# Statistical Overview of the <br> Canadian Ornamental <br> Industry <br> 2017 

Prepared by
Crops and Horticulture Division
Agriculture and Agri-Food Canada
November 2018

© Her Majesty the Queen in Right of Canada, represented by the Minister of Agriculture and Agri-Food (2018).

Electronic version available at www.agr.gc.ca/horticulture e
ISSN: 1925-3796
AAFC No. 12876E

Paru également en français sous le titre
Aperçu statistique de l'industrie ornementale du Canada, 2017
ISSN: 1925-380X
No d'AAC: 12876F

For more information, reach us at www.agr.gc.ca or call us toll-free at 1-855-773-0241.

## Table of Contents

Overview ..... 1

1. Production ..... 2
1.1. Number of Canadian ornamental farms by sub-sector ..... 2
1.2. Area of Canadian ornamental farms by sub-sector (hectares) ..... 2
1.3. Area per farm (average) of Canadian ornamental farms by sub-sector (hectares) ..... 3
1.4. Operations, area and months of operation for specialized greenhouse flowers and plants ..... 3
1.5. Total area for production of specialized greenhouse flowers and plants by province (square metres) ..... 4
1.6. Production of greenhouse flowers and plants by category (number in millions) ..... 4
1.7. Production of potted plants by variety (number in thousands) ..... 5
1.8. Production of cuttings by variety (number in thousands) ..... 6
1.9. Production of cut flowers by variety (number in thousands) ..... 6
1.10. Total sod area by province (hectares) ..... 7
1.11. Sod operations by province (number) ..... 7
1.12. Christmas tree production by province (number of farms) ..... 8
1.13. Christmas tree production by province (hectares) ..... 8
2. Sales and resales ..... 9
2.1. Ornamental sales and resales by sub-sector (millions of Canadian dollars) ..... 9
2.2. Greenhouse flower and plant sales by category (millions of Canadian dollars) ..... 9
2.3. Greenhouse flower and plant sales and resales by province (millions of Canadian dollars) ..... 10
2.4. Greenhouse flower and plant sales and resales by province - percent share, 2017 ..... 10
2.5. Nursery stock sales and resales by province (millions of Canadian dollars) ..... 11
2.6. Nursery stock sales and resales by province - percentage share, 2017 ..... 12
2.7. Nursery stock resales by province (millions of Canadian dollars) ..... 12
2.8. Sod sales and resales by province (millions of Canadian dollars) ..... 13
3. Channels of distribution ..... 14
3.1. Channels of distribution for flowers and plant sales and resales (millions of Canadian dollars), ..... 14
3.2. Channels of distribution for flowers and plant sales and resales, 2013-2017 ..... 15
3.3. Channels of distribution for nursery product sales and resales (millions of Canadian dollars) ..... 15
3.4. Channels of distribution for nursery product sales and resales, 2013-2017 ..... 16
4. Operating expenses ..... 17
4.1. Greenhouse flower and plant producers' operating expenses by category (millions of Canadian dollars) ..... 17
4.2. Greenhouse flower and plant producers' operating expenses by province (millions of Canadian dollars) ..... 17
4.3. Nursery operating expenses by category (millions of Canadian dollars) ..... 18
4.4. Nursery operating expenses by province (millions of Canadian dollars) ..... 18
4.5. Sod operating expenses by category (millions of Canadian dollars) ..... 19
4.6. Sod operating expenses by province (millions of Canadian dollars) ..... 19
5. Labour ..... 20
5.1. Nursery, sod and greenhouse flowers total employees ..... 20
5.2. Total employees by sector, 2013-2017 ..... 21
6. Trade ..... 22
6.1. Canadian ornamental trade balance by category (thousands of Canadian dollars) ..... 22
6.2. Exports ..... 23
6.2.1. Canadian floriculture and nursery exports by province (thousands of Canadian dollars) ..... 23
6.2.2. Floriculture and nursery exports by province, 2013-2017 ..... 24
6.2.3. Floriculture and nursery exports by province - percent share, 2017 ..... 24
6.2.4. Canada's top ten floriculture and nursery export destinations (thousands of Canadian dollars) ..... 25
6.2.5. Christmas tree exports by province (thousands of Canadian dollars) ..... 26
6.2.6. Christmas tree exports by province (number) ..... 26
6.2.7. Christmas tree exports by province, 2013-2017 ..... 27
6.2.8. Christmas tree exports by province - percentage share, 2017 ..... 28
6.2.9. Canada's top ten Christmas tree destinations (thousands of Canadian dollars) ..... 28
6.2.10. Canada's top ten Christmas tree destinations (number) ..... 29
6.2.11. Canada's floriculture and nursery export destinations by U.S. state (thousands of Canadian dollars) ..... 29
6.3. Imports ..... 30
6.3.1. Floriculture and nursery imports by province (thousands of Canadian dollars) ..... 30
6.3.2. Top ten sources of Canada's floriculture and nursery ${ }^{1}$ imports (thousands of Canadian dollars) ..... 30
7. World data ..... 31
7.1. Top ten exporting countries for floriculture, nursery, and Christmas trees (thousands of Canadian dollars) ..... 31
7.2. Top ten importing countries for floriculture, nursery, and Christmas trees (thousands of Canadian dollars) ..... 31
8. Key Resources ..... 32

## Overview

The ornamental horticulture sector includes the floriculture (primarily cut flowers and potted plants), nursery, Christmas tree, and turf sod industries. In 2017 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 sector ${ }^{1}$, figures discussed in this report are not directly comparable to any information gathered in prior years.

In 2017, Canadian greenhouse flower and plant producers operated 1,703 operations with a combined area of approximately 7.3 million square metres. The number of greenhouse operations and the area dedicated to production of greenhouse flowers and plants declined in 2017, falling to a five-year low for the period 2013-2017. Ontario remains the leading province in production area for greenhouse flowers and plants, accounting for $47.4 \%$ of total Canadian production area, followed by British Columbia (21.6\%) and Quebec (16.1\%).

Floriculture (greenhouse flowers and plants) remained the largest sub-sector by revenue, accounting for $65.0 \%$ of total sales. Floriculture sales have been relatively stable over the last 3 years, totaling $\$ 1.51$ billion in 2017. Ontario, British Columbia and Quebec accounted for the majority of Canada's total floriculture sales, with Ontario contributing more than half of Canadian sales at $51.6 \%$. Nursery sales totaled $\$ 659.3$ million in 2017, accounting for $28.6 \%$ of total ornamental sales. By province, Ontario accounted for $44.0 \%$ of total nursery sales in 2017, followed by British Columbia and Quebec with $30.0 \%$ and $13.3 \%$, respectively. Turf sod sales totaled $\$ 147.3$ million in 2017, accounting for $6.4 \%$ of total ornamental sales. Ontario led the country in sod sales at $40.2 \%$ of the national total.

Ornamental products are distributed through multiple channels. Mass-market chain stores are the primary distributers of floriculture products, accounting for $32.3 \%$ of total sales in 2017. However, landscape contractors and garden centres are the two largest distribution channels specifically for nursery products, making up $27.7 \%$ and $18.5 \%$ of total sales, respectively.

In 2017, 28,054 people were directly employed in the production of ornamental products. $56 \%$ of these employees worked in specialized greenhouse flower and plant operations, $38 \%$ in nurseries, and $6 \%$ 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. $64 \%$ percent of greenhouse flower and plant production employees were seasonal workers, while $73 \%$ of sod workers and $69 \%$ of nursery workers fell into the seasonal category.

Canada's largest ornamental trade partner continues to be the United States, accounting for 99.2\% of exports and $47.4 \%$ of imports in the sector. Canadian worldwide exports totaled $\$ 501$ million in 2017, and imports amounted to $\$ 531$ million, resulting to a net negative trade balance of approximately $\$ 30$ million.

[^0]
## 1. Production

### 1.1. Number of Canadian ornamental farms ${ }^{1}$ 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 | $\mathbf{9 , 2 1 0}$ | $\mathbf{7 , 3 2 0}$ | $\mathbf{- 2 0 . 5} \%$ |

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. Tables 32-10-0419-01, 32-10-0420-01 and 32-10-0421-01

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

|  | 2011 |  | 2016 |
| :--- | ---: | ---: | :---: |
| 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 | $\mathbf{7 9 , 0 0 4}$ | $\mathbf{6 7 , 3 9 2}$ | $\mathbf{- 1 4 . 7 \%}$ |

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. Tables 32-10-0419-01, 32-10-0420-01 and 32-10-0421-01

### 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 | $\mathbf{7 . 3}$ |  |  |

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. Tables 32-10-0419-01, 32-10-0420-01 and 32-10-0421-01

### 1.4. Operations, area and months of operation for specialized greenhouse flowers and plants ${ }^{1}$

|  | Total greenhouse <br> operations (number) | Total greenhouse area <br> (square metres) | Total months of operation <br> (number) |
| :--- | ---: | ---: | ---: |
| 2013 | 2,035 | $8,158,267$ | 20,458 |
| 2014 | 1,940 | $7,899,309$ | 19,300 |
| 2015 | 1,872 | $7,996,415$ | 17,147 |
| 2016 | 1,811 | $7,601,836$ | 15,927 |
| 2017 | 1,703 | $7,343,558$ | 14,801 |

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 greenhouse area, production, sales, labour and expenses variables.
Source: Statistics Canada. Table 32-10-0019-01 Estimates of specialized greenhouse operations, greenhouse area, and months of operation
1.5. Total area for production of specialized greenhouse flowers and plants by province (square metres)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Atlantic provinces | 281,051 | 299,056 | 280,201 | 257,890 | 260,182 |
| Quebec | $1,150,780$ | $1,233,623$ | $1,220,000$ | $1,213,584$ | $1,181,037$ |
| Ontario | $3,857,743$ | $3,509,557$ | $3,656,452$ | $3,729,701$ | $3,480,642$ |
| Prairie provinces | 865,606 | 862,062 | 863,731 | 767,503 | 837,687 |
| British Columbia | $2,003,086$ | $1,995,011$ | $1,976,031$ | $1,614,579$ | $1,584,010$ |
| Canada | $\mathbf{8 , 1 5 8 , 2 6 7}$ | $\mathbf{7 , 8 9 9 , 3 0 9}$ | $\mathbf{7 , 9 9 6 , 4 1 5}$ | $\mathbf{7 , 6 0 1 , 8 3 6}$ | $\mathbf{7 , 3 4 3 , 5 5 8}$ |

Source: Statistics Canada. Table 32-10-0019-01 Estimates of specialized greenhouse operations, greenhouse area, and months of operation

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Potted plants $^{1}$ | 200.0 | 192.1 | 217.2 | 216.4 | 206.6 |
| Cuttings $^{1}$ | 92.1 | 97.2 | 98.3 | 89.7 | 87.9 |
| Cut flowers | 332.9 | 317.6 | 314.4 | 306.3 | 278.3 |
| Bedding plants, ornamental | 543.0 | 527.7 | 478.3 | 469.6 | 456.0 |
| Total | $\mathbf{1 , 1 6 7 . 9}$ | $\mathbf{1 , 1 3 4 . 6}$ | $\mathbf{1 , 1 0 8 . 2}$ | $\mathbf{1 , 0 8 2 . 0}$ | $\mathbf{1 , 0 2 8 . 9}$ |

Note:

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

Source: Statistics Canada. Table 32-10-0246-01 Production and sale of greenhouse flowers and plants

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

|  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Azaleas, indoor | 1,205 | 1,201 | 1,131 | 930 | 526 |
| Lilies, indoor | 5,083 | 3,251 | 5,845 | 3,495 | 2,811 |
| Poinsettias, indoor | 8,476 | 7,141 | 7,222 | 6,451 | 5,690 |
| African violets, indoor | F | 5,717 | 8,937 | 7,278 | 3,733 |
| Tropical foliage and green plants | 10,171 | 8,110 | 11,435 | 11,425 | 15,548 |
| Gerberas, indoor | 3,616 | 4,739 | 5,042 | 4,230 | 4,070 |
| Miniature roses, indoor | 9,446 | 9,552 | 10,184 | 10,318 | 10,414 |
| Orchids, indoor | 2,920 | 2,797 | 3,137 | 2,115 | 3,036 |
| Kalanchoes, indoor | 6,456 | 7,267 | 8,464 | 8,024 | 7,178 |
| Chrysanthemums, indoor | 8,206 | 7,905 | 7,457 | 6,335 | 6,032 |
| Primulas, indoor | 2,347 | 1,874 | 2,396 | 3,078 | 2,491 |
| Cyclamens, indoor | 1,989 | 1,820 | 2,340 | 1,925 | 1,719 |
| Tulips, indoor | 1,887 | 1,862 | 2,321 | 2,090 | 2,158 |
| Indoor hanging pots | 908 | 899 | 1,505 | 1,275 | 790 |
| Other indoor pots | 16,555 | 17,337 | 17,962 | 15,597 | 13,341 |
| Begonias, outdoor | 6,915 | 6,288 | 6,880 | 6,708 | 6,145 |
| Chrysanthemums, outdoor | 4,074 | 3,904 | 4,018 | 3,630 | 3,660 |
| Geraniums, outdoor | 18,705 | 19,123 | 18,784 | 16,472 | 15,133 |
| New Guinea impatiens, outdoor | 5,855 | 3,596 | 4,121 | 3,889 | 3,969 |
| Petunias, outdoor | 8,880 | 7,335 | 8,409 | 6,923 | 6,882 |
| Herbaceous flowering perennials, outdoor | 12,070 | 10,979 | 11,692 | 8,130 | 7,960 |
| Argyranthemum, outdoor | 400 | 416 | 410 | 299 | 319 |
| Calibrachoas, outdoor | . | . | .. | 2,624 | 2,373 |
| Dahlia, outdoor | .. | .. | .. | 983 | 970 |
| Pansies, outdoor | .. | . | . | 1,456 | 1,619 |
| Rudbeckias, outdoor | .. | .. | .. | 147 | 190 |
| Heliopsis, outdoor | .. | .. | .. | 67 | 42 |
| Verbenas, outdoor | .. | .. | .. | 821 | 1,130 |
| Zinnias, outdoor | .. | .. | .. | 345 | 305 |
| Herb plants, outdoor | .. | .. | . | 10,698 | 11,561 |
| Vegetable plants, outdoor | .. | .. | .. | 7,227 | 8,734 |
| Outdoor hanging pots | 12,064 | 12,637 | 12,762 | 12,896 | 11,075 |
| Other outdoor pots | 43,056 | 46,305 | 54,736 | 48,503 | 45,021 |
| Total potted plants | 200,025 | 192,055 | 217,189 | 216,382 | 206,624 |

Notes:
F: Too unreliable to be published.
.. : Not available for a specific reference period.
Source: Statistics Canada. Table 32-10-0021-01 Production of plants, flowers and tree seedlings

### 1.8. Production of cuttings by variety (number in thousands)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Chrysanthemums, cuttings | 2,717 | 4,708 | 3,926 | 3,897 | 4,115 |
| Poinsettias, cuttings | 2,924 | 3,885 | 4,494 | 5,424 | 5,159 |
| Geraniums, cuttings | 7,913 | 10,999 | 13,651 | 14,095 | 12,318 |
| Impatiens, cuttings | 3,065 | 4,447 | 4,578 | 4,809 | 4,153 |
| Other cuttings | 75,433 | 73,183 | 71,692 | 61,519 | 62,164 |
| Total cuttings | $\mathbf{9 2 , 0 5 1}$ | $\mathbf{9 7 , 2 2 3}$ | $\mathbf{9 8 , 3 4 2}$ | $\mathbf{8 9 , 7 4 4}$ | $\mathbf{8 7 , 9 1 0}$ |
|  |  |  |  |  |  |

### 1.9. Production of cut flowers ${ }^{1}$ by variety (number in thousands)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Alstroemeria, stems | 13,180 | 10,732 | 12,250 | 8,964 | 7,491 |
| Chrysanthemums, stems | 34,949 | 32,470 | 33,562 | 25,377 | 23,142 |
| Daffodils, stems | 4,098 | 6,618 | 4,061 | 3,746 | 2,623 |
| Freesia, stems | F | 4,592 | 4,576 | 5,821 | 5,979 |
| Gerberas, stems | 78,560 | 74,284 | 75,229 | 87,778 | 81,069 |
| Iris, stems | 2,408 | 4,638 | 3,239 | x | 1,834 |
| Roses, stems | 8,306 | 5,944 | 5,388 | x | 4,417 |
| Snapdragons, stems | 19,272 | 13,835 | 12,146 | 23,772 | 18,864 |
| Tulips, stems | 128,743 | 117,567 | 120,021 | 111,177 | 106,140 |
| Lilies, stems | 13,307 | 9,223 | 9,745 | 11,557 | 9,999 |
| Lisianthus, stems | F | 2,456 | 5,499 | 5,793 | 5,440 |
| Other cut flowers | 22,141 | 35,289 | 28,657 | 16,485 | 11,341 |
| Total cut flowers | $\mathbf{3 3 2 , 9 0 0}$ | $\mathbf{3 1 7 , 6 4 8}$ | $\mathbf{3 1 4 , 3 7 3}$ | $\mathbf{3 0 6 , 3 1 5}$ | $\mathbf{2 7 8 , 3 4 0}$ |

Notes:

1. Includes flowers grown, or given some cultural treatment, and sold.
x : Suppressed to meet the confidentiality requirements of the Statistics Act.
F: Too unreliable to be published.
Source: Statistics Canada. Table 32-10-0021-01 Production of plants, flowers and tree seedlings

### 1.10. Total sod area by province (hectares)

|  | 2013 | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 251 | 233 | 276 | x | x |
| Prince Edward Island | x | x | x | x | x |
| Nova Scotia | 1,023 | 1,085 | 1,142 | 999 | 975 |
| New Brunswick | 335 | 318 | x | 401 | 467 |
| Quebec | 4,906 | 4,711 | 5,129 | 4,821 | 4,237 |
| Ontario | 9,837 | 10,894 | 9,232 | 9,105 | 8,624 |
| Manitoba | x | x | 1,182 | 780 | 749 |
| Saskatchewan | 569 | 614 | 654 | 613 | 564 |
| Alberta | 4,495 | 4,234 | 4,061 | 4,065 | 3,714 |
| British Columbia | 903 | 862 | 849 | 811 | 859 |
| Canada | $\mathbf{2 3 , 7 6 6}$ | $\mathbf{2 4 , 2 2 5}$ | $\mathbf{2 2 , 9 1 4}$ | $\mathbf{2 1 , 9 1 5}$ | $\mathbf{2 0 , 5 2 2}$ |

Note:
x: Suppressed to meet the confidentiality requirements of the Statistics Act.
Source: Statistics Canada. Table 32-10-0034-01 Estimates of sod area, sales and resales

### 1.11. Sod operations ${ }^{1}$ by province (number)

|  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 25 | 20 | 20 | 20 | 23 |
| Prince Edward Island | 3 | 3 | 2 | X | 4 |
| Nova Scotia | 12 | 10 | 10 | 9 | 10 |
| New Brunswick | 9 | 9 | 9 | x | 9 |
| Quebec | 65 | 62 | 58 | 60 | 61 |
| Ontario | 80 | 80 | 65 | 65 | 65 |
| Manitoba | 10 | 10 | 10 | 10 | 10 |
| Saskatchewan | 10 | 10 | 9 | 9 | 8 |
| Alberta | 30 | 30 | 30 | 26 | 26 |
| British Columbia | 40 | 40 | 30 | 30 | 30 |
| Canada | 284 | 274 | 243 | 240 | 246 |

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. Table 32-10-0034-01 Estimates of sod area, sales and resales

### 1.12. Christmas tree production by province (number of farms)

|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: |
| 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 | $\mathbf{2 , 3 8 1}$ | $\mathbf{1 , 8 7 2}$ |
| Source: Statistics Canada. Table $32-10-0421-01$ | Christmas trees |  |

### 1.13. Christmas tree production by province (hectares)

|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: |
| 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 | $\mathbf{2 8 , 3 1 5}$ | $\mathbf{2 3 , 7 8 7}$ |
| Source: Statistics Canada. Table 32-10-0421-01 Christmas trees |  |  |

## 2. Sales and resales

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Greenhouse flower and plants | $1,403.6$ | $1,443.0$ | $1,506.0$ | $1,510.2$ | $1,501.2$ |
| Nursery $^{1}$ | 735.7 | 747.2 | 759.5 | 670.5 | 659.3 |
| Sod | 160.2 | 162.4 | 157.0 | 146.8 | 147.3 |
| Total | $\mathbf{2 , 2 9 9 . 5}$ | $\mathbf{2 , 3 5 2 . 5}$ | $\mathbf{2 , 4 2 2 . 5}$ | $\mathbf{2 , 3 2 7 . 4}$ | $\mathbf{2 , 3 0 7 . 8}$ |

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. Tables 32-10-0023-01, 32-10-0032-01 and 32-10-0034-01

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Potted plants $^{1}$ | 677.5 | 706.4 | 785.9 | 811.6 | 786.9 |
| Cuttings $^{1}$ | 51.8 | 51.6 | 49.9 | 44.2 | 44.8 |
| Cut flowers | 149.6 | 150.1 | 146.6 | 140.1 | 127.9 |
| Bedding plants, ornamental | 195.6 | 190.9 | 179.8 | 192.2 | 204.2 |
| Total | $\mathbf{1 , 0 7 4 . 6}$ | $\mathbf{1 , 0 9 8 . 9}$ | $\mathbf{1 , 1 6 2 . 1}$ | $\mathbf{1 , 1 8 8 . 0}$ | $\mathbf{1 , 1 6 3 . 8}$ |

Note:

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

Source: Statistics Canada. Table 32-10-0246-01 Production and sale of greenhouse flowers and plants

### 2.3. Greenhouse flower and plant sales and resales ${ }^{1}$ by province (millions of Canadian dollars)

|  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 10.0 | 9.2 | 8.1 | X | 8.7 |
| Prince Edward Island | 5.1 | 5.3 | 5.1 | X | 5.5 |
| Nova Scotia | 13.4 | 16.1 | 13.4 | 17.0 | 13.0 |
| New Brunswick | 32.3 | 34.6 | 37.9 | X | 44.3 |
| Quebec | 161.1 | 161.5 | 163.8 | 177.0 | 188.7 |
| Ontario | 734.6 | 757.6 | 795.4 | 790.5 | 774.9 |
| Manitoba | 34.5 | 34.4 | F | 33.6 | 33.3 |
| Saskatchewan | 17.5 | 17.2 | 16.0 | 13.2 | 12.1 |
| Alberta | 71.8 | 85.9 | 78.9 | 77.3 | 76.9 |
| British Columbia | 323.3 | 321.1 | 352.8 | 343.8 | 343.9 |
| Canada | 1,403.6 | 1,443.0 | 1,506.0 | 1,510.2 | 1,501.2 |

Notes:
F: Too unreliable to be published.
x: Suppressed to meet the confidentiality requirements of the Statistics Act.
Source: Statistics Canada. Table 32-10-0023-01 Total value of greenhouse products

### 2.4. Greenhouse flower and plant sales and resales by province - percent share, 2017



Source: Statistics Canada. Table 32-10-0023-01 Total value of greenhouse products

### 2.5. Nursery stock ${ }^{1}$ sales and resales ${ }^{2}$ by province (millions of Canadian dollars)

|  | 2013 | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 0.7 | 0.6 | x | x | x |
| Prince Edward Island | 2.3 | 2.0 | x | x | x |
| Nova Scotia | 12.4 | 10.6 | 12.1 | 10.6 | 10.5 |
| New Brunswick | 4.4 | 4.7 | 5.6 | 3.5 | 3.2 |
| Quebec | 102.6 | 101.8 | 106.0 | 89.4 | 87.7 |
| Ontario | 296.2 | 309.1 | 312.3 | 303.6 | 290.4 |
| Manitoba | 16.9 | 15.2 | 14.8 | 15.2 | 14.4 |
| Saskatchewan | 8.1 | 7.1 | 8.1 | 5.1 | 6.2 |
| Alberta | 53.6 | 57.9 | 55.6 | 47.0 | 47.2 |
| British Columbia | 238.5 | 238.2 | 243.0 | 194.3 | 198.1 |
| Canada | $\mathbf{7 3 5 . 7}$ | $\mathbf{7 4 7 . 2}$ | $\mathbf{7 5 9 . 5}$ | $\mathbf{6 7 0 . 5}$ | $\mathbf{6 5 9 . 3}$ |

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.
x: Suppressed to meet the confidentiality requirements of the Statistics Act.
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. Table 32-10-0032-01 Nursery stock sales and resales
2.6. Nursery stock sales and resales by province - percentage share, 2017


Source: Statistics Canada. Table 32-10-0032-01 Nursery stock sales and resales

### 2.7. Nursery stock resales ${ }^{1}$ by province (millions of Canadian dollars)

|  | 2013 |  | 2014 | 2015 | 2016 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | x | x | x | 0.3 | 0.3 |
| Prince Edward Island | x | x | x | x | 0.0 |
| Nova Scotia | 2.5 | 2.1 | 1.2 | 0.8 | 0.8 |
| New Brunswick | 1.3 | F | 1.0 | 1.0 | 1.0 |
| Quebec | 17.5 | 16.0 | 15.0 | 16.5 | 17.1 |
| Ontario | 67.6 | 71.4 | 72.3 | 81.3 | 72.1 |
| Manitoba | 3.0 | 2.0 | 2.6 | 2.2 | 1.8 |
| Saskatchewan | 2.2 | 1.8 | 2.3 | 1.8 | 2.5 |
| Alberta | 7.6 | 7.3 | 9.5 | 8.8 | 7.4 |
| British Columbia $^{\text {Canada }}{ }^{1}$ | 28.1 | 31.4 | 29.2 | 27.1 | 28.4 |

Notes:

1. 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. Table 32-10-0032-01 Nursery stock sales and resales

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 2.4 | 2.9 | 2.8 | x | x |
| Prince Edward Island | x | x | x | x | x |
| Nova Scotia | 5.1 | 4.7 | 4.8 | x | x |
| New Brunswick | 2.2 | 1.9 | x | x | 3.0 |
| Quebec | 34.6 | 31.7 | 33.2 | 31.8 | x |
| Ontario | 62.9 | 70.2 | 61.2 | 56.9 | 59.1 |
| Manitoba | x | x | 7.4 | 4.6 | 4.3 |
| Saskatchewan | 5.0 | 4.8 | 5.1 | 4.4 | 3.9 |
| Alberta | 29.2 | 23.5 | 28.1 | x | 27.0 |
| British Columbia | 10.4 | 9.6 | 10.7 | 11.4 | 12.0 |
| Canada | $\mathbf{1 6 0 . 2}$ | $\mathbf{1 6 2 . 4}$ | $\mathbf{1 5 7 . 0}$ | $\mathbf{1 4 6 . 8}$ | $\mathbf{1 4 7 . 3}$ |
| Notes: |  |  |  |  |  |
| 1. Data may not add up as some data was suppressed to meet confidentiality requirements. <br> x: Suppressed to meet the confidentiality requirements of the Statistics Act. <br> Source: Statistics Canada. Table 32-10-0034-01 <br> Estimates of sod area, sales and resales |  |  |  |  |  |

## 3. Channels of distribution

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Mass market chain stores | 425.1 | 446.9 | 451.8 | 476.1 | 484.9 |
| Domestic wholesalers | 305.4 | 269.3 | 289.6 | 278.8 | 283.1 |
| Direct sales to the public $^{1}$ | 220.9 | 221.6 | 215.7 | 224.1 | 201.9 |
| Other greenhouses | 96.8 | 137.1 | 167.8 | 161.2 | 175.4 |
| Retail florists | 174.0 | 184.4 | 191.4 | 171.1 | 165.7 |
| Exported | 128.8 | 118.5 | 123.2 | 144.4 | 141.9 |
| Government and public agencies | 11.9 | 20.4 | 20.2 | 13.1 | 11.7 |
| Other channels | 40.6 | 44.7 | 46.4 | 41.3 | 36.5 |
| Total sales $^{2}$ | $\mathbf{1 , 4 0 3 . 6}$ | $\mathbf{1 , 4 4 3 . 0}$ | $\mathbf{1 , 5 0 6 . 0}$ | $\mathbf{1 , 5 1 0 . 2}$ | $\mathbf{1 , 5 0 1 . 2}$ |

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. Table 32-10-0022-01 Channels of distribution for horticulture product sales and resales

### 3.2. Channels of distribution for flowers and plant sales and resales, 2013-2017



Source: Statistics Canada. Table 32-10-0022-01 Channels of distribution for horticulture product sales and resales

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

|  | 2013 | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | 2016 | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Landscape contractors | 167.8 | 173.4 | 171.2 | 177.1 | 182.4 |
| Garden centres | 131.9 | 140.3 | 141.1 | 130.8 | 122.3 |
| Mass market chain stores | 102.6 | 112.1 | 123.8 | 107.8 | 100.7 |
| Direct sales to the public $^{1}$ | 92.0 | 81.3 | 79.0 | 75.1 | 89.2 |
| Other growers | 58.7 | 66.0 | 69.6 | 79.4 | 75.2 |
| Exported | 16.0 | 17.8 | 29.6 | 22.2 | 25.7 |
| Government and public agencies | 60.6 | 53.0 | 54.9 | 31.2 | 23.9 |
| Fruit growers | 32.6 | 34.3 | 34.4 | 22.9 | 20.2 |
| Other channels | 73.6 | 68.9 | 55.8 | 24.0 | 19.9 |
| Total sales ${ }^{2}$ | $\mathbf{7 3 5 . 7}$ | $\mathbf{7 4 7 . 2}$ | $\mathbf{7 5 9 . 5}$ | $\mathbf{6 7 0 . 5}$ | $\mathbf{6 5 9 . 3}$ |

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.
Source: Statistics Canada. Table 32-10-0033-01 Channels of distribution for nursery product sales and resales

### 3.4. Channels of distribution for nursery product sales and resales, 2013-2017



Source: Statistics Canada. Table 32-10-0033-01 Channels of distribution for nursery product sales and resales

## 4. Operating expenses

### 4.1. Greenhouse flower and plant ${ }^{1}$ producers' operating expenses by category (millions of Canadian dollars)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{\mathbf{2}}$ | 331.9 | 338.7 | 339.7 | 322.6 | 294.7 |
| Plant material purchases for growing on $^{3}$ | 213.7 | 211.1 | 221.2 | 216.0 | 219.9 |
| Plant material purchases for resale $^{3}$ | 131.4 | 135.0 | 127.5 | 114.4 | 106.3 |
| Electricity $^{4}$ | 25.7 | 26.9 | 27.7 | 28.9 | 25.8 |
| Fuel | 58.2 | 66.0 | 61.5 | 55.3 | 50.2 |
| Other crop expenses |  |  |  |  |  |
| Other operating expenses $^{\mathbf{6}}$ | 100.7 | 107.7 | 124.4 | 141.2 | 156.8 |
| Total operating expenses $^{\mathbf{7}}$ | 218.3 | 215.4 | 211.8 | 208.5 | 183.2 |

Notes:

1. This category excludes mixed operations (vegetables, flowers, and plants).
2. Includes seasonal and permanent labour.
3. Includes value of flowers, plants, cuttings, seedlings, seeds and bulbs purchased (before sales tax).
4. Electricity expenses include electricity for lighting, airflow fans, and heating.
5. Includes fertilizer, pesticides, pollination, irrigation, containers, packaging, bioprograms, and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam and sawdust.
6. Includes interest, land taxes, insurance, advertising, repairs to farm buildings, machinery, agricultural equipment and vehicles, contract work, and telephone and telecommunications services.
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. Table 32-10-0025-01 Specialized greenhouse producers' operating expenses

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Atlantic provinces | 47.0 | 53.8 | 55.0 | 52.0 | 54.2 |
| Quebec | 118.6 | 124.1 | 114.1 | 119.0 | 115.8 |
| Ontario | 556.0 | 566.5 | 597.8 | 614.7 | 594.4 |
| Prairie provinces | 105.4 | 108.3 | 94.9 | 79.3 | 81.4 |
| British Columbia | 253.0 | 248.0 | 251.8 | 221.7 | 191.2 |
| Canada | $\mathbf{1 , 0 7 9 . 9}$ | $\mathbf{1 , 1 0 0 . 8}$ | $\mathbf{1 , 1 1 3 . 7}$ | $\mathbf{1 , 0 8 6 . 8}$ | $\mathbf{1 , 0 3 6 . 9}$ |

Source: Statistics Canada. Table 32-10-0025-01 Specialized greenhouse producers' operating expenses

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

|  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{1}$ | 240.5 | 235.7 | 233.8 | 201.6 | 199.2 |
| Plant material purchases for growing on |  |  |  |  |  |
| Plant material purchases for resale $^{2}$ | 95.7 | 92.1 | 91.3 | 96.4 | 97.1 |
| Electricity expenses | 78.9 | 87.9 | 90.0 | 98.4 | 94.2 |
| Other crop expenses | .. | .. | .. | 5.7 | 4.6 |
| Other operating expenses | .. | .. | .. | 60.5 | 62.1 |
| Total Operating Expenses | 228.4 | 236.4 | 227.6 | 115.5 | 111.1 |

Notes:

1. Includes seasonal and permanent labour.
2. Includes value of trees, nursery stock, bedding plants, seedlings, cuttings or bulbs purchased before sales tax.
..: Data not available.
Source: Statistics Canada. Table 32-10-0454-01 Nursery and sod producers' operating expenses

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

|  | 2013 | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | 2016 | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 0.6 | 0.6 | 0.5 | x | x |
| Prince Edward Island | 1.5 | 1.5 | 1.3 | x | x |
| Nova Scotia | 9.2 | 10.1 | 11.1 | 10.2 | 10.2 |
| New Brunswick | 4.1 | 4.7 | 5.5 | 3.5 | 3.2 |
| Quebec | 97.9 | 91.3 | 95.6 | 78.3 | 79.2 |
| Ontario | 267.2 | 275.9 | 268.5 | 272.6 | 259.8 |
| Manitoba | 13.6 | 13.2 | 13.8 | 13.0 | 12.7 |
| Saskatchewan | 7.2 | 6.4 | 6.4 | 4.1 | 4.8 |
| Alberta | 45.9 | 51.1 | 50.4 | 41.5 | 42.1 |
| British Columbia | 196.3 | 197.3 | 189.7 | 153.4 | 154.7 |
| Canada | 643.6 | 652.1 | 642.7 | 578.2 | 568.3 |
| R |  |  |  |  |  |

Note:
x: Suppressed to meet the confidentiality requirements of the Statistics Act.
Source: Statistics Canada. Table 32-10-0454-01 Nursery and sod producers' operating expenses

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

|  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sod purchases for resale | 3.0 | 2.6 | 1.8 | 1.4 | 2.7 |
| Gross yearly payroll |  |  |  |  |  |
| Other operating expenses | 48.5 | 47.3 | 45.6 | 40.8 | 38.9 |
| Total operating expenses $^{2}$ | 82.5 | 84.2 | 78.3 | 75.1 | 72.0 |

Notes:

1. Includes seasonal and permanent labour.
2. Data may not add up as some data was suppressed to meet confidentiality requirements.

Source: Statistics Canada. Table 32-10-0454-01 Nursery and sod producers' operating expenses

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

|  | 2013 | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 1.9 | 2.1 | 2.4 | 2.0 | x |
| Prince Edward Island | x | x | x | x | x |
| Nova Scotia | 4.9 | 4.8 | x | 3.8 | 3.9 |
| New Brunswick | 0.7 | x | 1.1 | x | 2.5 |
| Quebec | 31.1 | 27.4 | 26.9 | 24.5 | 23.7 |
| Ontario | 59.6 | 62.3 | 51.0 | 46.4 | 45.0 |
| Manitoba | x | 4.2 | 4.6 | 3.0 | 3.1 |
| Saskatchewan | 3.7 | 3.8 | 3.6 | 3.6 | 3.2 |
| Alberta | 19.8 | 19.5 | 21.6 | 22.0 | 18.8 |
| British Columbia $^{\text {Canada }}{ }^{\mathbf{1}}$ | 8.9 | 8.4 | 9.8 | 9.9 | 10.5 |

## 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 Statistics Act.
Source: Statistics Canada. Table 32-10-0454-01 Nursery and sod producers' operating expenses

## 5. Labour

### 5.1. Nursery, sod and greenhouse flowers total employees

|  |  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nursery | Seasonal employees ${ }^{1}$ | 10,514 | 9,841 | 9,643 | 7,896 | 7,268 |
|  | Permanent employees ${ }^{2}$ | 4,293 | 4,046 | 3,862 | 3,560 | 3,332 |
|  | Total employees | 14,808 | 13,887 | 13,505 | 11,456 | 10,600 |
| Sod | Seasonal employees ${ }^{1}$ | 1,388 | 1,287 | 1,225 | 1,117 | 1,140 |
|  | Permanent employees ${ }^{2}$ | 546 | 509 | 480 | 461 | 428 |
|  | Total employees | 1,934 | 1,796 | 1,705 | 1,578 | 1,568 |
| Specialized greenhouse flowers and plants | Seasonal employees ${ }^{1}$ | 12,672 | 12,315 | 11,867 | 10,893 | 10,195 |
|  | Permanent employees ${ }^{2}$ | 6,951 | 6,796 | 6,627 | 6,288 | 5,691 |
|  | Total employees | 19,623 | 19,111 | 18,494 | 17,181 | 15,886 |

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. Tables 32-10-0026-01 and 32-10-0028-01

### 5.2. Total employees by sector, 2013-2017



Source: Statistics Canada. Tables 32-10-0026-01 and 32-10-0028-01

## 6. Trade

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

|  |  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bulbs, tubers, tuberous roots, etc. | Exports | 15,162 | 18,069 | 19,662 | 22,195 | 22,050 |
|  | Imports | 48,464 | 51,250 | 52,589 | 54,525 | 53,343 |
|  | Trade balance | -33,302 | -33,181 | -32,928 | -32,329 | -31,294 |
| Other live plants, including their roots, cuttings and slips, etc. | Exports | 203,952 | 246,122 | 300,877 | 321,480 | 339,535 |
|  | Imports | 191,178 | 204,963 | 231,393 | 241,080 | 262,378 |
|  | Trade balance | 12,773 | 41,158 | 69,484 | 80,400 | 77,156 |
| Cut flowers and flower buds for bouquets or ornamental purposes, etc. | Exports | 45,806 | 51,054 | 62,653 | 75,413 | 76,140 |
|  | Imports | 147,685 | 156,332 | 168,054 | 165,114 | 172,887 |
|  | Trade balance | -101,879 | -105,278 | -105,401 | -89,701 | -96,747 |
| Foliage, branches and other parts of plants, etc. ${ }^{1}$ | Exports | 46,858 | 51,179 | 54,954 | 57,945 | 63,086 |
|  | Imports | 30,990 | 33,339 | 36,909 | 37,766 | 42,435 |
|  | Trade balance | 15,868 | 17,840 | 18,044 | 20,179 | 20,651 |
| Total | Exports | 311,778 | 366,424 | 438,145 | 477,034 | 500,810 |
|  | Imports | 418,317 | 445,884 | 488,945 | 498,485 | 531,044 |
|  | Overall trade balance | -106,539 | -79,460 | -50,801 | -21,451 | -30,234 |
| Note: <br> 1. Includes Christmas trees. <br> Source: Statistics Canada (CATSNet, May 2018) |  |  |  |  |  |  |

### 6.2. Exports

### 6.2.1. Canadian floriculture and nursery exports ${ }^{1}$ by province (thousands of Canadian dollars)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 0 | 0 | 0 | 0 | 1 |
| Prince Edward Island | 2,402 | 2,564 | 3,222 | 3,667 | 3,776 |
| Nova Scotia | 14,217 | 16,007 | 20,472 | 18,387 | 18,645 |
| New Brunswick | 28,531 | 32,515 | 28,895 | 31,614 | 30,334 |
| Quebec | 29,190 | 28,405 | 37,627 | 39,640 | 44,855 |
| Ontario | 170,682 | 204,000 | 249,566 | 275,071 | 289,516 |
| Manitoba | 794 | 925 | 1,288 | 1,361 | 1,274 |
| Saskatchewan | 61 | 49 | 68 | 62 | 134 |
| Alberta | 410 | 189 | 279 | 328 | 163 |
| British Columbia | 65,489 | 81,770 | 96,724 | 106,904 | 112,112 |
| Canada $^{2}$ | $\mathbf{3 1 1 , 7 7 8}$ | $\mathbf{3 6 6 , 4 2 4}$ | $\mathbf{4 3 8 , 1 4 5}$ | $\mathbf{4 7 7 , 0 3 4}$ | $\mathbf{5 0 0 , 8 1 0}$ |

Notes:

1. Includes Christmas trees.
2. Canada total derived from the sum of available provincial data.

Source: Statistics Canada (CATSNet, May 2018)
6.2.2. Floriculture and nursery exports by province, 2013-2017


Source: Statistics Canada (CATSNet , May 2018)
6.2.3. Floriculture and nursery exports by province - percent share, 2017


Source: Statistics Canada (CATSNet, May 2018)

### 6.2.4. Canada's top ten floriculture and nursery ${ }^{1}$ export destinations (thousands of Canadian dollars)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | 307,149 | 361,859 | 431,542 | 472,920 | 496,914 |
| Panama | 1,345 | 1,417 | 3,343 | 1,738 | 1,901 |
| Curacao | 0 | 301 | 241 | 416 | 430 |
| Bermuda | 231 | 257 | 219 | 265 | 244 |
| Aruba | 101 | 146 | 136 | 218 | 226 |
| Japan | 106 | 19 | 253 | 205 | 140 |
| Australia | 137 | 243 | 128 | 83 | 110 |
| Barbados | 84 | 84 | 100 | 99 | 108 |
| United Arab Emirates | 56 | 23 | 52 | 148 | 87 |
| Russian Federation | 115 | 61 | 30 | 45 | 86 |
| Others | 2,454 | 2,014 | 2,101 | 897 | 564 |
| Total | $\mathbf{3 1 1 , 7 7 8}$ | $\mathbf{3 6 6 , 4 2 4}$ | $\mathbf{4 3 8 , 1 4 5}$ | $\mathbf{4 7 7 , 0 3 4}$ | $\mathbf{5 0 0 , 8 1 0}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, May 2018)

### 6.2.5. Christmas tree exports by province ${ }^{1}$ (thousands of Canadian dollars)

|  | 2013 | 2014 | 2015 | 2016 | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Prince Edward Island | 14 | 15 | 18 | 0 | 0 |
| New Brunswick | 5,206 | 8,522 | 7,903 | 7,894 | 7,297 |
| Nova Scotia | 6,287 | 6,002 | 8,628 | 7,208 | 7,089 |
| Quebec | 15,308 | 17,751 | 24,373 | 27,426 | 34,175 |
| Ontario | 494 | 228 | 473 | 474 | 890 |
| Manitoba | 604 | 0 | 0 | 0 | 0 |
| Saskatchewan | 0 | 41 | 21 | 34 | 9 |
| British Columbia | 18 | 18 | 22 | 53 | 9 |
| Canada | $\mathbf{2 7 , 9 3 2}$ | $\mathbf{3 2 , 5 7 6}$ | $\mathbf{4 1 , 4 3 8}$ | $\mathbf{4 3 , 0 9 0}$ | $\mathbf{4 9 , 4 6 8}$ |

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, May 2018)

### 6.2.6. Christmas tree exports by province ${ }^{1}$ (number)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Prince Edward Island | 605 | 550 | 590 | 0 | 0 |
| Nova Scotia | 403,323 | 375,160 | 365,095 | 353,586 | 317,978 |
| New Brunswick | 246,148 | 267,255 | 266,669 | 298,425 | 250,557 |
| Québec | 819,382 | 865,279 | $1,061,691$ | $1,265,217$ | $1,666,828$ |
| Ontario | 32,933 | 13,904 | 21,699 | 23,491 | 35,186 |
| Manitoba | 70,299 | 0 | 0 | 0 | 0 |
| Saskatchewan | 0 | 4,334 | 1,665 | 2,412 | 695 |
| British Columbia | 3,049 | 2,965 | 2,326 | 9,358 | 713 |
| Canada | $\mathbf{1 , 5 7 5 , 7 3 9}$ | $\mathbf{1 , 5 2 9 , 4 4 7}$ | $\mathbf{1 , 7 1 9 , 7 3 5}$ | $\mathbf{1 , 9 5 2 , 4 8 9}$ | $\mathbf{2 , 2 7 1 , 9 5 7}$ |

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, May 2018)

### 6.2.7. Christmas tree exports by province, 2013-2017



Source: Statistics Canada (CATSNet, May 2018)
6.2.8. Christmas tree exports by province - percentage share, 2017


Source: Statistics Canada (CATSNet , May 2018)

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | 25,533 | 29,822 | 36,666 | 39,662 | 46,088 |
| Panama | 1,345 | 1,417 | 3,343 | 1,738 | 1,919 |
| Curacao | 0 | 301 | 241 | 416 | 430 |
| Bermuda | 230 | 257 | 219 | 264 | 242 |
| Aruba | 101 | 146 | 136 | 218 | 226 |
| Barbados | 61 | 57 | 79 | 82 | 88 |
| United Arab Emirates | 56 | 23 | 52 | 148 | 87 |
| Russian Federation | 19 | 61 | 30 | 45 | 86 |
| Cayman Islands | 23 | 27 | 29 | 29 | 73 |
| Saint Maarten (Dutch part) | 0 | 73 | 60 | 82 | 53 |
| Others | 562 | 393 | 583 | 406 | 176 |
| Total | $\mathbf{2 7 , 9 3 2}$ | $\mathbf{3 2 , 5 7 6}$ | $\mathbf{4 1 , 4 3 8}$ | $\mathbf{4 3 , 0 9 0}$ | $\mathbf{4 9 , 4 6 8}$ |
| Source: Statistics Canada (CATSNet, May 2018) |  |  |  |  |  |

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | $1,535,836$ | $1,477,761$ | $1,634,249$ | $1,866,218$ | $2,208,326$ |
| Panama | 21,314 | 22,971 | 53,283 | 51,133 | 32,597 |
| Curacao | 0 | 6,838 | 4,407 | 7,680 | 7,856 |
| Bermuda | 4,316 | 5,375 | 4,921 | 5,466 | 6,321 |
| Aruba | 1,511 | 2,243 | 2,270 | 4,189 | 3,963 |
| Russian Federation | 295 | 919 | 716 | 1,297 | 2,209 |
| United Arab Emirates | 738 | 360 | 1,364 | 3,921 | 1,906 |
| Barbados | 1,191 | 1,123 | 1,482 | 1,620 | 1,745 |
| Cayman Islands | 574 | 653 | 660 | 1,022 | 1,624 |
| Saint Maarten (Dutch part) | 0 | 1,734 | 924 | 1,572 | 1,148 |
| Others | 9,964 | 9,470 | 15,459 | 8,371 | 4,262 |
| Total | $\mathbf{1 , 5 7 5 , 7 3 9}$ | $\mathbf{1 , 5 2 9 , 4 4 7}$ | $\mathbf{1 , 7 1 9 , 7 3 5}$ | $\mathbf{1 , 9 5 2 , 4 8 9}$ | $\mathbf{2 , 2 7 1 , 9 5 7}$ |
| Soura: Sti, |  |  |  |  |  |

Source: Statistics Canada (CATSNet, May 2018)

### 6.2.11. Canada's floriculture and nursery ${ }^{1}$ export destinations by U.S. state (thousands of Canadian dollars)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| New York | 40,326 | 45,220 | 51,935 | 59,799 | 64,508 |
| Washington, state | 26,447 | 28,619 | 33,702 | 40,375 | 43,020 |
| Massachusetts | 26,039 | 28,603 | 31,170 | 33,102 | 32,845 |
| Michigan | 17,452 | 19,819 | 28,058 | 28,805 | 30,252 |
| Florida | 21,456 | 22,746 | 33,916 | 31,400 | 30,236 |
| California | 11,352 | 16,870 | 18,565 | 25,362 | 28,609 |
| Illinois | 14,504 | 20,700 | 24,360 | 23,019 | 25,588 |
| Maine | 18,187 | 20,154 | 23,486 | 24,252 | 24,838 |
| New Jersey | 13,981 | 18,323 | 18,065 | 20,400 | 20,679 |
| Pennsylvania | 16,081 | 19,803 | 22,269 | 22,471 | 20,632 |
| Other U.S. States | 101,325 | 121,004 | 146,016 | 163,934 | 175,708 |
| Total, United States | 307,149 | 361,859 | 431,542 | 472,920 | 496,914 |

## Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, May 2018)

### 6.3. Imports

### 6.3.1. Floriculture and nursery ${ }^{1}$ imports by province (thousands of Canadian dollars)

|  | 2013 | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | 2016 | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 187 | 137 | 117 | 101 | 106 |
| Prince Edward Island | 19 | 7 | 6 | 10 | 4 |
| Nova Scotia | 1,202 | 1,229 | 1,302 | 1,459 | 1,627 |
| New Brunswick | 5,513 | 6,123 | 6,280 | 6,215 | 7,314 |
| Quebec | 55,360 | 58,213 | 61,321 | 66,070 | 64,895 |
| Ontario | 216,755 | 231,555 | 254,559 | 262,993 | 289,967 |
| Manitoba | 32,932 | 35,596 | 33,809 | 32,159 | 27,662 |
| Saskatchewan | 1,465 | 2,540 | 5,764 | 5,877 | 2,947 |
| Alberta | 7,156 | 7,355 | 7,222 | 7,687 | 15,306 |
| British Columbia | 97,729 | 103,129 | 118,565 | 115,915 | 121,215 |
| Canada | $\mathbf{4 1 8 , 3 1 7}$ | $\mathbf{4 4 5 , 8 8 4}$ | $\mathbf{4 8 8 , 9 4 5}$ | $\mathbf{4 9 8 , 4 8 5}$ | $\mathbf{5 3 1 , 0 4 4}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, May 2018)

### 6.3.2. Top ten sources of Canada's floriculture and nursery ${ }^{1}$ imports (thousands of Canadian dollars)

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | 193,140 | 206,689 | 227,716 | 230,182 | 251,847 |
| Colombia | 82,791 | 91,996 | 98,089 | 103,612 | 111,097 |
| Netherlands | 48,552 | 52,201 | 53,640 | 55,923 | 58,811 |
| Ecuador | 41,378 | 41,942 | 45,503 | 39,015 | 37,761 |
| Mexico | 5,521 | 6,082 | 7,391 | 8,494 | 8,719 |
| Taiwan | 4,493 | 4,510 | 6,606 | 6,780 | 6,660 |
| Guatemala | 4,018 | 3,568 | 4,119 | 5,726 | 6,289 |
| Israel | 3,719 | 4,878 | 4,896 | 4,581 | 5,624 |
| Costa Rica | 6,825 | 6,056 | 7,092 | 6,197 | 5,458 |
| China | 2,832 | 3,058 | 3,928 | 3,932 | 4,365 |
| Others | 25,047 | 24,905 | 29,966 | 34,042 | 34,413 |
| Total | $\mathbf{4 1 8 , 3 1 7}$ | $\mathbf{4 4 5 , 8 8 4}$ | $\mathbf{4 8 8 , 9 4 5}$ | $\mathbf{4 9 8 , 4 8 5}$ | $\mathbf{5 3 1 , 0 4 4}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, May 2018)

## 7. World data

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Netherlands | $11,077,220$ | $12,162,476$ | $11,844,251$ | $13,115,430$ | $13,361,325$ |
| Colombia | $1,383,639$ | $1,527,707$ | $1,665,208$ | $1,758,789$ | $1,846,648$ |
| Germany | $\mathbf{1 , 1 4 0 , 8 3 5}$ | $\mathbf{1 , 2 3 5 , 9 2 0}$ | $\mathbf{1 , 1 9 5 , 2 4 6}$ | $1,344,479$ | $1,367,201$ |
| Italy | 912,731 | 988,773 | 973,549 | $1,113,879$ | $1,209,333$ |
| Ecuador | 865,038 | 885,859 | $1,048,778$ | $1,071,972$ | $1,159,629$ |
| Kenya | 562,559 | 697,890 | 684,999 | 750,210 | 787,804 |
| Belgium | 914,992 | 994,081 | 754,132 | 798,238 | 785,830 |
| Denmark | 676,838 | 667,243 | 593,382 | 633,217 | 643,472 |
| United States | 429,532 | 466,089 | 523,056 | 566,192 | 582,085 |
| Spain | 355,544 | 440,963 | 400,736 | 476,963 | 530,577 |
| Others | $3,786,550$ | $\mathbf{4 , 0 9 7 , 9 1 5}$ | $4,370,688$ | $4,654,545$ | $4,837,217$ |
| Total | $\mathbf{2 2 , 1 0 5 , 4 7 9}$ | $\mathbf{2 4 , 1 6 4 , 9 1 7}$ | $\mathbf{2 4 , 0 5 4 , 0 2 6}$ | $\mathbf{2 6 , 2 8 3 , 9 1 3}$ | $\mathbf{2 7 , 1 1 1 , 1 2 3}$ |

Source: Global Trade Tracker (May 2018)

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

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Germany | $3,552,547$ | $3,898,897$ | $3,747,037$ | $4,082,219$ | $4,185,819$ |
| Netherlands | $2,158,285$ | $2,469,744$ | $2,963,053$ | $3,232,126$ | $3,326,485$ |
| United States | $1,965,669$ | $2,176,195$ | $2,559,786$ | $2,875,443$ | $2,970,747$ |
| United Kingdom | $1,747,438$ | $2,034,611$ | $2,084,464$ | $2,128,309$ | $2,013,063$ |
| France | $1,367,402$ | $1,457,999$ | $1,416,820$ | $1,542,639$ | $1,571,943$ |
| Italy | 677,216 | 731,781 | 758,776 | 795,777 | 803,071 |
| Japan | 663,109 | 666,928 | 709,944 | 773,311 | 758,318 |
| Russian Federation | 988,365 | 938,647 | 917,108 | 765,527 | 739,964 |
| Switzerland | 658,893 | 704,681 | 692,001 | 733,054 | 730,484 |
| Belgium | 680,889 | 752,283 | 504,559 | 589,786 | 577,777 |
| Others | $5,332,825$ | $5,938,196$ | $6,230,668$ | $6,766,847$ | $7,387,002$ |
| Total | $\mathbf{1 9 , 7 9 2 , 6 4 0}$ | $\mathbf{2 1 , 7 6 9 , 9 6 3}$ | $\mathbf{2 2 , 5 8 4 , 2 1 7}$ | $\mathbf{2 4 , 2 8 5 , 0 3 7}$ | $\mathbf{2 5 , 0 6 4 , 6 7 4}$ |

Source: Global Trade Tracker (May 2018)

## 8. Key Resources

Global Trade Tracker
Statistics Canada. Table 32-10-0419-01 Nursery and sod
Statistics Canada. Table 32-10-0420-01 Greenhouse products and mushrooms
Statistics Canada. Table 32-10-0421-01 Christmas trees
Statistics Canada. Table 32-10-0019-01 Estimates of specialized greenhouse operations, greenhouse area, and months of operation
Statistics Canada. Table 32-10-0246-01 Production and sale of greenhouse flowers and plants
Statistics Canada. Table 32-10-0021-01 Production of plants, flowers and tree seedlings
Statistics Canada. Table 32-10-0034-01 Estimates of sod area, sales and resales
Statistics Canada. Table 32-10-0023-01 Total value of greenhouse products
Statistics Canada. Table 32-10-0032-01 Nursery stock sales and resales
Statistics Canada. Table 32-10-0022-01 Channels of distribution for horticulture product sales and resales
Statistics Canada. Table 32-10-0033-01 Channels of distribution for nursery product sales and resales
Statistics Canada. Table 32-10-0025-01 Specialized greenhouse producers' operating expenses
Statistics Canada. Table 32-10-0454-01 Nursery and sod producers' operating expenses
Statistics Canada. Table 32-10-0026-01 Total greenhouse, sod and nursery employees
Statistics Canada. Table 32-10-0028-01 Total number of employees of specialized greenhouse operations
Statistics Canada. CATSNet

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


[^0]:    ${ }^{1}$ 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".

