

Annual Greenhouse, Sod and Nursery Survey 2010

Accuracy of reported data is important as it will be used for programs to assist growers.

FORM 6



CONFIDENTIAL when completed
 Collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S19.
 Completion of this questionnaire is a legal requirement under the *Statistics Act*.

La version française de ce questionnaire est disponible.

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

- 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 10, 2011 and January 30, 2011** 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

Review the information on the label. If any information is incorrect or missing, please make the necessary corrections in the boxes below.

FRM	[Grid for Farm Name (if applicable)]											
Farm Name (if applicable)												
CORP	[Grid for Corporation Name (if applicable)]											
Corporation Name (if applicable)												
NA 1	[Grid for Surname or Family Name]										[Area Code]	[Telephone]
Surname or Family Name										Area Code	Telephone	
[Grid for Usual First Name and Initial]												
Usual First Name and Initial												
ADR	[R.R.]	[Box No.]	[Grid for Number and Street Name]									
[R.R.]	[Box No.]	Number and Street Name										
[Postal Code]		[Grid for Post Office (name of city, town or village where mail is received)]										
Postal Code		Post Office (name of city, town or village where mail is received)										
EML	[Grid for Email Address (if applicable)]											
Email Address (if applicable)												
NA 3	[Grid for Partner's Name (if applicable)]										[Area Code]	[Telephone]
Partner's Name (if applicable)										Area Code	Telephone	
NA 4	[Grid for Partner's Name (if applicable)]										[Area Code]	[Telephone]
Partner's Name (if applicable)										Area Code	Telephone	

PART I - TYPE OF PRODUCTION

1. Did you **grow** greenhouse, nursery, sod products or Christmas trees in 2010? Yes No (If no, go to comments on page 13)
2. Which of the following products did you **grow** in 2010? (check all that apply)
- a. Greenhouse products (vegetables, fruits, flowers and plants) (Go to Part II)
- b. Nursery products and Christmas trees (trees and plants) (Go to Part III, page 6)
- c. Sod (Go to Part IV, page 9)

PART II - GREENHOUSE OPERATIONS (See explanatory notes)

C. AREA AND NUMBER OF MONTHS OF OPERATION

3. Will you be reporting your greenhouse area in: Square feet Square metres
(Exclude non heated covering tunnels.)
- | | | |
|---|------|-----|
| 4. What was your total greenhouse area under glass in 2010? | Code | |
| 5. What was your total greenhouse area under poly-film in 2010? | 2008 | |
| 6. What was your total greenhouse area under rigid plastic, fibreglass or other enclosed areas in 2010? | 102 | |
| 7. What was your total greenhouse area in 2010? | 100 | |
| 8. How many months was your greenhouse in operation in 2010? | 103 | No. |

GREENHOUSE VEGETABLES AND FRUITS

9. Did you **grow and sell** vegetables or fruits in 2010? (exclude vegetable bedding plants) Yes No (If no, go to Question 12)

D. AREA, PRODUCTION AND VALUE OF GREENHOUSE VEGETABLES AND FRUITS - 2010

10. Report area, production and sales of greenhouse vegetables and fruits in 2010 in the table below

Will you be reporting production in: kg lbs dozen heads

	Code	Area	Code	Production	Code	Value of sales
a. Greenhouse tomatoes	180		183		186	\$
b. Greenhouse cucumbers*	181		184		187	\$
c. Greenhouse peppers	195		196		197	\$
d. Greenhouse lettuce*	182		185		188	\$
e. Other greenhouse vegetables or fruits (please specify)	178				189	\$
f. Total area and gross sales of vegetables and fruits	2009				190	\$

* Mini cucumbers and mixed green salad can be reported in pounds or kilograms.

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

11. Report your total sales (Code 190) according to the manner in which they were sold.

Will you be reporting sales in: C2066 \$ %

Code	\$ or % of sales
1010	
1011	
1012	
1013	
1014	
1015	
1016	

- a. Sales to domestic wholesalers
- b. Sales to mass market chain stores
- c. Sales to other greenhouses
- d. Exported sales made directly by your firm
- e. Sales to the public from your greenhouse, roadside stand or other outlets
- f. Sales to other channels
- g. Total vegetable and fruit sales (code 1016 = 190)

GREENHOUSE FLOWERS AND PLANTS

12. Did you grow and sell flowers or plants in 2010? (include bedding plants)

Yes No (If no, go to Section K)

F. INDOOR AND OUTDOOR POTTED PLANTS, FINISHED PRODUCTS

13. Did you produce and sell potted plants in 2010?

Yes No

(If no, go to Question 15)

14. INDOOR POTTED PLANTS

Code	Total number of pots
160	
162	
163	
252	
165	
261	
267	
269	
266	
2067	
271	
255	
272	
2010	
2011	

- a. Azaleas
- b. Lilies
- c. Poinsettias
- d. African Violets
- e. Tropical Foliage and green plants (include ferns, exclude hanging pots)
- f. Gerberas
- g. Miniature Roses
- h. Orchids
- i. Kalanchoe
- j. Chrysanthemums (potted mums)
- k. Primula
- l. Cyclamen
- m. Tulips
- n. Indoor Hanging Pots
- o. Other indoor plants

OUTDOOR POTTED PLANTS

253	
164	
161	
265	
270	
2068	
2069	
2013	
2014	
2015	
276	\$

- p. Begonias
- q. Chrysanthemums (garden)
- r. Geraniums (in pots only)
- s. Impatiens
- t. Petunias
- u. Herbaceous Perennials
- v. Argyranthemum
- w. Outdoor Hanging Pots
- x. Other outdoor plants in pots
- y. Total potted plants (indoor and outdoor) produced and sold
- z. Total gross sales of finished potted plants

G. CUTTINGS AND TREE SEEDLINGS

15. Did you **produce and sell** cuttings or tree seedlings in 2010? Yes No (If no, go to Question 17)

	Code	Total number of plants
16. a. Chrysanthemums	170	
b. Poinsettias	171	
c. Geraniums	172	
d. Impatiens (only double and New Guinea)	978	
e. Other cuttings	173	
f. Total cuttings produced and sold	2010	
g. Tree seedlings produced and sold	174	
h. Total gross sales of cuttings and tree seedlings	179	\$

H. VEGETABLE AND ORNAMENTAL BEDDING PLANTS

17. Did you **produce and sell** bedding plants in 2010? Include plants ready for transplant by the purchaser into gardens, fields, containers and baskets. Yes No (If no, go to Question 18)

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

I. CUT FLOWERS

18. Did you **produce and sell** cut flowers in 2010? (exclude dried cut flowers) Yes No (If no, go to Question 20)

	Code	Total number of stems
19. a. Alstroemeria	150	
b. Chrysanthemums (Standard & sprays)	2017	
c. Daffodils	152	
d. Freesia	145	
e. Gerbera	143	
f. Iris	144	
g. Lilies	153	
h. Roses	2018	
i. Snapdragons	148	
j. Tulips	149	
k. Lisianthus	965	
l. Other cut flowers	151	
m. Total stems produced and sold	2019	
n. Total gross sales of cut flowers	154	\$

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

20. Please report your total sales of flowers and plants.

a. Sales values of flowers and plants produced in your greenhouse (sum of [codes 276, 179, 274, 275 and 154])

b. Excluding values reported in question 20a, what is the value of your immediate resale of plants and flowers (include sales of flowers that your operation imported or purchased from other greenhouses for resale).

c. Total sales of flowers and plants from your operation (sum of 20a + 20b).

Code	Sales
2070	\$
2071	\$
137	\$

Report your total sales (code 137), according to the manner in which they were sold.

Will you be reporting sales in: C2074 \$ %

Sales to retail florists (e.g., flower shops, garden centres)

Sales to domestic wholesalers (including Dutch Auction Clock System)

Sales to mass market chain stores

Sales to other greenhouses

Exported sales made directly by your firm

Sales made directly to the public from your greenhouse or road side stands

Sales to government and other public institutions (e.g., municipalities, school boards or provinces)

Sales to other channels

Code	\$ or % of sales
130	
131	
132	
133	
134	
135	
138	
136	

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.

21. a. What were your total expenses in 2010 on flowers, plants, cuttings, seedlings, seeds or bulbs for **growing on**?

123	\$
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b. What **percentage** of your expenditures reported in the previous question were purchases from other greenhouses or nurseries **within your province**?

126	%
-----	---

22. Did you buy flowers, plants, cuttings, seedlings, seeds or bulbs in 2010 for **immediate resale**? Yes No (If no, go to Question 25)

23. What were your expenses in 2010 on flowers, plants, cuttings, seedlings, seeds and bulbs for **immediate resale**?

124	\$
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24. Total expenditures on plant material in 2010 (sum of codes 123 and 124)

125	\$
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L. LABOUR

Please include owners and family workers in the following labour questions

25. How many seasonal workers did your greenhouse employ (less than 8 months) in 2010?

Code	
2022	No.

26. How many permanent workers (full-time and part-time) did your greenhouse employ (8 months and more) in 2010?

2023	No.
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27. What was your total payroll (including owners' salaries) in 2010?

122	\$
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M. OTHER GREENHOUSE EXPENSES

	Code	Dollars
28. Fuel expenses		
a. Natural Gas	115	\$
b. Heating oil	116	\$
c. Other types of heating fuel (i.e. coal, wood chips) (specify)	117	\$
d. Total fuel expenses in 2010 (sum of codes 115, 116 and 117)	121	\$
29. Electricity (lighting, airflow fans and heating)	2024	\$
30. Other crop expenses (include fertilizer, pesticides, growing mediums, irrigation and pollination expenses; exclude plant material purchases)	114	\$
31. Other operating expenses (interest, land taxes, insurance, packaging, repairs to farm buildings, machinery, agricultural equipment and vehicles and contract work)	112	\$
32. Total operating expenses in 2010 (sum of codes 125, 122, 121, 2024, 114 and 112)	113	\$

PART III - NURSERY OPERATIONS (See explanatory notes)

33. Did you **cut and sell** Christmas trees that were grown on this operation in 2010? Yes No (If no, go to Question 36)

34. Will you report Christmas tree area in: acres hectares arpents

35. 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.)

Code	Total area	Code	Cut trees	Code	Dollars
2026		2027	No.	2028	\$

Christmas trees producers that did not grow nursery products, go to question 48.

N. NURSERY OPERATIONS

36. Did you **grow or sell** nursery products in 2010? Yes No (If no, go to Question 51)

37. Will you report your nursery area in: acres hectares arpents

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

	Code	Area
a. Field area used for growing nursery stock in 2010	603	
b. Container area used for growing nursery stock in 2010	2029	
c. What was your total area used for growing nursery stock in 2010? (sum of codes 603 and 2029)	2030	

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

Yes No

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

40. Report your nursery field and container production and sales in 2010 (exclude stock sold for resale, unsold inventory, Christmas trees and landscaping activities)

If any plants produced in the nursery operation were not sold in 2010, go to Question 41b.

	Code	Field Grown Number of plants	Code	Container Grown Number of plants
a. Trees - Conifer	2032		2043	
b. Trees - Fruit	2033		2044	
c. Trees - Shade/Ornamental	2034		2045	
d. Shrubs - Evergreen, Conifer	2035		2046	
e. Shrubs - Evergreen, Broadleaf	2036		2047	
f. Shrubs - Deciduous (include Roses)	2037		2048	
g. Vines	2038		2049	
h. Perennials, Annuals	2039		2050	
i. Small fruit bushes (eg. raspberry bush)	2040		2051	
j. Tree Seedlings	2041		2052	
k. Other	2042		2053	
l. Total gross sales of field and container grown nursery stock ..	541	\$	456	\$

P. SALES OF NURSERY STOCK (before sales tax)

41. a. What were your total nursery sales for stock started by your firm or purchased for **growing on** in 2010? (sum of codes 541 and 456)
- b. What were your total nursery sales of stock purchased for **immediate resale** in 2010? (exclude sales from landscaping activities)
- c. Total dollar sales of nursery stock in 2010 (sum of codes 217 and 218)

Code	Sales
217	\$
218	\$
219	\$

42. Report your total sales (code 219) according to the manner in which they were sold.

Will you be reporting sales in: C2072 \$ %

	Code	\$ or % of sales
a. Direct sales to the public	220	
b. Fruit stock sold to fruit growers	221	
c. Nursery stock sold to landscape contractors	222	
d. Nursery stock sold to garden centres	223	
e. Nursery stock sold to mass merchandisers (chain stores)	224	
f. Nursery stock sold to other growers	225	
g. Exported sales made directly by your firm	226	
h. Sales to public agencies (municipalities, school boards, provinces)	227	
i. Sales to other channels (e.g. forestry firms)	228	

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

43. In 2010 did your nursery operation purchase any ornamental or fruit trees, nursery stock, bedding plants, seedlings, cuttings or bulbs? Yes No (If no, go to Question 48)

	Code	Dollars
44. a. What were your expenses in 2010 on plant material for growing on ?	230	\$
b. What percentage of your expenditures reported in the previous question were purchases from other greenhouses or nurseries within your province ?	2054	%

45. Did you buy nursery stock for **immediate resale** in 2010? Yes No (If no, go to Question 48)

46. What were your expenses in 2010 on nursery stock for immediate resale ?	231	\$
47. Total expenses on plant material in 2010 (sum of codes 230 and 231)	230	\$

R. LABOUR AND TOTAL OPERATING EXPENSES FOR NURSERY OPERATION ONLY

	Code	
48. Please include owners and family workers in the following labour questions.		
a. How many seasonal workers did your nursery operation employ (less than 8 months) in 2010?	2055	No.
b. How many permanent workers (full-time and part-time) did your nursery operation employ (8 months and more) in 2010?	2056	No.
c. What was your total payroll? (including owners' salaries) in 2010?	216	\$
49. What were your other nursery operating expenses in 2010? (include fertilizer, pesticides, land taxes, interest, insurance, repairs, fuel, electricity, irrigation and promotion expenses. Exclude plant material purchases and labour costs.)	2057	\$
50. What were your total operating expenses in 2010? (sum of codes 232, 216 and 2057)	2064	\$

FOR INFORMATION ONLY

PART IV - SOD OPERATIONS (See explanatory notes)

S. AREA AND SALES OF SOD

51. Did you grow sod in 2010? Yes No (If no, go to page 10)

52. Will you report your area of sod grown in: acres hectares arpents

	Code	Area
53. a. What was your total sod area grown in 2010?	631	
b. How much of your total sod area was <u>grown for sale</u> in 2010?	632	

54. What was your gross revenue from sod grown for sale on your operation in 2010? 634 \$

55. Did you buy sod for immediate resale in 2010? Yes No (If no, go to Question 58)

	Code	
56. a. What were your expenses on sod <u>for immediate resale</u> in 2010? (before sales tax)	633	\$
b. What <u>percentage</u> of your expenditures reported in the previous question were <u>purchases</u> from other sod farms <u>within your province</u> ?	635	%

57. What was your gross revenue from sod purchased for immediate resale in 2010? (before sales tax) 636 \$

T. LABOUR AND TOTAL OPERATING EXPENSES FOR SOD OPERATIONS ONLY

	Code	
58. Please include owners and family workers in the following labour questions		
a. How many seasonal workers did your sod operation employ (less than 8 months) in 2010?	2058	No.
b. How many permanent workers (full-time and part-time) did your sod operation employ (8 months and more) in 2010?	2059	No.
c. What was your total payroll (including owners' salaries) in 2010?	2060	\$

59. What were your other operating expenses for your sod operation in 2010? (Include fertilizer, pesticides, land taxes, interest, insurance, repairs, fuel, electricity and irrigation expenses. Exclude sod purchases and labour costs.) 2061 \$

60. What were your total operating expenses for your sod operation in 2010? (sum of codes 633, 2060 and 2061) 2065 \$

GENERAL INFORMATION

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 only 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 or from administrative sources.

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, 20th 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:

FOR INFORMATION ONLY

2010 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 TREES 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- 2010

Question D10: Report edible product 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 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 fruit (not listed in questions 10a-d) in 10e.

Section E- Sales of Greenhouse Vegetables and Fruit

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- Ornamental and Vegetable Bedding Plants (plugs)

Questions H17a, a1, H17b, b1: 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- Sales of Greenhouse Flowers and Plants

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

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

Section K- Plant Material Purchases

* **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 K21a: 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 **K23** for definition)

Question K21b: 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 K23: Report purchases for **immediate resale** (buying and selling a plant within a short time period with minimal maintenance).

Section L- Labour

Questions L25 & L26: 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 L27: 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 M28: 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 121*

Question M30: Include crop expenses on fertilizer, pesticides and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam, sawdust, pollination and irrigation

Question M32: Report total operating expenses here (sum of codes 125, 122, 121, 204, 114 and 112).

***Note-** The total of 115, 116 and 117 should equal code 121

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 35: 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 N38: Only land used for growing or maintaining nursery stock during 2010 should be included. Report nursery container area (any plant sold in a container from your nursery) in code 2029 and field area in code 603.

Question N39: 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

Nursery Stock FIELD Value- 2010

Question O40: 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

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

Section P- 2010 Dollar Sales of Nursery Stock (before sales tax)

Question P41a: 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 P41b: 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 P41c: Report TOTAL SALES of nursery stock in 2010 here (codes **217 + 218 = 219***)

Question P42i: Include revenue from rentals, sales to brokers & forestry firms

Section Q- Nursery Plant Purchases

Question Q44: Enter the dollar value of stock purchased specifically for **growing on**.

Question Q46: Enter the dollar value of stock purchased specifically for **immediate resale** and not for cultivation purposes.

Section R and T Labour (Nursery and Sod Operations)

Questions R48a, R48b, T58a and T58b: 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 R48c and T58c: 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 S54: Report all revenue from all sod **grown for sale**

Question S56a: Report all sod purchased specifically for **immediate resale** and not cultivated by your firm.

FOR INFORMATION ONLY