

# Annual Greenhouse, Sod and Nursery Survey 2008

FORM 6



**CONFIDENTIAL when completed**  
 Collected under the authority of the  
*Statistics Act*, Revised Statutes of  
 Canada, 1985, Chapter S19.

**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

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 16, 2009 and March 08, 2009** 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**

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

FRM											Farm Name (if applicable)										
CORP											Corporation Name (if applicable)										
NA 1											Area Code		Telephone								
Surname or Family Name												Usual First Name and Initial									
ADR	R.R.		Box No.		Number and Street Name																
Postal Code				Post Office (name of city, town or village where mail is received)																	
EML	Email Address (if applicable)																				
NA 3	Partner's Name (if applicable)										Area Code		Telephone								
NA 4	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 2008? Yes  No  (If no, go to comments on page 7)
2. Which of the following products did you **grow and sell** in 2008? (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 4)
- c. Sod .....  (Go to Part IV, page 6)

## PART II - GREENHOUSE OPERATIONS

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

3. Will you be reporting your greenhouse area in: Square feet  Square metres
- |   | Code    |
|---|---------|
| 4. What was your total greenhouse area under glass in 2008? .....<br><b>See explanatory notes</b> | 101     |
| 5. What was your total greenhouse area under rigid plastic or fibreglass in 2008? .....           | 102     |
| 6. What was your total greenhouse area under poly-film in 2008? .....                             | 2008    |
| 7. What was your total greenhouse area in 2008? .....   | 100     |
| 8. How many months was your greenhouse in operation in 2008? .....                                | 103 No. |

### GREENHOUSE VEGETABLES AND FRUITS

9. Did you **grow and sell** vegetables or fruits in 2008? (exclude vegetable bedding plants) Yes  No  (If no, go to Question 12)

### D. AREA, PRODUCTION AND VALUE OF GREENHOUSE VEGETABLES AND FRUITS - 2008

10. Report area and sales of greenhouse vegetables and fruits in 2008 below
- |  | Code | Area | Code | Value of sales |
|--|------|------|------|----------------|
| f. Total area and gross sales of vegetables and fruits ..... | 2009 |      | 190  | \$             |

### GREENHOUSE FLOWERS AND PLANTS

12. Did you **grow and sell** flowers or plants in 2008? (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 2008? Yes  No  (If no, go to Question 15)

- |   | Code | Total number of pots |
|---|------|----------------------|
| 14. w. Total potted plants (indoor and outdoor) ..... | 2015 |                      |
| x. Total gross sales of finished potted plants .....  | 276  | \$                   |

**G. CUTTINGS AND TREE SEEDLINGS**

15. Did you **produce and sell** cuttings or tree seedlings in 2008? Yes  No  (If no, go to Question 17)

	Code	Total number of plants
16. f. Total cuttings produced and sold .....	2016	
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 2008? 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 2008? (exclude dried cut flowers) Yes  No  (If no, go to Question 20)

	Code	Total number of stems
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. (Include sales of flowers and plants that your operation produced, imported or purchased from other greenhouses or sold for resale.) (Sum of [codes 276, 179, 274, 275 and 154] and the total sales of immediate plant resales.)

	Code	Dollars
Total flower and plant sales .....	137	\$

**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 2008 on flowers, plants, cuttings, seedlings, seeds or bulbs for <b>growing on</b> ? .....	123	\$
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> ? .....	126	%
22. Did you buy flowers, plants, cuttings, seedlings, seeds or bulbs in 2008 for <b>immediate resale</b> ? Yes <input type="checkbox"/> No <input type="checkbox"/> (If no, go to Question 25)		
23. What were your expenses in 2008 on flowers, plants, cuttings, seedlings, seeds and bulbs for <b>immediate resale</b> ? .....	124	\$
24. Total expenditures on plant material in 2008 (sum of codes 123 and 124) .....	125	\$

**L. LABOUR**

Please include owners and family workers in the following labour questions

	Code	
25. How many seasonal workers did your greenhouse employ (less than 8 months) in 2008? .....	2022	No.
26. How many permanent workers (full-time and part-time) did your greenhouse employ (more than 8 months) in 2008? .....	2023	No.
27. What was your total payroll? (including owners' salaries) in 2008? .....	122	\$

**M. OTHER GREENHOUSE EXPENSES**

	Code	Dollars
28. Electricity (lighting, airflow fans and heating) .....	2024	\$
29. What were your total fuel expenses (natural gas, heating oil, other fuel) in 2008? .....	121	\$
30. Other crop expenses (include fertilizer, pesticides, growing mediums; exclude plant material purchases, .....	114	\$
31. Other operating expenses (interest, land taxes, insurance, packaging, repairs to farm buildings, machinery, equipment and vehicles and contract work) .....	112	\$
32. Total operating expenses in 2008 (sum of codes 125, 122, 2024, 121, 114 and 112) .....	113	\$

**PART III - NURSERY OPERATIONS**

33. Did you cut and sell Christmas trees that were grown on this operation in 2008? 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.) .....

Total area	Cut trees	Dollars
	No.	\$

**N. NURSERY OPERATIONS**

36. Did you produce and sell nursery products in 2008? 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. Total field area used for growing nursery stock in 2008 .....	603	
b. Total container area used for growing nursery stock in 2008 .....	2029	
c. What was your total area used for growing nursery stock in 2008? (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 sales in 2008 (exclude stock sold for resale, unsold inventory, Christmas trees and landscaping activities)

	Code	Field Grown	Code	Container
I. Total gross sales of field and container grown nursery stock .....	541	\$	456	\$

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

	Code	Dollars
41. a. What were your total nursery sales for stock started by your firm or purchased for <b>growing on</b> in 2008? .....	217	\$
b. What were your total nursery sales of stock purchased for <b>immediate resale</b> in 2008? (exclude sales from landscaping activities) .....	218	\$
c. Total dollar sales of nursery stock in 2008 (sum of codes 217 and 218) .....	19	\$

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

43. In 2008 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 2008 on plant material for <b>growing on</b> ? .....	230	\$
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> ? .....	2054	%

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

46. What were your expenses in 2008 on nursery stock for <b>immediate resale</b> ? .....	231	\$
47. Total expenses on plant material in 2008 (sum of codes 230 and 231) .....	232	\$

**R. LABOUR AND TOTAL OPERATING EXPENSES FOR NURSERY OPERATION ONLY**

48. Please include owners and family workers in the following labour questions.	Code	
a. How many seasonal workers did your nursery operation employ (less than 8 months) in 2008? .....	2055	No.
b. How many permanent workers (full-time and part-time) did your nursery operation employ (more than 8 months) in 2008? .....	2056	No.
c. What was your total payroll? (including owners' salaries) in 2008? .....	216	\$
49. What were your other nursery operating expenses in 2008? (Include fertilizer, pesticides, land taxes, interest, insurance, repairs, fuel and electricity. Exclude plant material purchases and labour costs.) .....	2057	\$
50. What were your total operating expenses in 2008? (sum of codes 232, 216 and 2057) .....	2064	\$

**PART IV - SOD OPERATIONS**

**S. AREA AND SALES OF SOD**

51. Did you **grow and sell** sod in 2008? Yes  No  (If no, go to Comments on page 7)

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

	Code	Area
53. a. What was your total sod area in 2008? .....	631	
b. How much of your total sod area was <b>grown for sale</b> in 2008? .....	632	
54. What was your gross revenue from sod <b>grown for sale</b> on your operation in 2008? .....	634	\$

55. Did you buy sod for immediate resale in 2008? Yes  No  (If no, go to Question 58)

	Code	Area
56. a. What were your expenses on sod <b>for immediate resale</b> in 2008? (before sales tax) .....	633	\$
b. What <b>percentage</b> of your expenditures reported in the previous question were <b>purchases</b> from other sod farms <b>within your province</b> ? (before sales tax) .....	635	%
57. What was your gross revenue from sod <b>purchased for immediate resale</b> in 2008? (before sales tax) .....	636	\$

**T. LABOUR AND TOTAL OPERATING EXPENSES FOR SOD OPERATION 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 2008? .....	2058	No.
b. How many permanent workers (full-time and part-time) did your sod operation employ (more than 8 months) in 2008? .....	2059	No.
c. What was your total payroll (including owners' salaries) in 2008? .....	2060	\$
59. What were your other operating expenses for your sod operation in 2008? (Include fertilizer, pesticides, land taxes, interest, insurance, repairs, fuel and electricity. Exclude sod purchases and labour costs.) .....	2061	\$
60. What were your total operating expenses for your sod operation in 2008? (sum of codes 633, 2060 and 2061) .....	2065	\$

**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 Resources and Agri-Food, the New Brunswick Ministry of Agriculture and Rural Development, the Ontario Ministry of Agriculture, Food and Rural Affairs, Manitoba Agriculture, Food and Rural Initiatives, 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.

The information collected and shared will be kept confidential and used only for statistical purposes. Any information shared with a provincial ministry of agriculture is released in aggregate form only. The provincial ministry of agriculture must guarantee the confidentiality of all shared data.

Statistics Canada does not provide the respondent's name or address to any provincial ministry of agriculture.

Do you agree to share this information?

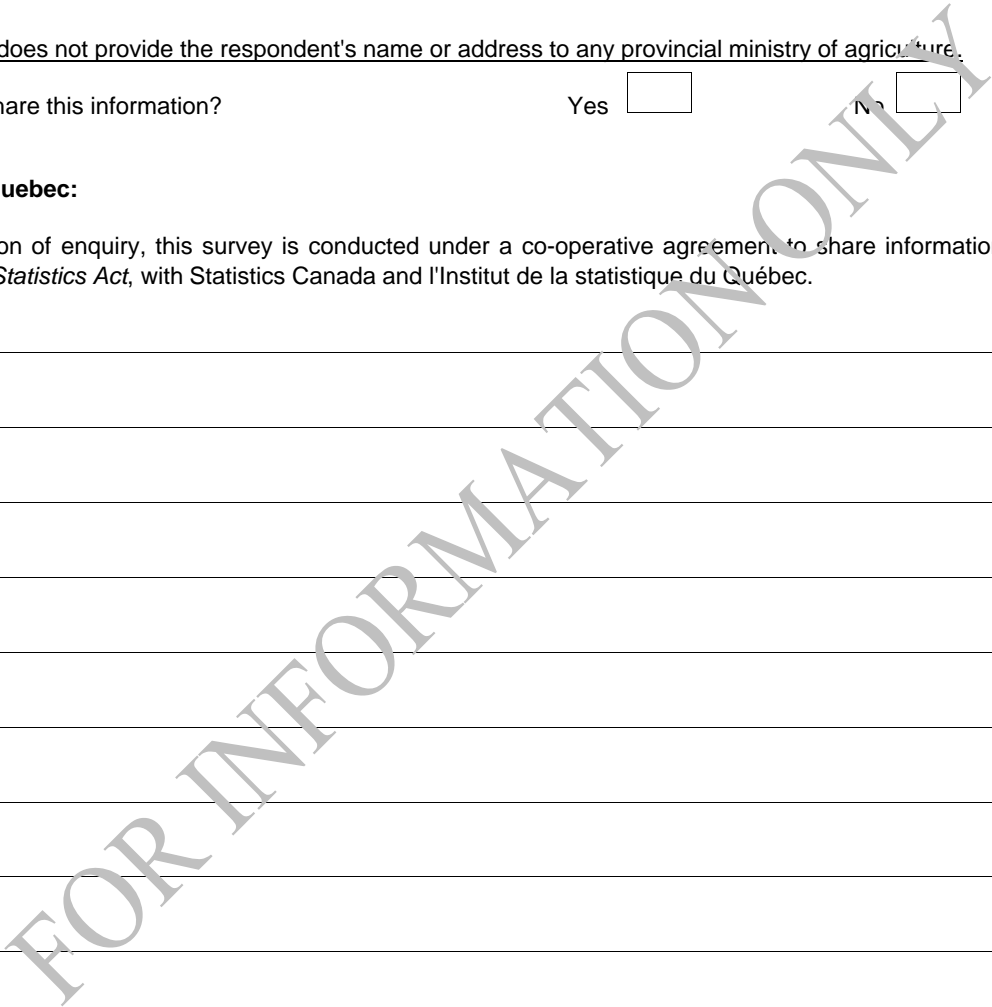
Yes

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:**

## 2008 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 or plastic

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

**Question C5:** 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 C6.

**Question C6:** 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 C8:** Exclude months when operator was not actively growing plants i.e. fumigation period.

#### **Section D- Area, Production and Value of Greenhouse Vegetables and/or Fruit- 2008**

**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 values (i.e. if 1000 ft<sup>2</sup> were used for the 1<sup>st</sup> tomato crop that was worth \$1 000 and the same area was used for the 2<sup>nd</sup> tomato crop planting that was worth \$1 500 - report 1000 ft<sup>2</sup> and \$2 500.).

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]).

#### **Section F- Potted Plants, Finished**

**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.

**Include:** hanging pots which 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 G16f:** 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**

**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 J20:** 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- Purchases (Plant Material Only)

\* 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 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 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 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 M30:** What were your crop expenses on fertilizer, pesticides and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam and sawdust?

**Question M32:** Report total operating expenses here (sum of codes 125, 2024, 122, 121, 114 and 112).

### 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: As 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 2008 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 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.

### Section O- Production and Sales of Field and Container grown Nursery Stock

#### Nursery Stock FIELD Value- 2008

**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

#### Nursery Stock CONTAINER Value- 2008

**Question O40:** Please report any container-grown trees, shrubs, vines, perennials, annuals/biennials, small fruit trees and any other container-grown nursery stock PRODUCED AND SOLD.

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

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

**Section P- 2008 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

**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 2008 here (codes **217 + 218 = 219**)

**Section Q- Nursery Purchases (Plant Material Only)**

**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 S 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.