per week) worked for your greenhouse operation in 2005?.....
- 18. How many part time workers (all other workers) worked for your greenhouse operation in 2005?.....
- 19. What was the total number of workers (including owners) who worked for your greenhouse operation in 2005? (sum of codes 241 and 242).....
- 20. What was your total payroll (including owners' salaries) in 2005?

Code	
241	No.
242	No.
111	No.
122	\$

L. OTHER EXPENSES AND INVESTMENT

In 2005 what were your:

- 21. Total expenditures on fuel used in heating the greenhouse operation
- a. Total expenditures for Natural gas heating
- b. Total expenditures for Heating oil
- c. Total expenditures for other types of heating fuel (specify)
- 22. Other greenhouse operating expenses (include fertilizer, insecticides, fungicides, growing mediums such as peat moss, etc.) in 2005?
- 23. Other operating expenses (interest, taxes, insurances, packaging, repairs, contract work, etc.) in 2005?
- 24. Total operating expenses in 2005? (sum of codes 125, 122, 121, 114 and 112)
- 25. What is your estimate of the current market value of this greenhouse operation (land, building, equipment and machinery)?

Code	Dollars
121	\$
115	\$
116	\$
117	\$
114	\$
112	\$
113	\$
120	\$

M. SALES OF FLOWERS AND PLANTS (NET OF TAXES)

- 26. Did you sell greenhouse cut flowers, container plants, bedding plants, vegetable plants or root cuttings in 2005?
(Include the sales of material purchased for resale) Yes No

Indicate your:

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

Code	Dollars
130	\$
131	\$
132	\$
133	\$
134	\$
135	\$
138	\$
136	\$
137	\$

PART II NURSERY AND SOD OPERATIONS

O. NURSERY

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

- 29. Will you be reporting area in:

199	1
-----	---

 acres

199	2
-----	---

 hectares

199	3
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 arpents (Quebec only)

	Code	Field Area	Code	Container Area
30. In 2005, what was the area of land owned by your nursery and used for growing nursery stock?.....	601		104	
31. In 2005, what was the area of land rented by your nursery and used for growing nursery stock ?	602		105	
32. In 2005, what was the total area of land used for growing nursery stock? (sum of codes 601 and 602)	603			

P. LABOUR (SOD AND NURSERY OPERATIONS)

This section deals with the number of persons employed by your nursery and/ or sod operation in 2005, excluding those who were hired to perform contract work, landscaping and retailing. Include owners and family workers.

- 33. How many full time workers (who worked more than 30 hours per week) worked for your nursery and/or sod operation in 2005?.....
- 34. How many part time workers (all other workers) worked for your nursery and/or sod operation in 2005?
- 35. What was the total number of workers (including owners) who worked for your nursery and/or sod operation in 2005? **(sum of codes 708 and 212)**
- 36. What was your total payroll (including owners' salaries) in 2005?

Code	
708	No.
212	No.
214	No.
216	\$

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

37. In 2005, did you purchase any ornamental or fruit nursery stock, bedding plants and/or bulbs?

Yes 500 1 No 500 2 (If No, go to Section R)

- 38. What were your expenses in 2005 on nursery stock for growing on?
- 39. What were your expenses in 2005 on nursery stock for resale?
- 40. a. Total expenses on nursery stock in 2005 **(sum of codes 230 and 231)**
- b. What percentage of these expenditures were purchased from other nurseries or greenhouses within your province? 233 %

Code	Dollars
230	\$
231	\$
232	\$

R. 2005 DOLLAR SALES OF NURSERY STOCK (before sales taxes)

41. Did you sell nursery stock in 2005?

Yes 600 1 No 600 2 (If No, go to Section S)

- 42. a. In 2005, what was your sales revenue from stock started by your firm, or purchased and grown on?
- b. What were your sales of stock purchased for resale? (exclude sales from any landscaping activities)
- 43. a. Total dollar sales of nursery stock in 2005 **(sum of codes 217 and 218)**
- b. What percentage of these sales was container grown? 215 %

Code	Dollars
217	\$
218	\$
219	\$

44. Please report your total sales of stock (as reported in Question 43a) according to the manner in which they were sold:

- a. Value of direct sales to the public
- b. Value of fruit stock sold directly to growers
- c. Value of nursery stock sold to landscape contractors (include the value of stock you may have used in landscape construction and maintenance contracts)
- d. Value of nursery stock sold to garden centres
- e. Value of nursery stock sold to mass merchandisers (chain stores)
- f. Value of nursery stock sold to other growers
- g. Value of exported sales made directly by your firm
- h. Value of sales to public agencies (e.g., municipalities, school boards, provinces)
- i. Value of sales to other channels (e.g., forestry firms)

220	\$
221	\$
222	\$
223	\$
224	\$
225	\$
226	\$
227	\$
228	\$
229	\$

45. Total dollar sales of nursery stock in 2005 **(sum of codes 220 to 228), Note: code 229 must equal 219** ...

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

S. SOD

46. Did you grow or sell sod in 2005? 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 2005?	631	
48. What area of sod was grown and sold in 2005?	632	
a. What was your gross revenue from all sod grown for sale in 2005?	634	\$
49. a. What were your expenses on sod for resale in 2005? (before sales taxes)	633	\$
b. What percentage of these expenditures were purchased from other sod farms within your province? (before sales taxes)	635	<input type="text"/> %
50. What was your gross revenue from all sod purchased for resale in 2005?	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 l'Institut de la statistique du Québec.

COMMENTS: Office Use Only

For information only

2005 ANNUAL GREENHOUSE, SOD AND NURSERY SURVEY

Explanatory notes

The purpose of the enclosed questionnaire is to gather information about the GREENHOUSE, SOD AND NURSERY industry in Canada. These explanatory notes are provided to answer any questions you may have and to help you complete the survey document.

If your operation is involved in non-agricultural activities such as retail sales, landscape contracting or laying sod, please exclude the figures related to the non-agricultural portion of your operation from this questionnaire.

PART I: GREENHOUSE OPERATIONS

Section C: Area and months in operation:

Question C4: What was your total area under glass in 2005?

o Include under glass - fiberglass or plexiglass.

Question C5: What was your total area under plastic in 2005?

o Include under plastic - other types of protection such as rigid insulation, mine shafts or greenhouses with glass circumference and a plastic roof.

Section D: Area, Farm Value & Production of Greenhouse Vegetables.

Questions D7a to D7k. Did you produce and sell greenhouse tomatoes, cucumbers, lettuce, peppers or other greenhouse vegetables in 2005?

For example, if you produced multiple crop plantings for greenhouse tomatoes, use the following format. If 1000 sq. ft. were used for the first crop plantings (of tomatoes) with production of 2000 pounds and 1000 sq. ft. for the second crop plantings (of tomatoes) with production of 2000 pounds - report 1000 sq. ft. (of tomatoes) and production of 4000 pounds (of tomatoes). If you used 2000 sq. ft. to grow lettuce for your first crop and for your second crop used the same area for cucumbers, you should report your total area as 4000 sq. ft. (2000 sq. ft. lettuce and 2000 sq. ft. cucumbers). Use the same format for tomatoes, cucumbers, lettuce and peppers as required. If you report leaf, boston, romaine or iceberg lettuce, count each plant as a HEAD of lettuce.

Question D7e to D7k.

o Include under OTHER GREENHOUSE VEGETABLES - broccoli, brussel sprouts, Chinese vegetables, cauliflower, herbs and sprouts, (READY TO EAT).

o Exclude: fruit, tobacco, vegetable plants, plugs and/or herbs used for transplant, ginseng, asparagus, mushrooms.

Section D/E: Sales Distribution Channels:

Questions 28a to 28g.

Report your total sales according to the manner in which they were sold.

Section E: Area, Farm Production and Value of Greenhouse Fruit

Questions E9a to E9e. Did you produce any greenhouse fruit for sale in 2005?

Determine the area, production and value for fruit produced in the greenhouse. For Other Greenhouse Fruit -include any other fruits you produced and sold from your greenhouse.

Section F: Potted Plants - FINISHED.

Questions F10. Did you produce potted plants in 2005?

For the purpose of this survey, only your Canadian production should be reported.

o Include: non-edible ornamental potted plants.

o Exclude: Christmas trees sold in pots.

For the purpose of this survey the term "hanging pots" includes hanging baskets (wicker). Also include: peat moss, plastic and/or ceramic pots.

Section G: Cuttings, Tree Seedlings and Other Propagating Material.

Plants (or sections of plants) capable of developing into a greater number of plants or spreading out and affecting a greater area.

Section H: Bedding Plants.

Questions 12a & b. Did you produce ornamental and/or vegetable bedding plants in 2005?

o Include: vegetable and herb plants that are not yet edible products.

o Exclude: vegetable and herb plants which are to be transplanted on the greenhouse operation.

Section I: Cut Flowers.

Question 113. Did you produce cut flowers?

o Exclude: dry cut flowers.

Report all other cut flowers and the total number of stems produced in "OTHER".

Section J: Purchases (Plant Material Only).

Question 14a. What were your expenses in 2005 for plant material for growing on?

o Include: flowers, cuttings, seeds and bulbs that are to be used for growing on by your operation.

o Exclude: flowers, cuttings, seeds and bulbs for resale.

Question 14b. What percentage of expenditures in the previous question was purchased from other greenhouses or nurseries within the province?

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 15a. What were your expenses in 2005 on flowers, plants, cuttings, seeds and bulbs for resale?

o Include: flowers, cuttings, seeds, and bulbs that were bought specifically for resale.

Question 15b. What percentage of your expenditures in the previous question was purchased from other greenhouses or nurseries within the province?

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 plant material in this section. Please refer to the section on nursery for your nursery expenditures.

Section K: Labour.

Questions K17 & 18. How many full and/or part time workers (including owner) worked for your firm in 2005?

Only employees involved in the growing, maintaining and harvesting of greenhouse plants and vegetables should be listed here.

- o Include: the labour of the owner and family help.
- o Exclude: all labour used for retailing, clerical help and contract work.

Question K20. Payroll: What was your total payroll in 2005?

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 referring to labour and wages.

- o Include: paid benefits such as medical insurance, worker's compensation, employment insurance and pension plans.
- o Exclude: wages and benefits paid to employees involved in retail, contract work or clerical work.

Section L: Other Expenses & Investment.

Question L22. Other crop expenses in 2005.

o Include: fertilizers, insecticides, fungicides, growing mediums (peat moss, vermiculite, perlite, sand, Styrofoam, sawdust, etc.).

Question L23. Other operating expenses in 2005.

o Include: utility bills (phone, lights), interest, taxes, insurances, packaging, repairs and contract work.

Question L25. What is your estimate of the current market value of this greenhouse operation?

The price you would expect to receive if your land, buildings, equipment and machinery were sold today.

Section M: Sales of Flowers and Plants.

Questions M26a to M26h. Did you sell cut flowers, container plants, bedding plants, vegetable plants and/or rooted cuttings in 2005?

- o Include: sales of greenhouse products that your operation produced, imported or purchased from other greenhouse operations and sold. Revenue from renting out plants in "value of sales to other channels".

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 GREENHOUSE NOTES, PART I).

Section O: Nursery.

Questions O30 to O32. What was the area of land owned or rented and used for growing nursery stock?

Only land used for growing and/or maintaining nursery stock during 2005 should be included in land owned or rented.

Section P: Labour (Nursery and Sod Operations).

Questions P33 to P34. How many full and/or part time workers (including owner) worked for your firm in 2005?

- o Include: the number of workers in your operation involved in growing, maintaining and harvesting nursery stock and/or sod.
- o Exclude: labour for retail (sales clerks in garden centers) or labour for contract work (i.e. laying sod, landscaping or installing shrubs at client's homes).

Question P36. What was your total payroll, including owners' salaries, in 2005?

- o Include: benefits such as medical insurance, worker's compensation, employment insurance, pension plans as well as owners, management and family members salaries.
- o Exclude: wages for retail or contract work not related to the nursery and/or sod operation.

Section Q: Nursery Purchases (Plant Material Only).

Question Q38. What were your expenses in 2005 on nursery stock for growing on?

"Growing on" is the term used by operators when stock is cultivated outside for the purpose of growing it to greater proportions. Enter the dollar value of stock purchased specifically for growing on.

Question Q39. What were your expenses in 2005 on nursery stock for resale?

- o Include the purchase of stock material for immediate resale without growing on.
- Enter the dollar value of stock purchased specifically for resale and not for cultivation purposes.

Question Q40b. What percentage of these expenditures were purchased from other nurseries or greenhouses within the province?

The total percentage recorded here, should only reflect those expenditures on nursery stock from within your province.

Section R: 2005 Dollar Sales of Nursery Stock (before sales taxes).

Question 43b. What percentage of these sales were container grown?

- o Include in the percentage, sales of containerized stock regardless of how long the stock has been grown in containers or whether the containerized stock is grow-on or for resale.

Question 44i. Value of sales to other channels.

- o Include: revenue from rentals, sales to brokers & forestry firms (seedlings).

Section S: Sod

Question 49a. What were your expenses for sod for resale in 2005, (before sales taxes)?

- o Include: all sod purchased specifically for immediate resale and not cultivated by your firm.