

# Annual Greenhouse, Sod and Nursery Survey 2011

**CONFIDENTIAL when completed.**

*Si vous préférez ce questionnaire en français, veuillez cocher . . . . .*

**If necessary**, please make address label corrections in the boxes below for the main operation and on the second page for the operators (please print).

C0001 Farm Name (if applicable)  
 \_\_\_\_\_

C0002 Corporation Name (if applicable)  
 \_\_\_\_\_

C0004 Address (number and street)  
 \_\_\_\_\_

C0005 City  
 \_\_\_\_\_

C0006 Province / Territory C0007 Postal Code  
 \_\_\_\_\_

## GENERAL INFORMATION

This information is collected under the authority of the *Statistics Act, Revised Statutes of Canada, 1985, Chapter S-19.*  
**COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.**

### Purpose of this survey

The purpose of this annual survey is to collect information on the production and value of greenhouse products, nursery stock, sod and Christmas trees 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.

### Confidentiality

**Your answers are confidential.**

Statistics Canada is prohibited by law from releasing any information it collects which could identify any person, business, or organization, unless consent has been given by the respondent or as permitted by the *Statistics Act*. The confidentiality provisions of the *Statistics Act* are not affected by either the *Access to Information Act* or any other legislation. Therefore, for example, the Canada Revenue Agency cannot access identifiable survey records from Statistics Canada.

Information from this survey will be used for statistical purposes and will be published in aggregate form only.

### Record linkages

To enhance the data from this survey, Statistics Canada may combine it with information from other surveys and/or administrative sources.

### Your participation is important

Your participation is vital to ensuring that the information collected in this survey is accurate and comprehensive as it will be used for programs to assist growers.

## 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 **January 9, 2012 and January 29, 2012** 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**

## MAIN OPERATOR

C0028	Surname or Family Name	C0008	Usual First Name and Initial		
	<input type="text"/>		<input type="text"/>		
C0017	Telephone Number	C0016	Fax Number	C0506	Other Telephone Number
	<input type="text"/>		<input type="text"/>		<input type="text"/>
C0504	Number and Street Name				
	<input type="text"/>				
C0507	Post Office (name of city, town or village where mail is received)	C0512	Province	C0510	Postal Code
	<input type="text"/>		<input type="text"/>		<input type="text"/>
C0018	Email Address (if applicable)				
	<input type="text"/>				

## PARTNER

C0601	Surname or Family Name	C0603	Usual First Name and Initial		
	<input type="text"/>		<input type="text"/>		
C0600	<input type="checkbox"/> Check this box if the address and telephone number is the same as main operator.				
C0602	Telephone Number	C0604	Fax Number	C0606	Other Telephone Number
	<input type="text"/>		<input type="text"/>		<input type="text"/>
C0609	Number and Street Name				
	<input type="text"/>				
C0611	Post Office (name of city, town or village where mail is received)	C0612	Province	C0610	Postal Code
	<input type="text"/>		<input type="text"/>		<input type="text"/>

## PARTNER

C0701	Surname or Family Name	C0703	Usual First Name and Initial		
	<input type="text"/>		<input type="text"/>		
C0700	<input type="checkbox"/> Check this box if the address and telephone number is the same as main operator.				
C0702	Telephone Number	C0704	Fax Number	C0706	Other Telephone Number
	<input type="text"/>		<input type="text"/>		<input type="text"/>
C0709	Number and Street Name				
	<input type="text"/>				
C0711	Post Office (name of city, town or village where mail is received)	C0712	Province	C0710	Postal Code
	<input type="text"/>		<input type="text"/>		<input type="text"/>

## PART I – TYPE OF PRODUCTION

1. Did you **grow** greenhouse, nursery, sod products or Christmas trees in 2011?

C1000 1  Yes

3  No → **Go to comments on page 13**

2. Which of the following products did you **grow** in 2011? (*check all that apply*)

(a) Greenhouse products (vegetables, fruits, flowers and plants)

C1001  **Go to Part II**

(b) Nursery products or Christmas trees (trees and plants)

C1002  **Go to Part III, page 9**

(c) Sod

C1003  **Go to Part IV, page 12**

FOR INFORMATION ONLY

## PART II – GREENHOUSE OPERATIONS (See explanatory notes)

### C. AREA AND NUMBER OF MONTHS OF OPERATION

3. Will you be reporting your greenhouse area in:

C2063 1  Square feet

2  Square metres

**(Exclude non heated covering tunnels)**

4. What was your greenhouse area under glass in 2011?

C0101

5. What was your greenhouse area under poly-film in 2011?

C2008

6. What was your greenhouse area under rigid plastic, fibreglass or other enclosed areas in 2011?

C0102

7. **What was your total greenhouse area in 2011?**

C0100

8. How many months was your greenhouse in operation in 2011?

C0103  
No.

## GREENHOUSE VEGETABLES AND FRUITS

9. Did you **grow and sell** vegetables or fruits in 2011? (exclude vegetable bedding plants)

C1001 1  Yes 3  No → Go to Question 12

### D. AREA, PRODUCTION AND VALUE OF GREENHOUSE VEGETABLES AND FRUITS - 2011

10. Report area, production and sales of greenhouse vegetables and fruits in 2011 in the table below.

	Area	Production	Value of sales	Reporting in			
				kg	lbs	dozen	heads
a. Greenhouse tomatoes	C0180	C0183	C0186 \$	C1024	1 <input type="radio"/>	2 <input type="radio"/>	
b. Greenhouse cucumbers	C0181	C0184	C0187 \$	C1025	1 <input type="radio"/>	2 <input type="radio"/>	3 <input type="radio"/>
c. Greenhouse peppers	C0195	C0196	C0197 \$	C1026	1 <input type="radio"/>	2 <input type="radio"/>	
d. Greenhouse lettuce	C0182	C0185	C0188 \$	C1027	1 <input type="radio"/>	2 <input type="radio"/>	4 <input type="radio"/>
e. Other greenhouse vegetables or fruits (please specify) C0992 <input type="text"/>	C0178		C0189 \$				
<b>f. Total area and gross sales of vegetables and fruits</b>	C2009		C0190 \$				

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### E. SALES OF GREENHOUSE VEGETABLES AND FRUITS (before sales tax)

11. Report your total sales (Code C0190) according to the manner in which they were sold.

	%	OR	'000 CAN \$
a. Sales to domestic wholesalers	C1010 <input type="text"/> <input type="text"/> <input type="text"/> %	C1010_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
b. Sales to mass market chain stores	C1011 <input type="text"/> <input type="text"/> <input type="text"/> %	C1011_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
c. Sales to other greenhouses	C1012 <input type="text"/> <input type="text"/> <input type="text"/> %	C1012_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
d. Exported sales made directly by your firm	C1013 <input type="text"/> <input type="text"/> <input type="text"/> %	C1013_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
e. Sales to the public from your greenhouse, roadside stand or other outlets	C1014 <input type="text"/> <input type="text"/> <input type="text"/> %	C1014_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
f. Sales to other channels	C1015 <input type="text"/> <input type="text"/> <input type="text"/> %	C1015_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
<b>g. Total vegetable and fruit sales (code C1016 = C0190)</b>	C1016 <input type="text"/> <input type="text"/> <input type="text"/> %	C1016_1 \$	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

## GREENHOUSE FLOWERS AND PLANTS

12. Did you **grow and sell** flowers or plants in 2011? (include bedding plants)

C1003 1  Yes 3  No → Go to Section K

### F. INDOOR AND OUTDOOR POTTED PLANTS, FINISHED PRODUCTS

13. Did you **produce and sell** potted plants in 2011?

C1004 1  Yes 3  No → Go to Question 15

14. INDOOR POTTED PLANTS	Total number of pots
a. Azaleas	C0160 <input type="text"/>
b. Lilies	C0162 <input type="text"/>
c. Poinsettias	C0163 <input type="text"/>
d. African Violets	C0252 <input type="text"/>
e. Tropical Foliage and green plants (include ferns, exclude hanging pots)	C0165 <input type="text"/>
f. Gerberas	C0261 <input type="text"/>
g. Miniature Roses	C0267 <input type="text"/>
h. Orchids	C0269 <input type="text"/>
i. Kalanchoe	C0266 <input type="text"/>
j. Chrysanthemums (potted mums)	C2067 <input type="text"/>
k. Primula	C0271 <input type="text"/>
l. Cyclamen	C0255 <input type="text"/>
m. Tulips	C0272 <input type="text"/>
n. Indoor Hanging Pots	C2010 <input type="text"/>
o. Other indoor plants	C2011 <input type="text"/>
<b>OUTDOOR POTTED PLANTS</b>	
p. Begonias	C0253 <input type="text"/>
q. Chrysanthemums (garden)	C0164 <input type="text"/>
r. Geraniums (in pots only)	C0161 <input type="text"/>
s. Impatiens	C0265 <input type="text"/>
t. Petunias	C0270 <input type="text"/>
u. Herbaceous Perennials	C2068 <input type="text"/>
v. Argyranthemum	C2069 <input type="text"/>
w. Outdoor Hanging Pots	C2013 <input type="text"/>
x. Other outdoor plants in pots	C2014 <input type="text"/>
<b>y. Total potted plants (indoor and outdoor) produced and sold</b>	C2015 <input type="text"/>
<b>z. Total gross sales of finished potted plants</b>	C0276 <input type="text"/>

FOR INFORMATION ONLY

## G. CUTTINGS AND TREE SEEDLINGS

15. Did you **produce and sell** cuttings or tree seedlings in 2011?

C1005 1  Yes

3  No → **Go to Question 17**

16. **CUTTINGS OR TREE SEEDLINGS**

**Total number of plants**

a. Chrysanthemums

C0170

b. Poinsettias

C0171

c. Geraniums

C0172

d. Impatiens (only double and New Guinea)

C0978

e. Other cuttings

C0173

**f. Total cuttings produced and sold**

C2018

g. Tree seedlings produced and sold

C0174

**h. Total gross sales of cuttings and tree seedlings**

C0179  \$

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## H. VEGETABLE AND ORNAMENTAL BEDDING PLANTS (transplants)

17. Did you **produce and sell** bedding plants in 2011?

Include plants ready for transplant by the purchaser into gardens, fields, containers and baskets.

C1006 1  Yes

3  No → **Go to Question 18**

**Total number of plants**

**a. Total number of ornamental bedding plants**

C0175

**b. Total gross sales of ornamental bedding plants**

C0274  \$

**c. Total number of vegetable bedding plants**

C0176

**d. Total gross sales of vegetable bedding plants**

C0275  \$

## I. CUT FLOWERS

18. Did you **produce and sell** cut flowers in 2011?  
*(Exclude dried cut flowers)*

C1007 1  Yes

3  No → **Go to Question 20**

### 19. CUT FLOWERS

### Total number of stems

a. Alstroemeria	C0150	<input type="text"/>
b. Chrysanthemums (Standard & sprays)	C2017	<input type="text"/>
c. Daffodils	C0152	<input type="text"/>
d. Freesia	C0145	<input type="text"/>
e. Gerbera	C0143	<input type="text"/>
f. Iris	C0144	<input type="text"/>
g. Lilies	C0153	<input type="text"/>
h. Roses	C2018	<input type="text"/>
i. Snapdragons	C0148	<input type="text"/>
j. Tulips	C0149	<input type="text"/>
k. Lisianthus	C0965	<input type="text"/>
l. Other cut flowers	C0151	<input type="text"/>
<b>m. Total stems produced and sold</b>	C2019	<input type="text"/>
<b>n. Total gross sales of cut flowers</b>	C0154	<input type="text"/>

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## J. DISTRIBUTION OF SALES FOR GREENHOUSE FLOWERS AND PLANTS ONLY (before sales tax)

		Sales	
20.	Please report your total sales of flowers and plants.		
a.	Sales values of flowers and plants produced in your greenhouse (sum of codes C0276, C0179, C0274, C0275 and C0154)	C2070 \$	
b.	Excluding values reported in question 20a, what is the value of your <b>immediate</b> resale of plants and flowers (include sales of flowers that your operation imported or purchased from other greenhouses for resale).	C2071 \$	
<b>c. Total sales of flowers and plants from your operation (sum of 20a + 20b).</b>		C0137 \$	

21. Report your total sales (code C0137), according to the manner in which they were sold.

	% of Sales	OR	'000 CAN \$
a. Sales to retail florists (e.g., flower shops, garden centres)	C0130 %	C0130_1 \$	
b. Sales to domestic wholesalers (including Dutch Auction Clock System)	C0131 %	C0131_1 \$	
c. Sales to mass market chain stores	C0132 %	C0132_1 \$	
d. Sales to other greenhouses	C0133 %	C0133_1 \$	
e. Exported sales made directly by your firm	C0134 %	C0134_1 \$	
f. Sales made directly to the public from your greenhouse or road side stands	C0135 %	C0135_1 \$	
g. Sales to government and other public institutions (e.g., municipalities, school boards or provinces)	C0138 %	C0138_1 \$	
h. Sales to other channels	C0136 %	C0136_1 \$	

## K. PLANT MATERIAL PURCHASES (before sales tax)

If you operate both a greenhouse and a nursery and are unable to provide a breakdown of expenditures of plant material or labour separate from your greenhouse and nursery, you will be able to report your values together during the interview.

22.	a. What were your total expenses in 2011 on flowers, plants, cuttings, seedlings, seeds or bulbs for <b>growing on</b> ?	C0123 \$	
	b. What <b>percentage</b> of your expenditures reported in the previous question were purchases from other greenhouses or nurseries <b>within your province</b> ?	C0126	%

23. Did you buy flowers, plants, cuttings, seedlings, seeds or bulbs in 2011 for **immediate resale**?

C1008 1  Yes

3  No → Go to Question 25

24.	What were your expenses in 2011 on flowers, plants, cuttings, seedlings, seeds and bulbs for <b>immediate resale</b> ?	C0124 \$	
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25.	<b>Total expenditures on plant material in 2011 (sum of codes C0123 and C0124)</b>	C0125 \$	
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## L. LABOUR

Please include owners and family workers in the following labour questions.

26. How many seasonal workers did your greenhouse employ (less than 8 months) in 2011?	C2022 No.	<input type="text"/>
27. How many permanent workers (full-time and part-time) did your greenhouse employ (8 months and more) in 2011?	C2023 No.	<input type="text"/>
28. Total number of greenhouse employees (C2022 + C2023)	C0111 No.	<input type="text"/>
29. What was your total payroll (including owners' salaries) in 2011?	C0122 \$	<input type="text"/>

## M. OTHER GREENHOUSE EXPENSES

		Dollars
30. Fuel expenses		
a. Natural Gas	C0115 \$	<input type="text"/>
b. Heating oil	C0116 \$	<input type="text"/>
c. Other types of heating fuel (i.e. coal, wood chips) (Please specify) <small>C0993</small>	C0117 \$	<input type="text"/>
d. Total fuel expenses in 2011 (sum of codes C0115, C0116 and C0117)	C0121 \$	<input type="text"/>
31. Electricity (lighting, airflow fans and heating)	C2024 \$	<input type="text"/>
32. Other crop expenses (include fertilizer, pesticides, growing mediums, irrigation and pollination expenses; exclude plant material purchases)	C0114 \$	<input type="text"/>
33. Other operating expenses (interest, land taxes, insurance, packaging, repairs to farm buildings, machinery, agricultural equipment and vehicles and contract work)	C0112 \$	<input type="text"/>
34. Total operating expenses in 2011 (sum of codes C0125, C0122, C0121, C2024, C0114 and C0112)	C0113 \$	<input type="text"/>

## PART III – NURSERY OPERATIONS (See explanatory notes)

35. Did you **cut and sell** Christmas trees that were grown on this operation in 2011?  
C1009 1  Yes 3  No → **Go to Question 38**

36. Will you report Christmas tree area in: C2025 1  acres 2  hectares 3  arpents

37. Report your area, production and sales of Christmas trees cut on your operation.  (Include naturally established or planted areas, regardless of stage of growth, that are pruned or managed with the use of fertilizer or pesticides.)	<b>Total Area</b>	C2026 <input type="text"/>
	<b>Cut trees</b>	C2027 No. <input type="text"/>
	<b>Dollars</b>	C2028 \$ <input type="text"/>

Christmas tree producers that did not grow nursery products, go to question 45.

## N. NURSERY OPERATIONS

38. Did you **grow or sell** nursery products in 2011?

C1017 1  Yes

3  No → Go to Question 56

39. Will you report your nursery area in: C0199 1  acres 2  hectares 3  arpents

40. Please include land owned or rented in the following questions.

**Area**

a. Field area used for growing nursery stock in 2011

C0603

b. Container area used for growing nursery stock in 2011

C2029

c. What was your total area used for growing nursery stock in 2011?  
(sum of codes C0603 and C2029)

C2030

41. Did your nursery operation use a cold frame or non heated covering tunnels for production?

C2031 1  Yes

3  No

## O. PRODUCTION AND SALES OF FIELD AND CONTAINER GROWN NURSERY STOCK

42. Report your nursery field and container production and sales in 2011 (exclude stock sold for resale, unsold inventory, Christmas trees and landscaping activities)

If any plants produced in the nursery operation were not sold in 2011, go to Question 43b.

	Field Grown Number of plants	Container Grown Number of plants
a. Trees - Conifer	C2032 <input type="text"/>	C2043 <input type="text"/>
b. Trees - Fruit	C2033 <input type="text"/>	C2044 <input type="text"/>
c. Trees - Shade/Ornamental	C2034 <input type="text"/>	C2045 <input type="text"/>
d. Shrubs - Evergreen, Conifer	C2035 <input type="text"/>	C2046 <input type="text"/>
e. Shrubs - Evergreen, Broadleaf	C2036 <input type="text"/>	C2047 <input type="text"/>
f. Shrubs - Deciduous (include Roses)	C2037 <input type="text"/>	C2048 <input type="text"/>
g. Vines	C2038 <input type="text"/>	C2049 <input type="text"/>
h. Perennials, Annuals	C2039 <input type="text"/>	C2050 <input type="text"/>
i. Small fruit bushes (eg. raspberry bush)	C2040 <input type="text"/>	C2051 <input type="text"/>
j. Tree Seedlings	C2041 <input type="text"/>	C2052 <input type="text"/>
k. Other	C2042 <input type="text"/>	C2053 <input type="text"/>
<b>l. Total gross sales of field and container grown nursery stock</b>	C0541 <input type="text"/> \$	C0456 <input type="text"/> \$

## P. SALES OF NURSERY STOCK (before sales tax)

		Sales	
43.	a. What were your total nursery sales for stock started by your firm or purchased for <b>growing on</b> in 2011? (sum of codes C0541 and C0456)	C0217 \$	<input type="text"/>
	b. What were your total nursery sales of stock purchased for <b>immediate resale</b> in 2011? (exclude sales from landscaping activities).	C0218 \$	<input type="text"/>
	<b>c. Total dollar sales of nursery stock in 2011 (sum of codes C0217 and C0218)</b>	C0219 \$	<input type="text"/>

44. Report your total sales (code C0219) according to the manner in which they were sold.

	% of sales	'000 CAN \$
a. Direct sales to the public	C0220 <input type="text"/> %	C0220_1 \$ <input type="text"/>
b. Fruit stock sold to fruit growers	C0221 <input type="text"/> %	C0221_1 \$ <input type="text"/>
c. Nursery stock sold to landscape contractors	C0222 <input type="text"/> %	C0222_1 \$ <input type="text"/>
d. Nursery stock sold to garden centres	C0223 <input type="text"/> %	C0223_1 \$ <input type="text"/>
e. Nursery stock sold to mass merchandisers (chain stores)	C0224 <input type="text"/> %	C0224_1 \$ <input type="text"/>
f. Nursery stock sold to other growers	C0225 <input type="text"/> %	C0225_1 \$ <input type="text"/>
g. Exported sales made directly by your firm	C0226 <input type="text"/> %	C0226_1 \$ <input type="text"/>
h. Sales to public agencies (municipalities, school boards, provinces)	C0227 <input type="text"/> %	C0227_1 \$ <input type="text"/>
i. Sales to other channels (e.g. forestry firms)	C0228 <input type="text"/> %	C0228_1 \$ <input type="text"/>

## Q. NURSERY PURCHASES OF PLANT MATERIAL (before sales tax)

45. In 2011 did your nursery operation purchase any ornamental or fruit trees, nursery stock, bedding plants, seedlings, cuttings or bulbs?  
 C1018 1  Yes  
 3  No → **Go to Question 50**

46.	a. What were your expenses in 2011 on plant material for <b>growing on</b> ?	C0230 \$	<input type="text"/>
	b. What <b>percentage</b> of your expenditures reported in the previous question were purchases from other greenhouses or nurseries <b>within your province</b> ?	C2054	<input type="text"/> %

47. Did you buy nursery stock for **immediate resale** in 2011?

C1020 1  Yes  
 3  No → **Go to Question 49**

48.	What were your expenses in 2011 on nursery stock for <b>immediate resale</b> ?	C0231 \$	<input type="text"/>
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49.	<b>Total expenses on plant material in 2011 (sum of codes C0230 and C0231)</b>	C0232 \$	<input type="text"/>
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## R. LABOUR AND TOTAL OPERATING EXPENSES FOR NURSERY OPERATION ONLY

Please include owners and family workers in the following labour questions.

50. How many seasonal workers did your nursery operation employ (less than 8 months) in 2011? C2055  
No.

51. How many permanent workers (full-time and part-time) did your nursery operation employ (8 months and more) in 2011? C2056  
No.

52. Total number of nursery employees (C2055 + C2056) C0214  
No.

53. What was your total payroll (including owners' salaries) in 2011? C0216  
\$

54. What were your other nursery operating expenses in 2011? (Include fertilizer, pesticides, land taxes, interest, insurance, repairs, fuel, electricity, irrigation and pollination expenses. Exclude plant material purchases and labour costs.) C2057  
\$

55. What were your total operating expenses in 2011? (sum of codes C0232, C0216 and C2057) C2064  
\$

## PART IV – SOD OPERATIONS (See explanatory notes)

### S. AREA AND SALES OF SOD

56. Did you **grow** sod in 2011?

C1021

1  Yes

3  No → Go to page 13

57. Will you report your area of sod grown in: C1022 1  acres 2  hectares 3  arpents

Area

58. a. What was your total sod area grown in 2011? C0631

b. How much of your total sod area was **grown for sale** in 2011? C0632

59. What was your gross revenue from sod **grown for sale** on your operation in 2011? C0634  
\$

60. Did you buy sod for **immediate resale** in 2011?

C1023

1  Yes

3  No → Go to Question 63

61. a. What were your expenses on sod **for immediate resale** in 2011? (before sales tax) C0633  
\$

b. What **percentage** of your expenditures reported in the previous question were **purchases** from other sod farms **within your province**? C0635  %

62. What was your gross revenue from sod **purchased for immediate resale** in 2011? (before sales tax) C0636  
\$

63. Total sod sales (sum of codes C0634 + C0636) C2075  
\$

FOR INFORMATION ONLY

## T. LABOUR AND TOTAL OPERATING EXPENSES FOR SOD OPERATIONS ONLY

Please include owners and family workers in the following labour questions.

64. How many seasonal workers did your sod operation employ (less than 8 months) in 2011? C2058  
No.

65. How many permanent workers (full-time and part-time) did your sod operation employ (8 months and more) in 2011? C2059  
No.

66. Total number of sod employees (sum of codes C2058 + C2059) C2073  
No.

67. What was your total payroll (including owners' salaries) in 2011? C2060  
\$

68. What were your other operating expenses for your sod operation in 2011? (Include fertilizer, pesticides, land taxes, interest, insurance, repairs, fuel, electricity and irrigation expenses. Exclude sod purchases and labour costs.) C2061  
\$

69. What were your total operating expenses for your sod operation in 2011? (sum of codes C0633, C2060 and C2061) C2065  
\$

FOR INFORMATION ONLY

Data-sharing agreements

To avoid duplication of enquiry, Statistics Canada has entered into data-sharing agreements with provincial statistical agencies, which must keep the data confidential and use them only for statistical purposes. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

**Section 11** of the *Statistics Act* provides for the sharing of information with provincial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide the same information, consent is not requested and farm operations may not object to the sharing of their data.

For this survey, there are **Section 11** agreements with the provincial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta and British Columbia.

The shared data will be limited to information pertaining to farm operations located within the jurisdiction of the respective province.

**Section 12** of the *Statistics Act* provides for the sharing of information with federal and provincial government organizations. Under Section 12, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician at the address below. Please specify the name of the survey and the organizations with which you do not want to share your data.

Statistics Canada  
Chief Statistician  
R. H. Coats Building, 26th Floor, Section A  
100 Tunney's Pasture Driveway  
Ottawa, Ontario K1A 0T6

For this survey, there are **Section 12** agreements with the Department of Natural Resources Forestry and Agrifoods Agency of Newfoundland and Labrador, the Prince Edward Island Statistical Agency, the New Brunswick Agriculture and Aquaculture department, the Ontario Ministry of Agriculture, Food and Rural Affairs, the Manitoba Department of Agriculture, Food and Rural Initiatives, the Saskatchewan Ministry of Agriculture and the British Columbia Ministry of Agriculture and Lands.

For agreements with provincial government organizations, the shared data will be limited to information pertaining to farm operations located within the jurisdiction of the respective province.

## COMMENTS

C0129

C0130

C0131

## 2011 ANNUAL GREENHOUSE, SOD AND NURSERY SURVEY – EXPLANATORY NOTES

The purpose of the enclosed questionnaire is to gather information about the GREENHOUSE, SOD, NURSERY and CHRISTMAS TREE 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 II: GREENHOUSE OPERATIONS

#### Section C – Area and Months in Operation

**Note:**

The area and plants (including **vegetable plugs**) covered by cold frames or covering tunnels **SHOULD NOT BE** included in the greenhouse section of the survey. This is not considered to be part of the greenhouse area. A cold frame is not a greenhouse.

**Question C4:** Report only the area under glass.

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

**Question C5:** Report total area under poly-film or polyethylene. Poly film is a thick, **flexible**, translucent material that is used to build the greenhouse walls and roof.

**Question C6:** Include all other types of enclosed protection used for growing plants, i.e. rigid insulation, mine shafts, barns, shelters. Report poly-film plastic area in C5.

**Question C8:** Exclude months when operator was not actively growing plants i.e. fumigation period.

#### Section D – Area, Production and Value of Greenhouse Vegetables and Fruit – 2011

**Question D10:** Report edible produce ready to consume.

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

**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 ft<sup>2</sup> were used for the 1<sup>st</sup> tomato crop planting producing 2000 lbs and the same area was used for the 2<sup>nd</sup> tomato crop planting producing 1500 lbs- report 1000 ft<sup>2</sup> 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 ft<sup>2</sup> to grow tomatoes for your 1<sup>st</sup> crop and switch to cucumbers ½ way through the summer [using the same space, 2000 ft<sup>2</sup>], you should report your total area as 4000 ft<sup>2</sup> [2000 ft<sup>2</sup> for tomatoes and 2000 ft<sup>2</sup> for cucumbers]).

**Please report OTHER greenhouse vegetables and fruit (not listed in questions 10a-d) in 10e.**

#### Section E – Sales of Greenhouse Vegetables and Fruit (before sales tax)

**Question E11:** 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 – Indoor and Outdoor Potted Plants, Finished Products

**Question F14:** Please report the number of potted plants you **grew and sold from your greenhouse**. Please report Canadian production of ornamental finished potted plants only.

For the purpose of this survey, the term “**hanging pots**” 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.

#### Section G – Cuttings and Tree Seedlings

**Question G16:** Report your propagating material i.e. greenhouse grown cuttings (rooted or vegetative), tree seedlings (exclude nursery product grown in cold frame or non heated tunnel) and any other cuttings you **grew and sold** (exclude resale).

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

#### Section H – Vegetable and Ornamental Bedding Plants (transplants)

**Questions H17a, H17b, H17c, H17d:** Report total number of bedding plants sold in cell packs, trays or flats 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 – Distribution of Sales for Greenhouse Flowers and Plants (before sales tax)

**Question J20a :** Refers to all sales of plants and flowers cultivated inside the greenhouse. The value reported should be equal to the sum of sales values reported as potted plant sales, cuttings and tree seedling sales, bedding plant sales and cut flowers sales.

**Question J20b :** Refers to sales of plants and flowers that have been purchased for immediate resale. These plants and flowers are usually sold within a short time period with minimal maintenance. Some operations could purchase plants and flowers for immediate resale in order to attract customers with a larger diversity of products inside their stand. Plant material purchases for resale will be reported later inside section K (Question 24).

**Question J20c:** Report all sales of flowers and plants that were either, produced and sold by your operation, or imported or bought within Canada and resold immediately **and** revenue from “renting out” plants in sales to other channels.

**Question J21 :** Report total flower and plant sales reported in question J20c by the manner in which they were sold (type of market). Respondents can report sales in dollars or in a percentage. The sum of values reported inside each category should equal total sales reported in cell **C0137** or should be equal to 100 percent.

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

## Section K – Plant Material Purchases (before sales tax)

**\* If you operate both a greenhouse and a nursery and are unable to provide a breakdown of expenditures of plant material or labour separate from your greenhouse and nursery, you will be able to report your values together during the interview.**

**Question K22a:** 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 **immediate resale** (refer to question **K24** for definition).

**Question K22b:** 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 K24:** Report expenses for **immediate resale** (buying and selling a plant within a short time period with minimal maintenance).

## Section L – Labour

**Questions L26 & L27:** Only employees involved in the growing, maintaining and harvesting of greenhouse vegetables, fruits and plants should be reported 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 L29:** If you operate both a greenhouse and a nursery, please provide the labour, wages and benefits for the greenhouse portion only in this section.

**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 Greenhouse Expenses

**Question M30:** Please specify whether you used natural gas, heating oil or another type of fuel, such as wood or coal. Please write in the name of the other fuel you used. Please report your total fuel expense under code **C0121\***.

**Question M32:** Include crop expenses on fertilizer, pesticides and growing mediums such as soil, peat moss, vermiculite, perlite, sand, styrofoam, sawdust, pollination and irrigation.

**Question M34:** Report total operating expenses here (sum of codes **C0125, C0122, C0121, C2024, C0114** and **C0112**).

**Exclude:** the cost of land purchases, buildings, equipment or machinery.

**\*Note:** The total of **C0115, C0116** and **C0117** should equal code **C0121**.

## PART III: NURSERY OPERATIONS

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

**Question 37: For Christmas Trees,** report naturally established or planted areas, regardless of stage of growth, that are pruned or managed with the use of fertilizer or pesticides.

## Section N – Nursery Area

**Question N40:** Only land used for growing or maintaining nursery stock during 2011 should be included. Report nursery container area (any plant sold in a container from your nursery) in code **C2029** and field area in code **C0603**.

**Question N41:** The area and plants (including **vegetable plugs**) covered by cold frames or covering tunnels should be reported in the nursery section of the survey. This is not considered to be part of the greenhouse area.

## Section O – Production and Sales of Field and Container Grown Nursery Stock

### Question O42:

#### FIELD GROWN

Please report any **field-grown** trees, shrubs, vines, perennials, small fruit trees and any other field-grown nursery stock PRODUCED AND SOLD.

**Include:** All balled and burlapped, bare root and field potted stock.

**Exclude:** Resale, container-grown nursery stock, Christmas trees (without the root system intact), greenhouse production, unsold inventory, value received for landscaping services.

#### CONTAINER GROWN

Please report any **container-grown** trees, shrubs, vines, perennials, small fruit trees and any other container-grown nursery stock PRODUCED AND SOLD.

**Include:** All container sizes (less than 1 gallon, 1 gallon, 2 gallons and/or greater than 2 gallons).

**Exclude:** Resale, field-grown nursery stock, Christmas trees (without the root system intact), greenhouse production, unsold inventory, value received for landscaping services.

## Section P – 2011 Sales of Nursery Stock (before sales tax)

### Question P43a:

**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 **C0541** + **C0456** = **C0217**).

### Question P43b:

**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 P43c:

Report TOTAL SALES of nursery stock in 2011 here (codes **C0217** + **C0218** = **C0219\***)

### Question P44i:

Include revenue from rentals, sales to brokers & forestry firms.

## Section Q – Nursery Plant Purchases

**Question Q46:** Enter the dollar value of stock purchased specifically for **growing on**.

**Question Q48:** Enter the dollar value of stock purchased specifically for **immediate resale** and not for cultivation purposes.

## Sections R and T Labour (Nursery and Sod Operations)

### Questions R50, R51, T64 and T65:

#### Permanent and Seasonal workers

**Include:** the number of workers in your operation involved in growing, maintaining and harvesting nursery stock and/or sod.

**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 R53 and T67:

#### 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.

## PART IV: SOD OPERATIONS

### Section S – Sod

**Question S59:** Report all revenue from all sod **grown for sale**.

**Question S61a:** Report all sod purchased specifically for **immediate resale** and not cultivated by your firm.