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Statistical Overview of the Canadian Ornamental Industry 2016

Prepared by
Market Analysis and Information Section
Horticulture and Cross Sectoral Division
Agriculture and Agri-Food Canada
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Overview

The ornamental sector includes the floriculture (primarily cut flowers and potted plants), nursery, Christmas tree, and turf sod industries. In 2016 the sector generated farm gate sales of \$2.3 billion, including resales by producers. Due to changes in the Statistics Canada methodology for all 2016 surveys related to the nursery sector¹, figures discussed in this report are not directly comparable to any information gathered in prior years.

Using the new methodology, the 2016 Census of Agriculture number of farms in Canada reporting any ornamental production declined by 20.5% from the 2011 figure. The average area per Canadian ornamental farm has risen over the past five years by 7.3%. Between 2015 and 2016, the area of production of greenhouse flowers and plants fell by 9.8%, with British Columbia representing the largest drop, losing 31.7% of its floriculture-producing area. Ontario remains the leading province in production area for greenhouse flowers and plants, accounting for 50.4% of total Canadian production area.

Floriculture remained the largest revenue generating sub-sector, accounting for 65.9% of total sales. Floriculture sales increased to \$1.51 billion in 2016, up 0.9% from 2015 and 10.9% from 2012. Ontario, British Columbia and Quebec accounted for the majority of Canada's total floriculture sales, with Ontario once again contributing more than half of Canadian sales at 52.5%. Nursery sales totaled \$635.6 million in 2016, accounting for 27.8% of total ornamental sales. By province, Ontario accounted for 44.6% of total nursery sales in 2016, followed by British Columbia and Quebec with 29.5% and 13.7%, respectively. Turf sod sales totaled \$147.4 million in 2016, a 5% decline from 2015. The sub-sector accounts for 6.3% of total ornamental sales. Ontario led the country in sod sales at 38.7%, while many provinces' 2016 sales were suppressed to meet the confidentiality requirements of the Statistics Act.

Ornamental products are distributed through multiple channels. Mass-market chain stores are the primary distributors of floriculture products, accounting for 31.5% of total sales in 2016. However, landscape contractors and garden centres are the two largest distribution channels specifically for nursery products, making up 26.3% and 19.6% of total sales, respectively.

In 2016, 30,405 people were directly employed in the production of ornamental products. Fifty-six percent of these employees worked in specialized greenhouse flower and plant operations, 38.4% in nurseries, and 5.2% on sod farms. Due to the seasonal nature of the ornamental business, each of the sub-sectors employs more seasonal labour than permanent labour. Seasonal employees are defined as employees who work less than eight months during the year. Sixty-three percent of greenhouse flower and plant production employees were seasonal workers, while 71.0% of sod workers and 68.5% of nursery workers fell into the seasonal category.

Canada's largest ornamental trade partner continues to be the United States, accounting for 99.1% of exports and 46.2% of imports in the sector. Canadian worldwide exports totaled \$477 million in 2016, and imports amounted to \$498 million, generating a net negative trade balance of approximately \$21 million. Canada's exports of floriculture and nursery products and Christmas trees place it 8th in the world, gaining two places from its 10th-place ranking in 2015, with a 1.9% share of world exports, which totaled \$25.87 billion in 2016.

¹ Due to changes in the census methodology for 2016, operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 Census of Agriculture and are therefore not included. Prior censuses/surveys may have included their production in "total area of nursery products grown for sale".



1. Production

1.1. Number of Canadian ornamental farms¹ by sub-sector

| | 2011 | 2016 | Change |
|---------------------------|--------------|--------------|---------------|
| Floriculture ² | 3,016 | 2,403 | -20.3% |
| Nursery ³ | 3,438 | 2,780 | -19.1% |
| Sod | 375 | 265 | -29.3% |
| Christmas trees | 2,381 | 1,872 | -21.4% |
| Total | 9,210 | 7,320 | -20.5% |

Notes:

1. Number of farms includes all farms reported to be growing floriculture, nursery, sod and Christmas trees, and not exclusively farms in which ornamental production represents 50% or more of total farm cash receipts.

2. Greenhouse flowers. Note that in 2011, some respondents incorrectly reported "vegetable plants for sale" resulting in over-reporting of area in "Greenhouse flowers" and "Greenhouse vegetables".

3. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 Census of Agriculture and are therefore not included. Prior censuses may have included their production in "total area of nursery products grown for sale".

Source: Statistics Canada, Census of Agriculture (CANSIM Tables 004-0216, 004-0217, 004-0218)

1.2. Area of Canadian ornamental farms by sub-sector (hectares)

| | 2011 | 2016 | Change |
|----------------------|---------------|---------------|---------------|
| Floriculture | 859 | 793 | -7.7% |
| Nursery ¹ | 24,146 | 19,859 | -17.8% |
| Sod | 25,684 | 22,953 | -10.6% |
| Christmas trees | 28,315 | 23,787 | -16.0% |
| Total | 79,004 | 67,392 | -14.7% |

Note:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 Census of Agriculture and are therefore not included. Prior censuses may have included their production in "total area of nursery products grown for sale".

Source: Statistics Canada, Census of Agriculture (CANSIM Tables 004-0216, 004-0217, 004-0218)



1.3. Area per farm (average) of Canadian ornamental farms by sub-sector (hectares)

| | 2011 | 2016 | Change |
|--|-------------|-------------|-------------|
| Floriculture | 0.28 | 0.33 | 15.8% |
| Nursery ¹ | 7.02 | 7.14 | 1.7% |
| Sod | 68.49 | 86.62 | 26.5% |
| Christmas trees | 11.89 | 12.71 | 6.9% |
| Total | 8.58 | 9.21 | 7.3% |
| Note: 1. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 Census of Agriculture and are therefore not included. Prior censuses may have included their production in "total area of nursery products grown for sale". Source: Statistics Canada, Census of Agriculture (CANSIM Tables 004-0216, 004-0217, 004-0218) | | | |

1.4. Operations, area and months of operation for specialized greenhouse flowers and plants

| | Total greenhouse operations (number) | Total greenhouse area (square metres) | Total months of operation (number) |
|---|--------------------------------------|---------------------------------------|------------------------------------|
| 2012 | 1,910 | 8,167,239 | 13,775 |
| 2013 | 1,885 | 8,158,263 | 18,927 |
| 2014 | 1,855 | 7,899,306 | 18,285 |
| 2015 | 1,872 | 7,996,411 | 17,149 |
| 2016 | 1,744 | 7,217,110 | 15,292 |
| Source: Statistics Canada (CANSIM Table 001-0047) | | | |

1.5. Total area for production of specialized greenhouse flowers and plants by province (square metres)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|------------------|------------------|------------------|------------------|------------------|
| Atlantic provinces | 279,331 | 281,051 | 299,056 | 280,200 | 248,600 |
| Quebec | 1,181,310 | 1,150,780 | 1,233,622 | 1,220,000 | 1,213,584 |
| Ontario | 3,852,551 | 3,857,742 | 3,509,556 | 3,656,450 | 3,636,798 |
| Prairie provinces | 876,504 | 865,605 | 862,061 | 863,730 | 767,503 |
| British Columbia | 1,977,543 | 2,003,085 | 1,995,010 | 1,976,030 | 1,350,627 |
| Canada | 8,167,239 | 8,158,263 | 7,899,306 | 7,996,411 | 7,217,110 |
| Source: Statistics Canada (CANSIM Table 001-0047) | | | | | |



1.6. Production of greenhouse flowers and plants by category (number in millions)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|---------------|---------------|---------------|---------------|---------------|
| Potted plants ¹ | 212.2 | 199.8 | 191.9 | 217.2 | 216.2 |
| Cuttings ¹ | 94.9 | 92.1 | 97.2 | 98.3 | 89.7 |
| Cut flowers | 321.1 | 332.9 | 317.6 | 314.3 | 306.3 |
| Bedding plants, ornamental | 543.8 | 543 | 527.7 | 418.3 | 467.2 |
| Total | 1172.0 | 1167.7 | 1134.3 | 1048.1 | 1079.4 |
| Note: 1. Excludes tree seedling plants (production and sales). Source: Statistics Canada (CANSIM Table 001-0048) | | | | | |



1.7. Production of potted plants by variety (number in millions)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|--------------|--------------|--------------|--------------|--------------|
| Azaleas, indoor | 0.9 | 1.2 | 1.2 | 1.1 | 0.9 |
| Lilies, indoor | 4.1 | 5.1 | 3.3 | 5.8 | 3.5 |
| Poinsettias, indoor | 7.8 | 8.5 | 7.1 | 7.2 | 6.5 |
| African violets, indoor | F | F | 5.7 | 8.9 | 7.3 |
| Tropical foliage and green plants | 9.7 | 10.2 | 8.1 | 11.4 | 11.4 |
| Gerberas, indoor | 2.7 | 3.6 | 4.7 | 5.0 | 4.2 |
| Miniature roses, indoor | 9.7 | 9.4 | 9.6 | 10.2 | 10.3 |
| Orchids, indoor | F | 2.9 | 2.8 | 3.1 | 2.1 |
| Kalanchoe, indoor | F | 6.5 | 7.3 | 8.5 | 8.0 |
| Chrysanthemums, indoor | 5.8 | 8.2 | 7.9 | 7.5 | 6.3 |
| Primula, indoor | 2.2 | 2.3 | 1.9 | 2.4 | 3.1 |
| Cyclamen, indoor | F | 2.0 | 1.8 | 2.3 | 1.9 |
| Tulips, indoor | 1.8 | 1.9 | 1.9 | 2.3 | 2.1 |
| Indoor hanging pots | F | 0.9 | 0.9 | 1.5 | 1.3 |
| Other indoor pots | 20.5 | 16.6 | 17.3 | 17.9 | 15.4 |
| Begonias, outdoor | 6.8 | 6.9 | 6.3 | 6.9 | 6.7 |
| Chrysanthemums, outdoor | 4.7 | 4.1 | 3.9 | 4.0 | 3.6 |
| Geraniums, outdoor | 18.5 | 18.7 | 19.1 | 18.8 | 16.5 |
| Impatiens, outdoor | 6.4 | 5.9 | 3.6 | 4.1 | 3.9 |
| Petunias, outdoor | 9.8 | 8.9 | 7.3 | 8.4 | 6.9 |
| Herbaceous perennials, outdoor | 11.5 | 12.1 | 11.0 | 11.7 | 8.1 |
| Argyranthemum, outdoor | 0.7 | 0.4 | 0.4 | 0.4 | 0.3 |
| Outdoor hanging pots | 11.0 | 12.1 | 12.4 | 12.9 | 12.5 |
| Other outdoor pots | 51.8 | 42.9 | 46.3 | 54.6 | 48.9 |
| Total potted plants¹ | 212.2 | 199.8 | 191.9 | 217.2 | 216.2 |
| Note: 1. Data may not add up as some data were suppressed to meet confidentiality requirements. F: Too unreliable to be published. Source: Statistics Canada (CANSIM Table 001-0049) | | | | | |



1.8. Production of outdoor potted plants by variety¹ (number in millions)

| | 2016 |
|---|-------------|
| Calibrachoas, outdoor | 2.6 |
| Dahlia, outdoor | 1.0 |
| Pansies, outdoor | 1.5 |
| Rudbeckia, outdoor | 0.1 |
| Heliopsis, outdoor | 0.1 |
| Verbenas, outdoor | 0.8 |
| Zinnia, outdoor | 0.3 |
| Herb plants, outdoor | 10.7 |
| Vegetable plants, outdoor | 7.2 |
| Total potted plants | 24.4 |
| Note: 1. The potted plant varieties in this table are additions to the 2016 survey and have not been previously tracked by Statistics Canada. Source: Statistics Canada (CANSIM Table 001-0049) | |

1.9. Production of cuttings by variety (number in millions)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|-------------|-------------|-------------|-------------|-------------|
| Chysanthemums, cuttings | 7.7 | 2.7 | 4.7 | 3.9 | 3.9 |
| Poinsettias, cuttings | F | 2.9 | 3.9 | 4.5 | 5.4 |
| Geraniums, cuttings | 12.8 | 7.9 | 11.0 | 13.7 | 14.1 |
| Impatiens, cuttings | 4.1 | 3.1 | 4.4 | 4.6 | 4.8 |
| Other cuttings | 66.2 | 75.4 | 73.2 | 71.7 | 61.5 |
| Total cuttings | 94.9 | 92.1 | 97.2 | 98.3 | 89.7 |
| Note: F: Too unreliable to be published. Source: Statistics Canada (CANSIM Table 001-0049) | | | | | |



1.10. Production of cut flowers¹ by variety (number in millions)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Alstroemeria, stems | F | 13.2 | 10.7 | 12.2 | 9.0 |
| Chrysanthemums, stems | F | 34.9 | 32.5 | 33.6 | 25.4 |
| Daffodils, stems | 3.7 | 4.1 | 6.6 | 4.1 | 3.7 |
| Freesia, stems | F | F | 4.6 | 4.6 | 5.8 |
| Gerberas, stems | 75.1 | 78.6 | 74.3 | 75.2 | 87.8 |
| Iris, stems | 2.7 | 2.4 | 4.6 | 3.2 | x |
| Roses, stems | 8.4 | 8.3 | 5.9 | 5.4 | x |
| Snapdragons, stems | F | 19.3 | 13.8 | 12.1 | 23.8 |
| Tulips, stems | F | 128.7 | 117.6 | 120.0 | 111.2 |
| Lilies, stems | 14.5 | 13.3 | 9.2 | 9.7 | 11.6 |
| Lisianthus, stems | F | F | 2.5 | 5.5 | 5.8 |
| Other cut flowers | F | 22.1 | 35.3 | 28.7 | 16.5 |
| Total cut flowers² | 321.1 | 332.9 | 317.6 | 314.3 | 306.3 |

Notes:

1. Includes flowers grown, or given some cultural treatment, and sold.

2. Data may not add up as some data were suppressed to meet confidentiality requirements.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

F: Too unreliable to be published.

Source: Statistics Canada (CANSIM Table 001-0049)

1.11. Total sod area by province (hectares)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|---------------|---------------|---------------|---------------|---------------|
| Newfoundland and Labrador | 289 | 251 | 233 | 276 | x |
| Prince Edward Island | F | x | x | x | x |
| Nova Scotia | 963 | 1,023 | 1,085 | 1,142 | 999 |
| New Brunswick | 384 | 335 | 318 | x | 378 |
| Quebec | 4,903 | 4,825 | 4,306 | 4,927 | 4,821 |
| Ontario | 10,750 | 11,051 | 11,703 | 9,232 | 9,105 |
| Manitoba | 1,360 | x | x | 1,182 | 1,185 |
| Saskatchewan | 506 | 569 | 614 | 654 | 613 |
| Alberta | 3,790 | 4,495 | 4,234 | 4,061 | 4,065 |
| British Columbia | 749 | 781 | 822 | 833 | 811 |
| Canada | 23,785 | 24,778 | 18,527 | 14,992 | 22,282 |

Notes:

F: Too unreliable to be published.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIM Table 001-0060)



1.12. Sod operations¹ by province (number)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|------------|------------|------------|------------|------------|
| Newfoundland and Labrador | 20 | 20 | 15 | 20 | 20 |
| Prince Edward Island | 5 | 5 | 5 | 2 | x |
| Nova Scotia | 10 | 10 | 10 | 10 | 9 |
| New Brunswick | 5 | 4 | 4 | 8 | x |
| Quebec | 50 | 45 | 40 | 58 | 60 |
| Ontario | 65 | 65 | 65 | 65 | 65 |
| Manitoba | 10 | 10 | 10 | 10 | 10 |
| Saskatchewan | 5 | 5 | 5 | 9 | 9 |
| Alberta | 20 | 25 | 25 | 25 | 26 |
| British Columbia | 25 | 25 | 25 | 30 | 30 |
| Canada | 215 | 214 | 204 | 153 | 239 |

Notes:

1. Firms that only distribute sod or nursery stock, or just landscape and lay sod are excluded.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIM Table 001-0060)



1.13. Christmas tree production by province (number of farms)

| | 2011 | 2016 |
|--|--------------|--------------|
| Newfoundland and Labrador | 19 | 11 |
| Prince Edward Island | 20 | 18 |
| Nova Scotia | 447 | 319 |
| New Brunswick | 157 | 97 |
| Quebec | 379 | 343 |
| Ontario | 647 | 530 |
| Manitoba | 60 | 39 |
| Saskatchewan | 41 | 31 |
| Alberta | 105 | 83 |
| British Columbia | 506 | 401 |
| Canada | 2,381 | 1,872 |
| Source: Statistics Canada, Census of Agriculture (CANSIM Table 004-0218) | | |

1.14. Christmas tree production by province (hectares)

| | 2011 | 2016 |
|--|---------------|---------------|
| Newfoundland and Labrador | 116 | 71 |
| Prince Edward Island | 140 | 134 |
| Nova Scotia | 7,663 | 6,179 |
| New Brunswick | 2,131 | 1,785 |
| Quebec | 8,347 | 8,255 |
| Ontario | 5,955 | 4,456 |
| Manitoba | 472 | 178 |
| Saskatchewan | 305 | 265 |
| Alberta | 565 | 449 |
| British Columbia | 2,621 | 2,016 |
| Canada | 28,315 | 23,787 |
| Source: Statistics Canada, Census of Agriculture (CANSIM Table 004-0218) | | |



2. Sales and resales

2.1. Ornamental sales and resales by sub-sector (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------|----------------|----------------|----------------|----------------|----------------|
| Greenhouse flower and plants | 1,358.9 | 1,403.6 | 1,443.6 | 1,492.7 | 1,506.8 |
| Nursery ¹ | 692.4 | 680.4 | 688.3 | 719.0 | 635.6 |
| Sod | 154.5 | 152.4 | 118.2 | 103.1 | 144.7 |
| Total | 2,205.7 | 2,236.4 | 2,250.1 | 2,314.8 | 2,287.1 |

Note:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also nursery area, production, sales, labour and expenses variables.

Source: Statistics Canada (CANSIM Tables 001-0051, 001-0058, 001-0060)

2.2. Greenhouse flower and plant sales by category (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|----------------------------|----------------|----------------|----------------|----------------|----------------|
| Potted plants ¹ | 653.4 | 677.5 | 706.4 | 785.6 | 809.6 |
| Cuttings ¹ | 54.1 | 51.8 | 51.6 | 49.9 | 44.2 |
| Cut flowers | 143.4 | 149.6 | 150.1 | 146.5 | 140.0 |
| Bedding plants, ornamental | 204.7 | 195.6 | 190.9 | 166.8 | 190.9 |
| Total | 1,055.6 | 1,074.6 | 1,098.8 | 1,148.8 | 1,184.6 |

Note:

1. Excludes tree seedling plants (production and sales).

Source: Statistics Canada (CANSIM Table 001-0048)



2.3. Greenhouse flower and plant sales and resales¹ by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|----------------|----------------|----------------|----------------|----------------|
| Newfoundland and Labrador | 9.1 | 10.0 | 9.9 | 8.1 | 8.0 |
| Prince Edward Island | 4.8 | 5.1 | 5.3 | 4.9 | 5.2 |
| Nova Scotia | 14.2 | 13.4 | 16.0 | 13.4 | 17.0 |
| New Brunswick | F | 32.3 | 34.6 | 37.9 | x |
| Quebec | 156.4 | 161.1 | 161.5 | 163.8 | 176.6 |
| Ontario | 709.9 | 734.6 | 757.6 | 782.4 | 790.5 |
| Manitoba | 34.0 | 34.5 | 34.4 | F | 32.1 |
| Saskatchewan | 16.3 | 17.5 | 17.2 | 16.0 | 13.2 |
| Alberta | 72.8 | 71.8 | 85.9 | 78.9 | 76.1 |
| British Columbia | 303.9 | 323.3 | 321.1 | 352.8 | 343.8 |
| Canada | 1,358.9 | 1,403.6 | 1,443.6 | 1,492.7 | 1,506.8 |

Notes:

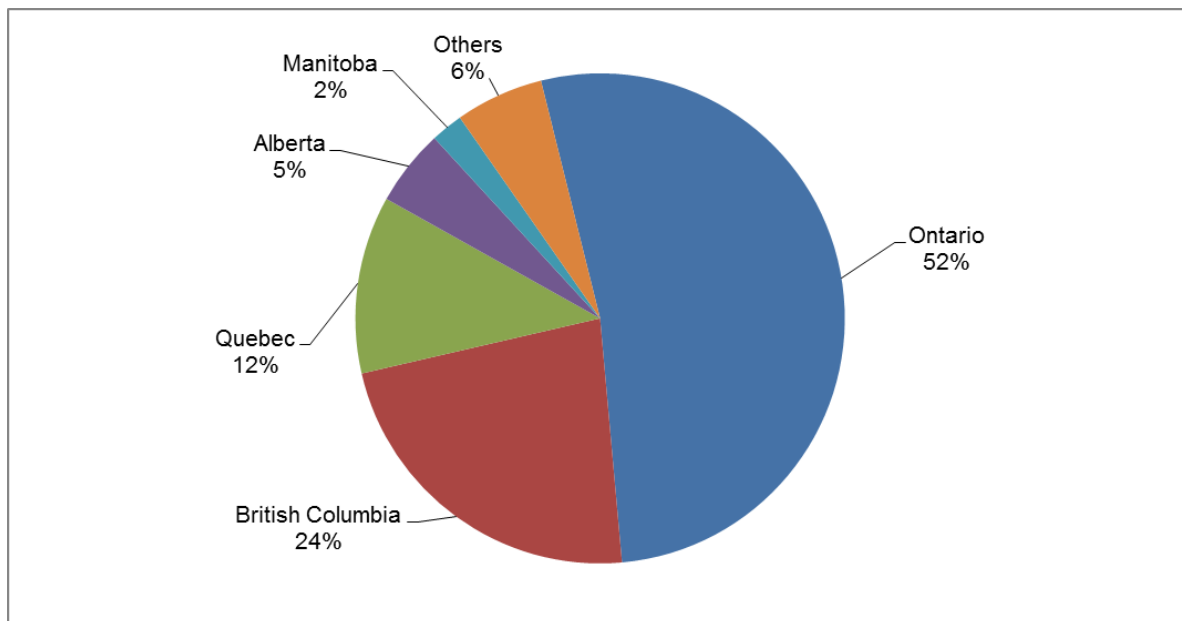
1. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables.

F: Too unreliable to be published.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIM Table 001-0051)

2.4. Greenhouse flower and plant sales and resales by province – percent share, 2016



Source: Statistics Canada (CANSIM Table 001-0051)



2.5. Nursery stock¹ sales and resales² by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Newfoundland and Labrador | 0.7 | 0.7 | 0.6 | x | x |
| Prince Edward Island | x | 0.8 | 0.6 | x | x |
| Nova Scotia | 14.4 | 12.4 | 10.6 | 12.1 | 10.6 |
| New Brunswick | x | 4.1 | 4.1 | 4.4 | 2.4 |
| Quebec | 94.8 | 96.5 | 97.8 | 100.9 | 87.0 |
| Ontario | 284.3 | 281.3 | 290.9 | 294.4 | 283.3 |
| Manitoba | 18.6 | 15.6 | 13.8 | 13.8 | 14.2 |
| Saskatchewan | 9.1 | 8.1 | 6.8 | 8.1 | 5.1 |
| Alberta | 48.4 | 42.9 | 48.0 | 52.4 | 44.0 |
| British Columbia | 218.3 | 217.9 | 215.1 | 231.9 | 187.8 |
| Canada | 692.4 | 680.4 | 688.3 | 719.0 | 635.6 |

Notes:

1. The term "nursery stock" covers a diverse range of non-edible, living plant material grown in field or in containers and sold with its root system intact. Nursery stock includes annual and perennial plants ranging from woody plants (e.g. trees, shrubs and rose bushes) to bedding plants and potted outdoor flowers. "Nursery stock" excludes Christmas trees and various inputs such as growing medium (e.g. peat moss and top soil), fertilizer and pesticides. Since 2008, nursery and sod operating expenses are separated.

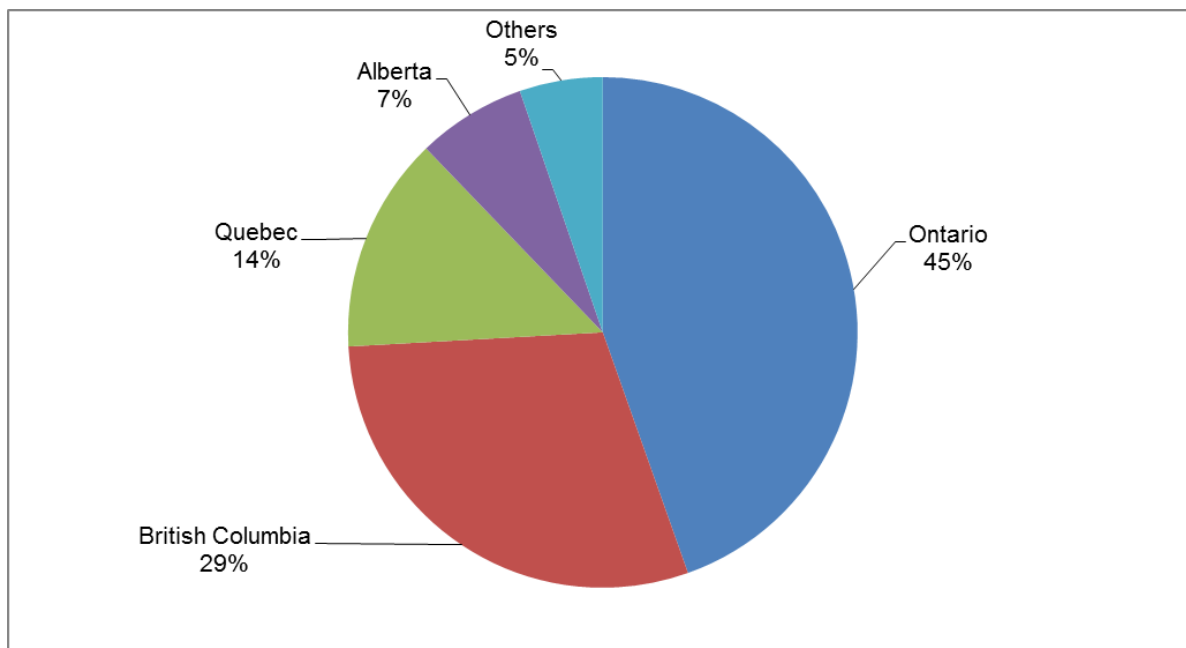
2. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIMTable 001-0058)



2.6. Nursery stock sales and resales by province – percentage share, 2016



Source: Statistics Canada (CANSIM Table 001-0058)

2.7. Nursery stock resales¹ by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Newfoundland and Labrador | 0.5 | x | x | x | 0.3 |
| Prince Edward Island | x | x | x | x | x |
| Nova Scotia | 1.7 | 2.5 | 2.1 | 1.2 | 0.8 |
| New Brunswick | x | 1.3 | F | 1.0 | 1.0 |
| Quebec | 16.6 | 17.5 | 16.0 | 15.0 | 16.5 |
| Ontario | 60.7 | 67.6 | 71.4 | 72.3 | 81.3 |
| Manitoba | 3.6 | 3.0 | 2.0 | 2.6 | 2.2 |
| Saskatchewan | 1.5 | 2.2 | 1.8 | 2.3 | 1.8 |
| Alberta | 8.2 | 7.6 | 7.3 | 10.5 | 8.8 |
| British Columbia | 30.4 | 28.1 | 31.4 | 29.2 | 27.1 |
| Canada² | 124.1 | 130.1 | 133.3 | 134.5 | 139.9 |

Notes:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables.

2. Data may not add up as some data was suppressed to meet confidentiality requirements.

F: Too unreliable to be published.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIM Table 001-0058)



2.8. Sod sales and resales by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Newfoundland and Labrador | 3.1 | 2.4 | 2.9 | 2.8 | 2.5 |
| Prince Edward Island | F | x | x | x | x |
| Nova Scotia | 6.1 | 5.1 | 4.7 | 3.8 | 3.5 |
| New Brunswick | 2.3 | 2.2 | 1.9 | x | x |
| Quebec | 37.3 | 33.8 | 30.8 | 32.1 | 30.8 |
| Ontario | 62.5 | 60.7 | 67.8 | 60.3 | 56.9 |
| Manitoba | 3.7 | x | x | 7.4 | 6.5 |
| Saskatchewan | 4.9 | 4.1 | 4.1 | 4.3 | 4.1 |
| Alberta | 23.6 | 29.2 | 23.5 | 28.1 | 28.6 |
| British Columbia | 10.4 | 10.4 | 9.6 | 10.7 | 11.4 |
| Canada¹ | 161.1 | 157.3 | 161.7 | 155.1 | 147.4 |

Notes:

1. Data may not add up as some data were suppressed to meet confidentiality requirements.

F: Too unreliable to be published.

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIM Table 001-0060)



3. Channels of distribution

3.1. Channels of distribution for flowers and plant sales and resales (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|----------------|----------------|----------------|----------------|----------------|
| Mass market chain stores | 405.5 | 425.1 | 447.3 | 447.9 | 474.5 |
| Domestic wholesalers | 287.7 | 305.4 | 269.4 | 286.3 | 278.8 |
| Direct sales to the public ¹ | 234.0 | 220.9 | 221.9 | 214.1 | 223.1 |
| Retail florists | 177.5 | 174.0 | 184.4 | 190.0 | 170.8 |
| Other greenhouses | 86.2 | 96.8 | 137.1 | 166.2 | 161.0 |
| Exported | 121.1 | 128.8 | 118.5 | 122.0 | 144.4 |
| Government and public agencies | 13.1 | 11.9 | 20.4 | 20.1 | 13.1 |
| Other channels | 33.8 | 40.6 | 44.7 | 46.0 | 41.2 |
| Total sales² | 1,358.9 | 1,403.6 | 1,443.6 | 1,492.7 | 1,506.8 |

Note:

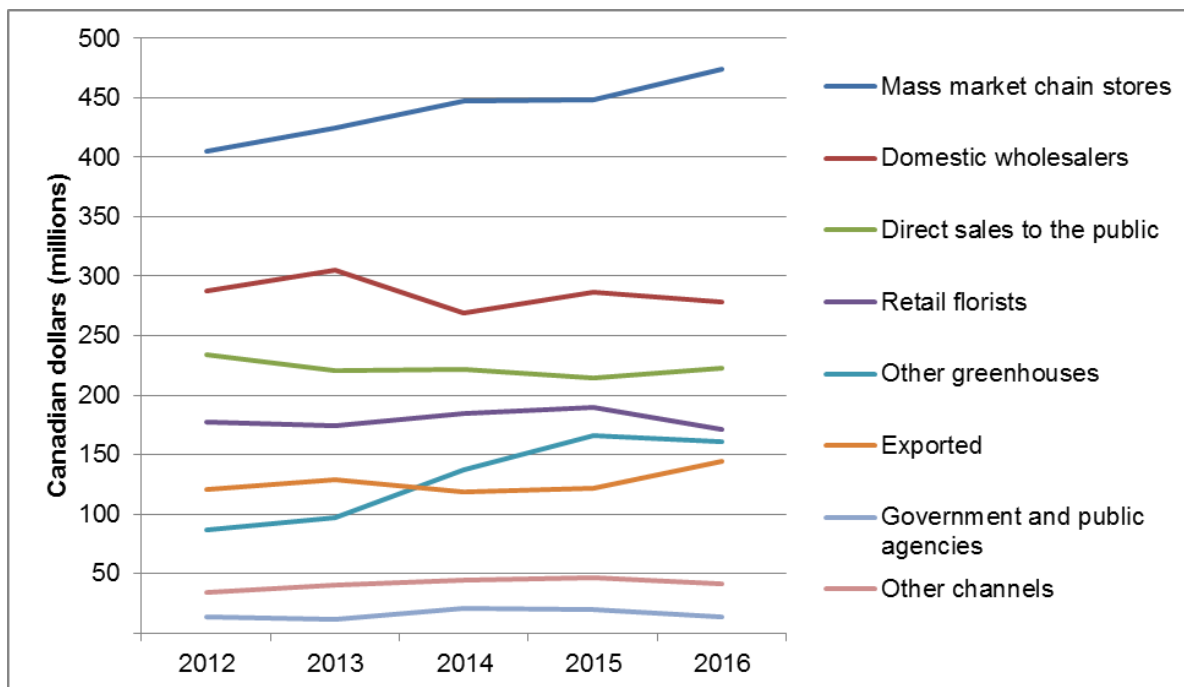
1. Includes roadside stands and owner-operated retail outlets.

2. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables.

Source: Statistics Canada (CANSIM Table 001-0050)



3.2. Channels of distribution for flowers and plant sales and resales, 2012–2016



Source: Statistics Canada (CANSIM Table 001-0050)

3.3. Channels of distribution for nursery product sales and resales (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|--------------|--------------|--------------|--------------|--------------|
| Landscape contractors | 168.9 | 154.1 | 159.0 | 162.0 | 167.2 |
| Garden centres | 131.4 | 123.5 | 130.8 | 133.6 | 124.6 |
| Mass market chain stores | 93.7 | 95.7 | 103.6 | 117.5 | 103.2 |
| Other growers | 50.9 | 54.6 | 60.9 | 66.2 | 75.8 |
| Direct sales to the public ¹ | 95.5 | 85.2 | 74.8 | 74.3 | 70.7 |
| Government and public agencies | 51.9 | 56.3 | 49.5 | 52.2 | 29.8 |
| Fruit growers | F | 29.4 | 31.3 | 32.4 | 22.1 |
| Exported | 13.5 | 14.9 | 16.5 | 28.1 | 21.2 |
| Other channels | 56.3 | 66.7 | 61.9 | 52.8 | 21.1 |
| Total sales² | 692.4 | 680.4 | 688.3 | 719.0 | 635.6 |

Notes:

1. Includes roadside stands and owner-operated retail outlets.

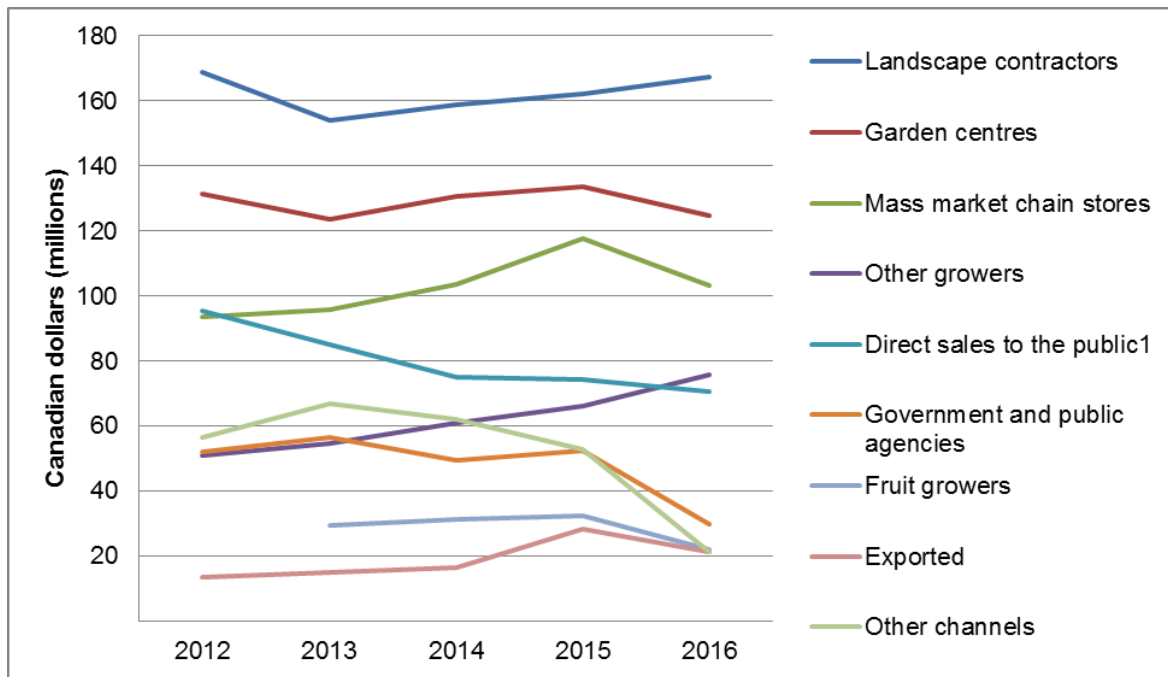
2. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables.

F: Too unreliable to be published.

Source: Statistics Canada (CANSIM Table 001-0059)



3.4. Channels of distribution for nursery product sales and resales, 2012–2016



Source: Statistics Canada (CANSIM Table 001-0059)



4. Operating expenses

4.1. Greenhouse flower and plant producers' operating expenses by category (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|----------------|----------------|----------------|----------------|----------------|
| Gross yearly payroll ¹ | 330.5 | 331.9 | 338.7 | 346.1 | 318.8 |
| Plant material purchases for growing on ² | 209.1 | 213.7 | 211.1 | 221.2 | 213.4 |
| Plant material purchases for resale ² | 94.9 | 131.4 | 135.0 | 127.5 | 112.2 |
| Electricity ³ | 26.2 | 25.7 | 26.9 | 27.7 | 28.5 |
| Fuel | 64.0 | 58.2 | 66.0 | 61.5 | 54.5 |
| Other crop expenses ⁴ | 110.4 | 100.7 | 107.7 | 124.4 | 139.7 |
| Other operating expenses ⁵ | 205.7 | 218.3 | 215.4 | 211.8 | 205.5 |
| Total operating expenses^{6,7} | 1,040.8 | 1,079.9 | 1,100.8 | 1,120.0 | 1,072.6 |

Notes:

1. Includes seasonal and permanent labour.

2. Includes value of flowers, plants, cuttings, seedlings, seeds and bulbs purchased (before sales tax).

3. Electricity expenses include electricity for lighting, airflow fans, and heating.

4. Includes fertilizer, pesticides, pollination, irrigation, containers, packaging, bioprograms, and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam and sawdust.

5. Includes interest, land taxes, insurance, advertising, repairs to farm buildings, machinery, agricultural equipment and vehicles, contract work, and telephone and telecommunications services.

6. This category excludes mixed operations (vegetables, flowers, and plants).

7. Operations which exclusively produce tree seedlings for reforestation are outside the scope of the 2016 survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables.

Source: Statistics Canada (CANSIM Table 001-0053)

4.2. Greenhouse flower and plant producers' operating expenses by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------|----------------|----------------|----------------|----------------|----------------|
| Atlantic provinces | 54.6 | 47.0 | 53.8 | 55.0 | 50.9 |
| Quebec | 109.5 | 118.6 | 124.1 | 114.1 | 120.0 |
| Ontario | 509.8 | 556.0 | 566.5 | 597.8 | 599.4 |
| Prairie provinces | 102.2 | 105.4 | 108.3 | 94.9 | 80.7 |
| British Columbia | 264.7 | 253.0 | 248.0 | 258.2 | 221.7 |
| Canada | 1,040.8 | 1,079.9 | 1,100.8 | 1,120.0 | 1,072.6 |

Source: Statistics Canada (CANSIM Table 001-0053)



4.3. Nursery operating expenses by category (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|--------------|--------------|--------------|--------------|--------------|
| Gross yearly payroll ¹ | 241.3 | 227.7 | 227.2 | 225.0 | 202.4 |
| Plant material purchases for growing on ² | 76.0 | 87.4 | 83.4 | 84.7 | 91.6 |
| Plant material purchases for resale ² | 75.1 | 72.6 | 79.9 | 83.5 | 92.9 |
| Electricity expenses ³ | .. | .. | .. | .. | 5.5 |
| Other crop expenses ³ | .. | .. | .. | .. | 58.9 |
| Other operating expenses | 228.9 | 211.0 | 207.0 | 213.3 | 108.1 |
| Total Operating Expenses | 603.4 | 594.7 | 603.8 | 607.8 | 559.4 |

Notes:

1. Includes seasonal and permanent labour.

2. Includes value of trees, nursery stock, bedding plants, seedlings, cuttings or bulbs purchased before sales tax.

3. Electricity and "other crop expenses" were not assessed by this survey before 2016.

.. Data not available.

Source: Statistics Canada (CANSIM Table 001-0061)

4.4. Nursery operating expenses by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Newfoundland and Labrador | 0.9 | 0.6 | 0.6 | 0.5 | x |
| Prince Edward Island | 0.7 | 0.6 | 0.7 | 0.8 | x |
| Nova Scotia | 9.9 | 9.2 | 10.1 | 11.1 | 10.2 |
| New Brunswick | 5.0 | 4.1 | 4.6 | 5.5 | 3.5 |
| Quebec | 83.2 | 90.9 | 84.4 | 89.7 | 71.0 |
| Ontario | 261.4 | 255.8 | 261.8 | 255.0 | 259.5 |
| Manitoba | 18.5 | 12.9 | 12.3 | 13.0 | 13.2 |
| Saskatchewan | 7.9 | 7.2 | 6.4 | 6.4 | 4.1 |
| Alberta | 41.1 | 35.7 | 44.1 | 47.9 | 37.7 |
| British Columbia | 174.7 | 177.7 | 178.8 | 178.1 | 158.4 |
| Canada | 603.4 | 594.7 | 603.8 | 607.8 | 559.4 |

Note:

x: Suppressed to meet the confidentiality requirements of the *Statistics Act*.

Source: Statistics Canada (CANSIM Table 001-0061)



4.5. Sod operating expenses by category (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|--------------|--------------|--------------|--------------|--------------|
| Sod purchases for resale | 3.7 | 3.0 | 2.6 | 1.8 | 1.5 |
| Gross yearly payroll ¹ | 48.8 | 48.3 | 49.0 | 45.5 | 40.8 |
| Other operating expenses | 80.0 | 84.5 | 84.2 | 74.3 | 72.7 |
| Total operating expenses² | 132.5 | 135.7 | 135.8 | 121.6 | 115.0 |
| Notes: 1. Includes seasonal and permanent labour. 2. Data may not add up as some data were suppressed to meet confidentiality requirements. Source: Statistics Canada (CANSIM Table 001-0061) | | | | | |

4.6. Sod operating expenses by province (millions of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|--------------|--------------|--------------|--------------|--------------|
| Newfoundland and Labrador | 2.5 | 1.9 | 2.1 | 2.4 | 1.9 |
| Prince Edward Island | 0.3 | x | x | x | x |
| Nova Scotia | 5.4 | 4.9 | 4.8 | x | 3.8 |
| New Brunswick | 1.0 | 0.5 | x | 1.1 | x |
| Quebec | 30.2 | 31.1 | 27.4 | 26.9 | 24.5 |
| Ontario | 58.5 | 61.6 | 64.0 | 47.0 | 43.4 |
| Manitoba | 2.9 | x | 4.2 | 4.6 | 4.3 |
| Saskatchewan | 3.2 | 3.7 | 4.0 | 3.6 | 3.6 |
| Alberta | 20.1 | 19.8 | 19.5 | 21.6 | 22.0 |
| British Columbia | 8.3 | 8.9 | 8.4 | 9.8 | 9.9 |
| Canada¹ | 132.5 | 135.7 | 135.8 | 121.6 | 115.0 |
| Notes: 1. Data may not add up as some data was suppressed to meet confidentiality requirements. x: Suppressed to meet the confidentiality requirements of the <i>Statistics Act</i> . Source: Statistics Canada (CANSIM Table 001-0061) | | | | | |



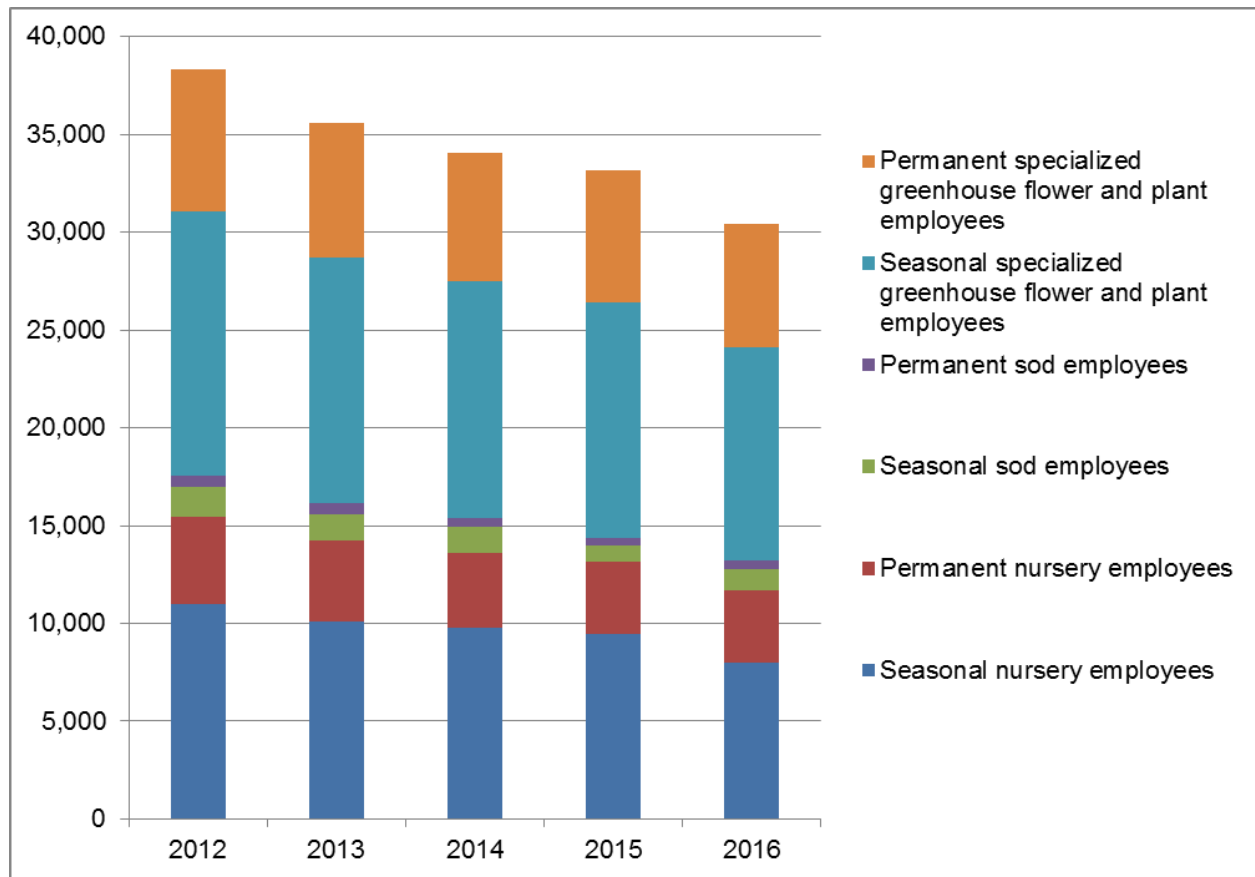
5. Labour

5.1. Nursery, sod and greenhouse flowers total employees

| | | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Nursery | Seasonal employees ¹ | 11,015 | 10,115 | 9,773 | 9,487 | 7,993 |
| | Permanent employees ² | 4,455 | 4,107 | 3,841 | 3,666 | 3,670 |
| | Total employees | 15,470 | 14,222 | 13,614 | 13,153 | 11,663 |
| Sod | Seasonal employees ¹ | 1,511 | 1,378 | 1,337 | 862 | 1,125 |
| | Permanent employees ² | 586 | 542 | 415 | 344 | 460 |
| | Total employees | 2,097 | 1,920 | 1,565 | 1,206 | 1,585 |
| Specialized greenhouse flowers and plants | Seasonal employees ¹ | 13,495 | 12,572 | 12,115 | 12,067 | 10,845 |
| | Permanent employees ² | 7,250 | 6,851 | 6,596 | 6,727 | 6,312 |
| | Total employees | 20,745 | 19,423 | 18,711 | 18,794 | 17,157 |
| Notes: 1. Seasonal employees who worked less than 8 months during the year. 2. Permanent employees who worked more than 8 months during the year. Source: Statistics Canada (CANSIM Tables 001-0054 & 001-0055) | | | | | | |



5.2. Total employees by sector, 2012–2016



Source: Statistics Canada (CANSIM Tables 001-0054 & 001-0055)



6. Trade

6.1. Canadian ornamental trade balance by category (thousands of Canadian dollars)

| | | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|-----------------------|---------|----------|----------|----------|---------|
| Bulbs, tubers, tuberous roots, etc. | Exports | 16,459 | 15,162 | 18,069 | 19,662 | 22,195 |
| | Imports | 45,158 | 48,464 | 51,250 | 52,574 | 54,521 |
| | Trade balance | -28,700 | -33,302 | -33,181 | -32,912 | -32,326 |
| Other live plants, including their roots, cuttings and slips, etc. | Exports | 186,983 | 203,952 | 246,122 | 300,877 | 321,522 |
| | Imports | 174,247 | 191,178 | 204,963 | 231,408 | 241,085 |
| | Trade balance | 12,736 | 12,773 | 41,158 | 69,469 | 80,437 |
| Cut flowers and flower buds for bouquets or ornamental purposes, etc. | Exports | 43,846 | 45,806 | 51,054 | 62,653 | 75,413 |
| | Imports | 141,861 | 147,685 | 156,332 | 168,053 | 165,108 |
| | Trade balance | -98,015 | -101,879 | -105,278 | -105,400 | -89,695 |
| Foliage, branches and other parts of plants, etc¹. | Exports | 46,140 | 46,858 | 51,179 | 54,954 | 57,921 |
| | Imports | 28,341 | 30,990 | 33,339 | 36,901 | 37,801 |
| | Trade balance | 17,799 | 15,868 | 17,840 | 18,052 | 20,121 |
| Total | Exports | 293,427 | 311,778 | 366,424 | 438,145 | 477,052 |
| | Imports | 389,607 | 418,317 | 445,884 | 488,936 | 498,515 |
| | Overall trade balance | -96,180 | -106,539 | -79,460 | -50,792 | -21,463 |
| Note: 1. Includes Christmas trees. Source: Statistics Canada (CATSNet, July 2017) | | | | | | |



6.2. Exports

6.2.1. Canadian floriculture and nursery exports¹ by province (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|----------------|----------------|----------------|----------------|----------------|
| Prince Edward Island | 2,351 | 2,402 | 2,564 | 3,222 | 3,667 |
| Nova Scotia | 13,883 | 14,217 | 16,007 | 20,472 | 18,387 |
| New Brunswick | 27,865 | 28,531 | 32,515 | 28,895 | 31,590 |
| Quebec | 27,249 | 29,190 | 28,405 | 37,627 | 39,640 |
| Ontario | 164,082 | 170,682 | 204,000 | 249,566 | 275,071 |
| Manitoba | 732 | 794 | 925 | 1,288 | 1,361 |
| Saskatchewan | 55 | 61 | 49 | 68 | 62 |
| Alberta | 372 | 410 | 189 | 279 | 328 |
| British Columbia | 56,803 | 65,489 | 81,770 | 96,724 | 106,946 |
| Canada² | 293,427 | 311,778 | 366,424 | 438,145 | 477,052 |

Notes:

1. Includes Christmas trees.

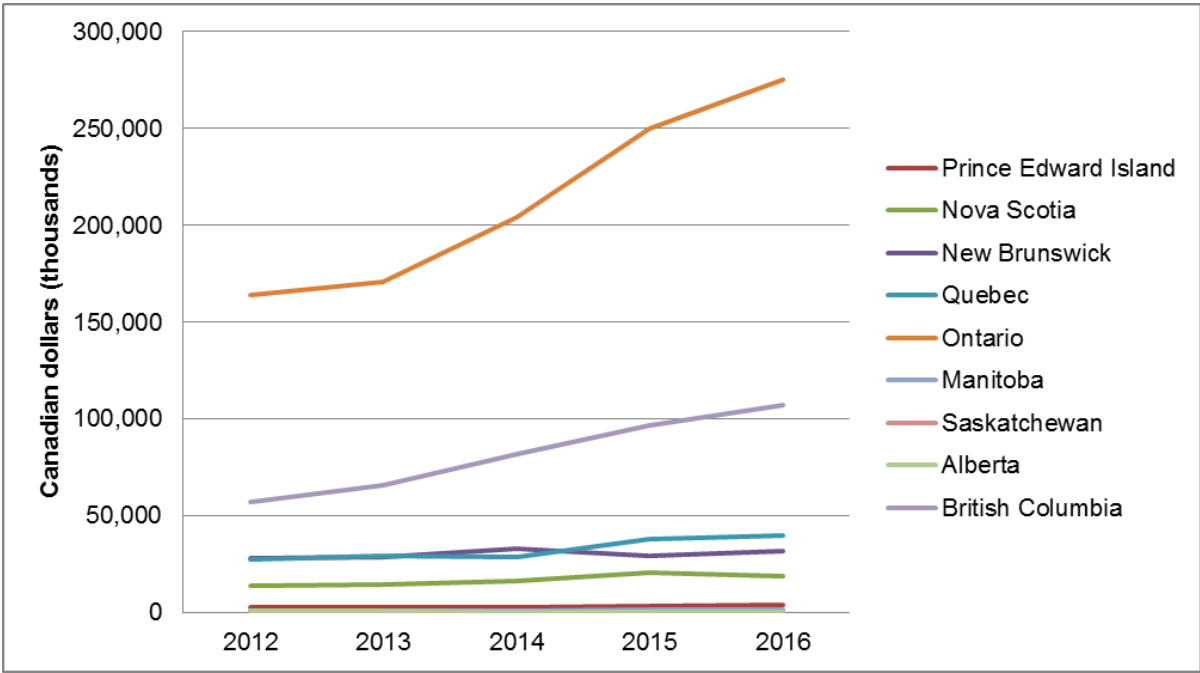
2. Canada total derived from the sum of available provincial data.

Newfoundland and Labrador exported no floriculture or nursery products during the five-year range presented in this table.

Source: Statistics Canada (CATSNet, July 2017)

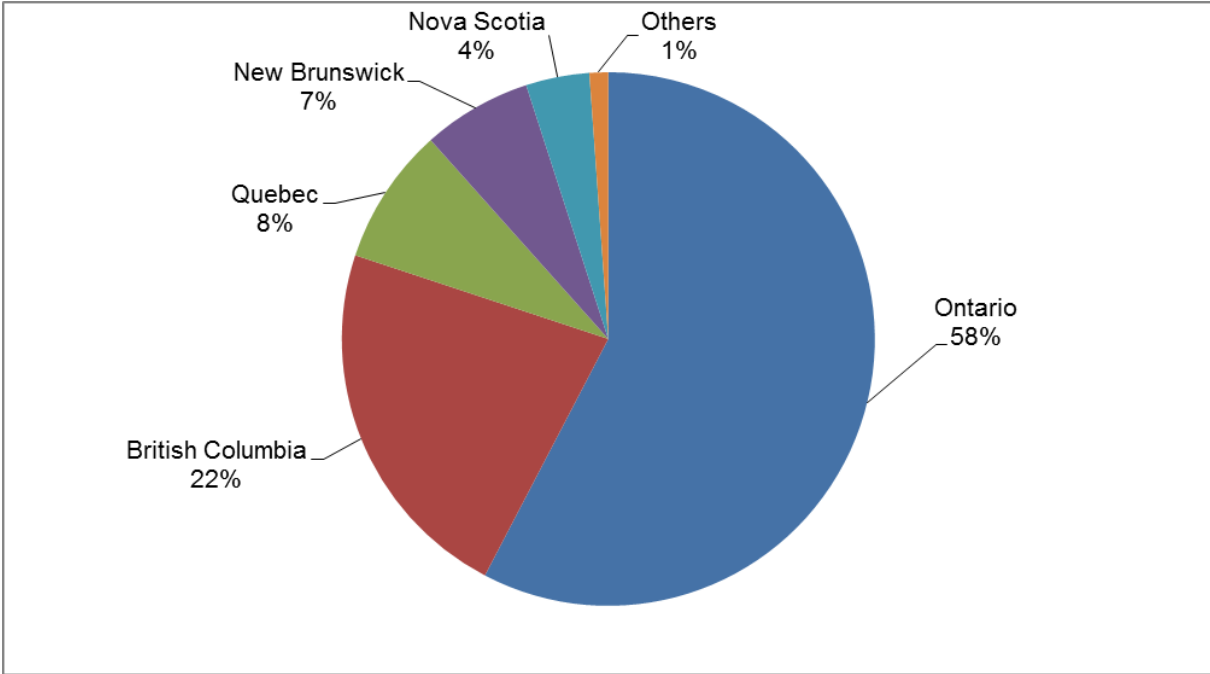


6.2.2. Floriculture and nursery exports by province, 2012–2016



Source: Statistics Canada (CATSNet , July 2017)

6.2.3. Floriculture and nursery exports by province – percent share, 2016



Source: Statistics Canada (CATSNet, July 2017)



6.2.4. Canada's top ten floriculture and nursery¹ export destinations (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|----------------------|----------------|----------------|----------------|----------------|----------------|
| United States | 288,008 | 307,149 | 361,859 | 431,542 | 472,938 |
| Panama | 1,103 | 1,345 | 1,417 | 3,343 | 1,738 |
| Curaçao | 0 | 0 | 301 | 241 | 416 |
| Venezuela | 561 | 208 | 285 | 474 | 278 |
| Bermuda | 195 | 231 | 257 | 219 | 265 |
| Aruba | 148 | 101 | 146 | 136 | 218 |
| Japan | 176 | 106 | 19 | 253 | 205 |
| United Arab Emirates | 55 | 56 | 23 | 52 | 148 |
| Mexico | 0 | 0 | 32 | 34 | 115 |
| Barbados | 57 | 84 | 84 | 100 | 99 |
| Others | 3,122 | 2,498 | 2,001 | 1,751 | 632 |
| Total | 293,427 | 311,778 | 366,424 | 438,145 | 477,052 |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, July 2017)



6.2.5. Christmas tree exports by province¹ (thousands of Canadian dollars)

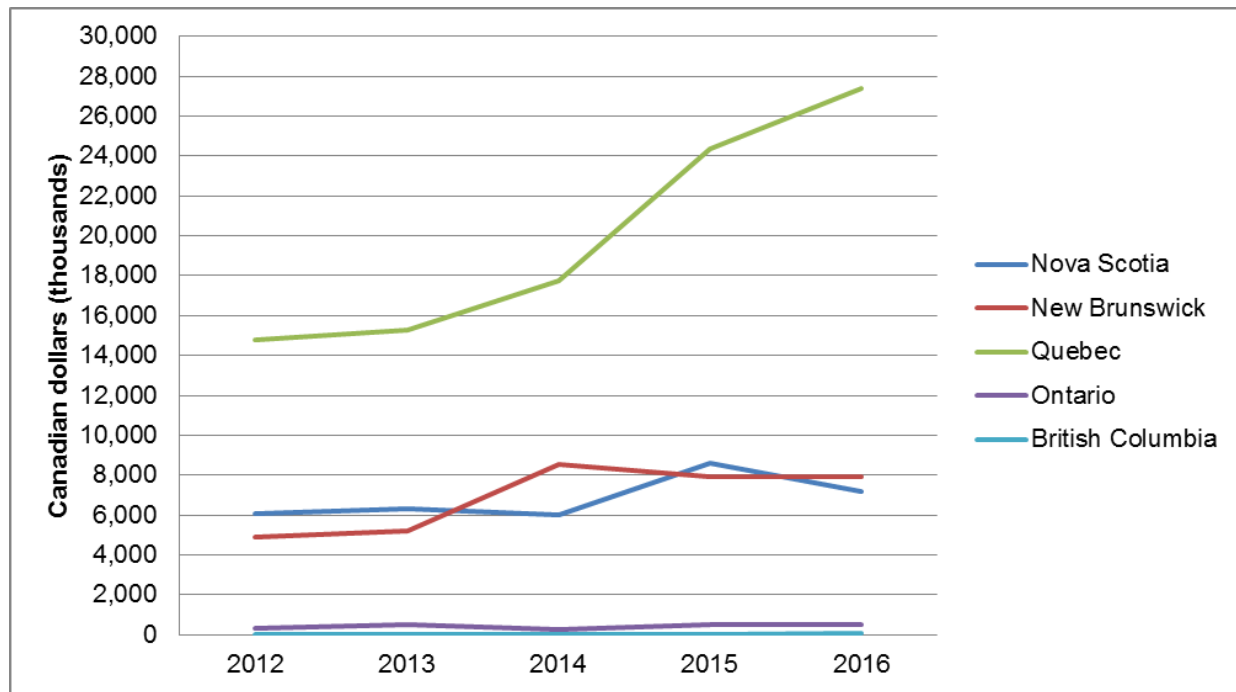
| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|---------------|---------------|---------------|---------------|---------------|
| Prince Edward Island | 25 | 14 | 15 | 18 | 0 |
| New Brunswick | 4,890 | 5,206 | 8,522 | 7,903 | 7,894 |
| Nova Scotia | 6,095 | 6,287 | 6,002 | 8,628 | 7,208 |
| Québec | 14,765 | 15,308 | 17,751 | 24,373 | 27,426 |
| Ontario | 286 | 494 | 228 | 473 | 474 |
| Manitoba | 568 | 604 | 0 | 0 | 0 |
| Saskatchewan | 0 | 0 | 41 | 21 | 34 |
| British Columbia | 27 | 18 | 18 | 22 | 53 |
| Canada | 26,692 | 27,932 | 32,576 | 41,438 | 43,090 |
| Note: 1. Newfoundland and Labrador and Alberta did not export Christmas trees during the five-year range presented in this table. Source: Statistics Canada (CATSNet, July 2017) | | | | | |

6.2.6. Christmas tree exports by province¹ (number)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|------------------|------------------|------------------|------------------|------------------|
| Prince Edward Island | 1,771 | 605 | 550 | 590 | 0 |
| Nova Scotia | 438,104 | 403,323 | 375,160 | 365,095 | 353,586 |
| New Brunswick | 250,307 | 246,148 | 267,255 | 266,669 | 298,425 |
| Québec | 822,783 | 819,382 | 865,279 | 1,061,691 | 1,265,217 |
| Ontario | 19,155 | 32,933 | 13,904 | 21,699 | 23,491 |
| Manitoba | 69,246 | 70,299 | 0 | 0 | 0 |
| Saskatchewan | 0 | 0 | 4,334 | 1,665 | 2,412 |
| British Columbia | 4,897 | 3,049 | 2,965 | 2,326 | 9,358 |
| Canada | 1,609,811 | 1,575,739 | 1,529,447 | 1,719,735 | 1,952,489 |
| Note: 1. Newfoundland and Labrador and Alberta did not export Christmas trees during the five-year range presented in this table. Source: Statistics Canada (CATSNet, July 2017) | | | | | |



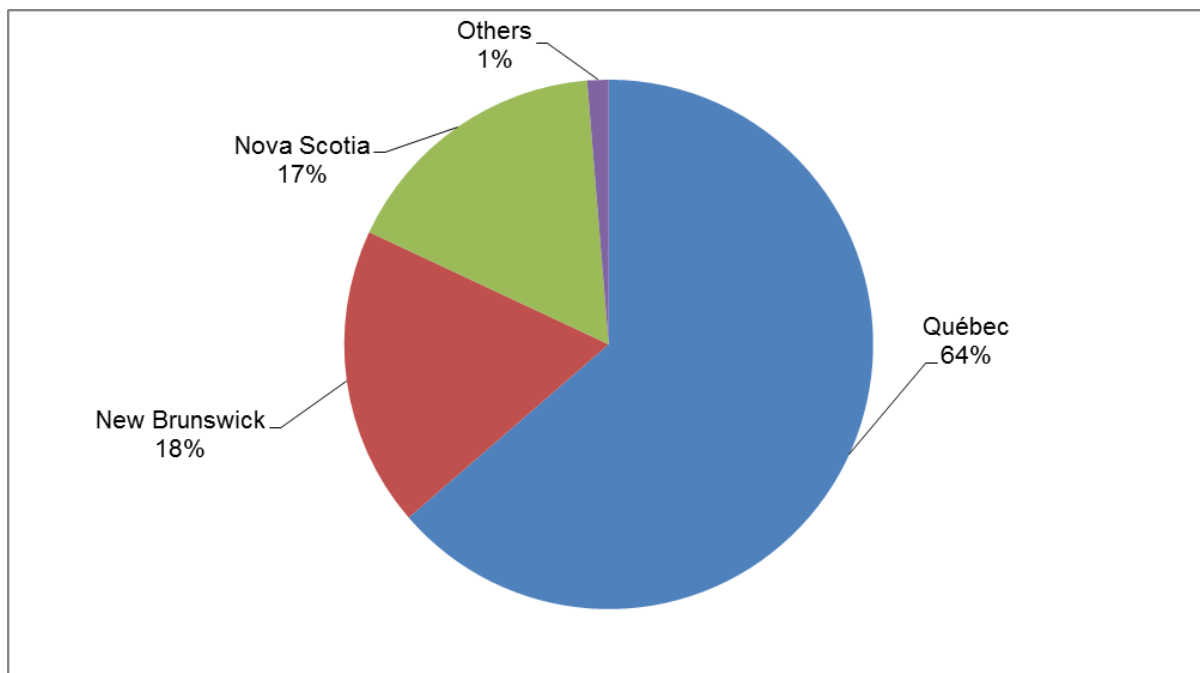
6.2.7. Christmas tree exports by province, 2012–2016



Source: Statistics Canada (CATSNet , July 2017)



6.2.8. Christmas tree exports by province – percentage share, 2016



Source: Statistics Canada (CATSNet , July 2017)

6.2.9. Canada's top ten Christmas tree destinations (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------|---------------|---------------|---------------|---------------|---------------|
| United States | 24,211 | 25,533 | 29,822 | 36,666 | 39,662 |
| Panama | 1,103 | 1,345 | 1,417 | 3,343 | 1,738 |
| Venezuela | 497 | 208 | 285 | 474 | 278 |
| Bermuda | 195 | 230 | 257 | 219 | 264 |
| Curaçao | 0 | 0 | 301 | 241 | 416 |
| Aruba | 148 | 101 | 146 | 136 | 218 |
| Netherlands Antilles | 306 | 294 | 0 | 0 | 0 |
| United Arab Emirates | 55 | 56 | 23 | 52 | 148 |
| Barbados | 44 | 61 | 57 | 79 | 82 |
| Sint Maarten (Dutch part) | 0 | 0 | 73 | 60 | 82 |
| Others | 133 | 103 | 195 | 167 | 202 |
| Total | 26,692 | 27,932 | 32,576 | 41,438 | 43,090 |

Source: Statistics Canada (CATSNet, July 2017)



6.2.10. Canada's top ten Christmas tree destinations (number)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|------------------|------------------|------------------|------------------|------------------|
| United States | 1,469,809 | 1,535,836 | 1,477,761 | 1,634,249 | 1,866,218 |
| Panama | 88,738 | 21,314 | 22,971 | 53,283 | 51,133 |
| Venezuela | 18,190 | 3,173 | 7,616 | 13,483 | 6,206 |
| Bermuda | 3,810 | 4,316 | 5,375 | 4,921 | 5,466 |
| Netherlands Antilles | 13,383 | 5,900 | 0 | 0 | 0 |
| Curaçao | 0 | 0 | 6,838 | 4,407 | 7,680 |
| Aruba | 7,046 | 1,511 | 2,243 | 2,270 | 4,189 |
| United Arab Emirates | 1,625 | 738 | 360 | 1,364 | 3,921 |
| Barbados | 1,571 | 1,191 | 1,123 | 1,482 | 1,620 |
| Bahamas | 2,712 | 338 | 895 | 766 | 333 |
| Others | 2,927 | 1,422 | 4,265 | 3,510 | 5,723 |
| Total | 1,609,811 | 1,575,739 | 1,529,447 | 1,719,735 | 1,952,489 |
| Source: Statistics Canada (CATSNet, July 2017) | | | | | |

6.2.11. Canada's floriculture and nursery¹ export destinations by U.S. state (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|----------------|----------------|----------------|----------------|----------------|
| New York | 43,792 | 40,326 | 45,220 | 51,935 | 59,799 |
| Washington State | 25,554 | 26,447 | 28,619 | 33,702 | 40,406 |
| Massachusetts | 26,581 | 26,039 | 28,603 | 31,170 | 33,079 |
| Florida | 18,055 | 21,456 | 22,746 | 33,916 | 31,400 |
| Michigan | 15,614 | 17,452 | 19,819 | 28,058 | 28,805 |
| Maine | 18,038 | 18,187 | 20,154 | 23,486 | 24,252 |
| Illinois | 13,151 | 14,504 | 20,700 | 24,360 | 23,019 |
| Pennsylvania | 14,828 | 16,081 | 19,803 | 22,269 | 22,471 |
| New Jersey | 16,021 | 13,981 | 18,323 | 18,065 | 20,400 |
| California | 10,439 | 11,352 | 16,870 | 18,565 | 25,362 |
| Other U.S. States | 91,354 | 105,954 | 125,568 | 152,619 | 168,059 |
| Total, United States | 293,427 | 311,778 | 366,424 | 438,145 | 477,052 |
| Note: 1. Includes Christmas trees. Source: Statistics Canada (CATSNet, July 2017) | | | | | |



6.3. Imports

6.3.1. Floriculture and nursery¹ imports by province (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|----------------|----------------|----------------|----------------|----------------|
| Newfoundland and Labrador | 152 | 187 | 137 | 117 | 101 |
| Prince Edward Island | 4 | 19 | 7 | 6 | 10 |
| Nova Scotia | 1,073 | 1,202 | 1,229 | 1,302 | 1,459 |
| New Brunswick | 5,386 | 5,513 | 6,123 | 6,280 | 6,215 |
| Quebec | 52,044 | 55,360 | 58,213 | 61,321 | 66,112 |
| Ontario | 199,691 | 216,755 | 231,555 | 254,550 | 262,988 |
| Manitoba | 31,427 | 32,932 | 35,596 | 33,809 | 32,159 |
| Saskatchewan | 1,913 | 1,465 | 2,540 | 5,764 | 5,877 |
| Alberta | 7,505 | 7,156 | 7,355 | 7,222 | 7,687 |
| British Columbia | 90,413 | 97,729 | 103,129 | 118,565 | 115,908 |
| Canada | 389,607 | 418,317 | 445,884 | 488,936 | 498,515 |
| Note: 1. Includes Christmas trees. Source: Statistics Canada (CATSNet , July 2017) | | | | | |

6.3.2. Top ten sources of Canada's floriculture and nursery¹ imports (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|----------------|----------------|----------------|----------------|----------------|
| United States | 178,431 | 193,140 | 206,689 | 227,716 | 230,221 |
| Colombia | 78,723 | 82,791 | 91,996 | 98,089 | 103,612 |
| Netherlands | 46,187 | 48,552 | 52,201 | 53,640 | 55,923 |
| Ecuador | 36,589 | 41,378 | 41,942 | 45,502 | 39,015 |
| Costa Rica | 8,744 | 6,825 | 6,056 | 7,092 | 6,197 |
| Mexico | 4,785 | 5,521 | 6,082 | 7,391 | 8,494 |
| Taiwan | 3,987 | 4,493 | 4,510 | 6,606 | 6,780 |
| Israel | 3,817 | 3,719 | 4,878 | 4,896 | 4,580 |
| Guatemala | 3,790 | 4,018 | 3,568 | 4,119 | 5,726 |
| China | 2,583 | 2,832 | 3,058 | 3,920 | 3,927 |
| Others | 21,971 | 25,047 | 24,905 | 29,966 | 34,039 |
| Total | 389,607 | 418,317 | 445,884 | 488,936 | 498,515 |
| Note: 1. Includes Christmas trees. Source: Statistics Canada (CATSNet , July 2017) | | | | | |



7. World data

7.1. Top ten exporting countries for floriculture, nursery, and Christmas trees (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Netherlands | 10,590,628 | 11,077,219 | 12,162,476 | 11,868,737 | 13,045,558 |
| Colombia | 1,279,536 | 1,383,639 | 1,527,707 | 1,665,208 | 1,758,789 |
| Germany | 986,760 | 1,140,835 | 1,235,920 | 1,195,246 | 1,349,431 |
| Italy | 893,618 | 912,731 | 988,773 | 973,549 | 1,108,378 |
| Ecuador | 739,775 | 865,038 | 885,859 | 1,048,778 | 1,071,972 |
| Belgium | 870,518 | 914,992 | 993,873 | 744,736 | 799,325 |
| Kenya | 515,047 | 562,559 | 697,890 | 684,999 | 750,210 |
| Denmark | 640,965 | 669,726 | 674,958 | 593,382 | 628,782 |
| United States | 399,851 | 429,532 | 466,089 | 523,056 | 566,192 |
| Canada | 295,691 | 314,636 | 368,757 | 442,212 | 485,181 |
| Others | 3,562,910 | 3,637,283 | 4,698,342 | 4,855,740 | 4,304,400 |
| Total | 20,775,300 | 21,908,192 | 24,700,645 | 24,595,644 | 25,868,218 |
| Source: Global Trade Tracker (July 2017) | | | | | |

7.2. Top ten importing countries for floriculture, nursery, and Christmas trees (thousands of Canadian dollars)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Germany | 3,617,083 | 3,552,547 | 3,898,897 | 3,747,037 | 4,055,585 |
| Netherlands | 1,944,365 | 2,158,284 | 2,469,744 | 2,965,491 | 3,226,567 |
| United States | 1,860,642 | 1,965,669 | 2,176,195 | 2,559,786 | 2,875,443 |
| United Kingdom | 1,685,771 | 1,747,438 | 2,034,611 | 2,084,464 | 2,128,035 |
| France | 1,285,864 | 1,367,402 | 1,457,328 | 1,415,179 | 1,531,605 |
| Japan | 716,150 | 663,109 | 666,928 | 709,944 | 773,311 |
| Italy | 683,276 | 677,216 | 731,781 | 758,776 | 768,415 |
| Russian Federation | 981,840 | 988,365 | 938,647 | 917,108 | 765,527 |
| Switzerland | 629,787 | 658,893 | 704,681 | 692,001 | 733,054 |
| Belgium | 648,149 | 680,890 | 754,277 | 505,825 | 588,252 |
| Others | 4,752,291 | 5,375,248 | 5,872,464 | 6,154,251 | 6,691,743 |
| Total | 18,805,219 | 19,835,062 | 21,705,553 | 22,509,862 | 24,137,537 |
| Source: Global Trade Tracker (July 2017) | | | | | |



8. Key Resources

Global Trade Tracker

Statistics Canada. CANSIM Table 001-0047

Statistics Canada. CANSIM Table 001-0048

Statistics Canada. CANSIM Table 001-0049

Statistics Canada. CANSIM Table 001-0050

Statistics Canada. CANSIM Table 001-0051

Statistics Canada. CANSIM Table 001-0053

Statistics Canada. CANSIM Table 001-0054

Statistics Canada. CANSIM Table 001-0055

Statistics Canada. CANSIM Table 001-0058

Statistics Canada. CANSIM Table 001-0059

Statistics Canada. CANSIM Table 001-0060

Statistics Canada. CANSIM Table 001-0061

Statistics Canada. CANSIM Table 002-0001

Statistics Canada. CANSIM Tableau 004-0216

Statistics Canada. CANSIM Tableau 004-0217

Statistics Canada. CANSIM Tableau 004-0218

Statistics Canada. CATSNet

HS Codes: All import and export H.S. codes fall under Chapter 06 of the Custom Tariff.