# Statistical Overview of the <br> Canadian Ornamental <br> Industry <br> 2019 

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## Overview

The ornamental horticulture sector includes the floriculture (primarily cut flowers and potted plants), nursery, Christmas tree, and turf sod industries. In 2019, the sector generated farm gate sales of $\$ 2.38$ billion, including resales by producers, a $1 \%$ increase from 2018.

Floriculture (greenhouse flowers and potted plants) remained the largest ornamental sub-sector by revenue, accounting for $65.8 \%$ of total sales. Floriculture sales have been relatively stable over the last 5 years, totaling $\$ 1.57$ billion in 2019, compared to $\$ 1.51$ billion in 2015. 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 $52.2 \%$.

Nursery product sales and resales were up $2.9 \%$ to $\$ 679.6$ million in 2019, accounting for $28.6 \%$ of total ornamental sales. By province, Ontario accounted for $41.0 \%$ of total nursery sales in 2019, followed by British Columbia and Quebec with $33.6 \%$ and $13.3 \%$, respectively.

While most floriculture production takes place within climate controlled greenhouses, most nursery production takes place outdoors. The 2016 Census of Agriculture showed both sub-sectors increasing in average farm size and decreasing in the number of operations, leading to fewer but larger and more productive operations, a trend seen across agriculture. The next Census of Agriculture will be conducted in 2021. The nursery industry is typically more vertically integrated than the floriculture industry with a combination of retail sales (garden centres), landscaping, installation and maintenance services forming part of the income mix for many producers.

Total turf sod area decreased $3.4 \%$ to 18,667 hectares in 2019, with sales and resales down $4.4 \%$ to $\$ 133.6$ million, accounting for $5.6 \%$ of total ornamental sales. Ontario led the country in turf sod sales at $39.7 \%$ of the national total. While turf sod is widely used for public spaces, sports fields and similar large applications, the trend in total annual volume of turf sod sold tends to mirror that of new home construction.

Ornamental products are distributed through multiple channels. Mass-market chain stores are the primary distributers of floriculture products, accounting for $27.4 \%$ of total sales in 2019. However, landscape contractors and garden centres are the two largest distribution channels for nursery products, making up $25.6 \%$ and $17.1 \%$ of total sales, respectively.

In 2019, 25,275 people were directly employed in the production of ornamental products; $56.5 \%$ of these employees worked in specialized greenhouse flower and plant operations, $37.5 \%$ in nurseries, and $6.1 \%$ 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. $64.5 \%$ of greenhouse flower and plant production employees were seasonal workers, while $73.5 \%$ of sod workers and $67.01 \%$ of nursery workers fell into the seasonal category.

Temporary foreign workers are an essential source of labour for the ornamental horticulture industry. In 2018, there were nearly 18,500 jobs filled by temporary foreign workers in greenhouse (including greenhouse vegetables, specialized flowers and plants), nursery and floriculture production. This suggests that approximately $49 \%$ of the total greenhouse, nursery, and floriculture production workforce was comprised of temporary foreign workers.

Canada's largest ornamental trade partner continues to be the United States, accounting for 99.3\% of exports and $48.8 \%$ of imports in the sector. Canadian worldwide exports rose $15.7 \%$ from 2018 to $\$ 627.9$ million in 2019, while imports increased $3.7 \%$ from 2018 to $\$ 567.3$ million in 2019, resulting to a net positive trade balance for the first time since 2005.

Looking ahead to the 2020 season, disruptions in retail operations as well as severe curtailment of travel and transportation options to address the COVID-19 pandemic has negatively affected the industry in Canada. Limited or non-existent travel options for Seasonal and Temporary Foreign Workers prevented or delayed the arrival of the workforce critical to production and distribution of ornamental products early in the Spring. Closures of all or most retail operations in the spring of 2020 resulted in cancelled production orders and very limited retail channels through the critical Easter and Mothers' Day sales periods. When COVID-related restrictions on retailers were eased, consumer demand returned but supplies of many goods were limited by previously cancelled orders for products. More details will be available in the 2020 Statistical Overview of the Canadian Ornamental Industry.

## Change in methodology at Statistics Canada in 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 may have included their production in "total area of nursery products grown for sale". Similarly, operations which exclusively produce tree seedlings for reforestation are out of scope since the 2016 greenhouse, sod and nursery survey. Prior surveys have included their production, affecting also greenhouse area, production, sales, labour and expenses variables. Therefore, figures discussed in this report may not be directly comparable to any information gathered in years prior to 2016.

A note of caution has been added to each table where the change in methodology could have an impact.

## Census of Agriculture

The last Census of Agriculture was conducted in 2016. The next Census of Agriculture will occur in 2021.

## 1. Production

### 1.1. Number of Canadian ornamental farms ${ }^{1,2}$ by sub-sector

|  | 2011 | 2016 | Change |
| :--- | ---: | ---: | ---: |
| Floriculture $^{3}$ | 3,016 | 2,403 | $-20.3 \%$ |
| Nursery $^{4}$ | 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. The last Census of Agriculture was conducted in 2016. The next Census of Agriculture will occur in 2021.
2. 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.
3. 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".
4. 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 ${ }^{1}$ by sub-sector (hectares)

|  | 2011 |  | 2016 |
| :--- | ---: | ---: | ---: |
| Change |  |  |  |
| Floriculture | 859 | 793 | $-7.7 \%$ |
| Nursery $^{2}$ | 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 | $-14.7 \%$ |

Notes:

1. The last Census of Agriculture was conducted in 2016. The next Census of Agriculture will occur in 2021.
2. 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 ${ }^{1}$ by sub-sector (hectares)

|  | $\mathbf{2 0 1 1}$ | 2016 | Change |
| :--- | ---: | ---: | :---: |
| Floriculture | 0.28 | 0.33 | $15.8 \%$ |
| Nursery $^{2}$ | 7.02 | 7.14 | $1.7 \%$ |
| Sod | 68.49 | 86.62 | $26.5 \%$ |
| Christmas trees | 11.89 | 12.71 | $6.9 \%$ |
| Total | $\mathbf{8 . 5 8}$ | $\mathbf{9 . 2 1}$ | $\mathbf{7 . 3} \%$ |

Notes:

1. The last Census of Agriculture was conducted in 2016. The next Census of Agriculture will occur in 2021.
2. 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) |
| :--- | ---: | ---: | ---: |
| 2015 | 1,872 | $7,996,415$ | 17,147 |
| 2016 | 1,811 | $7,601,836$ | 15,927 |
| 2017 | 1,703 | $7,353,127$ | 14,855 |
| 2018 | 1,646 | $7,122,483$ | 14,033 |
| 2019 | 1,591 | $7,008,729$ | 13,196 |
|  |  |  |  |

Note:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope since 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)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Atlantic provinces | 280,201 | 257,890 | 260,182 | 251,901 | 240,421 |
| Quebec | $1,220,000$ | $1,213,584$ | $1,181,037$ | $1,178,262$ | $1,239,323$ |
| Ontario | $3,656,452$ | $3,729,701$ | $3,480,642$ | $3,417,170$ | $3,484,294$ |
| Prairie provinces | 863,731 | 767,503 | 837,687 | 799,593 | 735,885 |
| British Columbia | $1,976,031$ | $1,614,579$ | $1,584,010$ | $1,475,556$ | $1,308,806$ |
| Canada | $\mathbf{7 , 9 9 6 , 4 1 5}$ | $\mathbf{7 , 6 0 1 , 8 3 6}$ | $\mathbf{7 , 3 5 3 , 1 2 7}$ | $\mathbf{7 , 1 2 2 , 4 8 3}$ | $\mathbf{7 , 0 0 8 , 7 2 9}$ |

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)

|  | $\mathbf{2 0 1 5}$ | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Bedding plants, ornamental | 478.30 | 469.58 | 457.46 | 441.26 | 415.74 |
| Cut flowers | 314.37 | 306.31 | 291.34 | 296.29 | 285.40 |
| Potted plants ${ }^{1}$ | 217.19 | 216.38 | 209.26 | 213.19 | 208.21 |
| Cuttings | 98.34 | 89.74 | 87.91 | 84.61 | 89.20 |
| Total | 1108.20 | 1082.02 | 1045.98 | 1035.35 | 998.55 |

Note:

1. Includes indoor potted plants and outdoor potted plants.

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)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Tropical foliage and green plants | 11,435 | 11,425 | 15,557 | 15,279 | 17,310 |
| Geraniums, outdoor | 18,784 | 16,472 | 15,633 | 15,726 | 13,890 |
| Outdoor hanging pots | 12,762 | 12,896 | 11,433 | 11,689 | 11,878 |
| Herbaceous flowering perennials, outdoor | 11,692 | 8,130 | 7,960 | 9,529 | 11,706 |
| Fine herb plants, outdoor | .. | 10,698 | 12,561 | 12,324 | 9,976 |
| Kalanchoes, indoor | 8,464 | 8,024 | 7,178 | 9,072 | 9,331 |
| Vegetable plants, outdoor | .. | 7,227 | 9,714 | 9,708 | 9,330 |
| Miniature roses, indoor | 10,184 | 10,318 | 10,214 | 9,555 | 8,965 |
| Chrysanthemums, indoor | 7,457 | 6,335 | 6,037 | 6,806 | 6,329 |
| Begonias, outdoor | 6,880 | 6,708 | 6,135 | 6,099 | 5,357 |
| Petunias, outdoor | 8,409 | 6,923 | 6,878 | 5,592 | 5,182 |
| Poinsettias, indoor | 7,222 | 6,451 | 5,690 | 5,899 | 4,741 |
| African violets, indoor | 8,937 | 7,278 | 3,833 | 4,377 | 4,296 |
| Hawker's balsams, outdoor | 4,121 | 3,889 | 3,977 | 4,067 | 3,551 |
| Gerberas, indoor | 5,042 | 4,230 | 4,171 | 4,345 | 3,422 |
| Orchids, indoor | 3,137 | 2,115 | 3,036 | 3,170 | 3,020 |
| Lilies, indoor | 5,845 | 3,495 | 2,811 | 3,121 | 2,783 |
| Chrysanthemums, outdoor | 4,018 | 3,630 | 3,660 | 2,969 | 2,622 |
| Calibrachoas, outdoor | .. | 2,624 | 2,373 | 2,310 | 2,388 |
| Tulips, indoor | 2,321 | 2,090 | 2,158 | 2,216 | 2,381 |
| Primulas, indoor | 2,396 | 3,078 | 2,291 | 1,960 | 2,027 |
| Cyclamens, indoor | 2,340 | 1,925 | 1,719 | 1,843 | 1,646 |
| Pansies, outdoor | .. | 1,456 | 1,619 | 1,680 | 1,585 |
| Indoor hanging pots | 1,505 | 1,275 | 940 | 1,212 | 1,313 |
| Dahlia, outdoor | .. | 983 | 974 | 918 | 915 |
| Verbenas, outdoor | .. | 821 | 1,130 | 845 | 871 |
| Azaleas, indoor | 1,131 | 930 | 611 | 656 | 494 |
| Argyranthemum, outdoor | 410 | 299 | 319 | 251 | 231 |
| Rudbeckias, outdoor | .. | 147 | 190 | 180 | 208 |
| Heliopsis, outdoor | .. | 67 | 42 | 48 | 67 |
| Other indoor pots | 17,962 | 15,597 | 13,241 | 14,081 | 14,013 |
| Other outdoor pots | 54,736 | 48,503 | 44,872 | 45,407 | 46,107 |
| Total potted plants | $\mathbf{2 1 7 , 1 8 9}$ | $\mathbf{2 1 6 , 3 8 2}$ | 209,260 | 213,187 | 208,208 |
|  |  |  |  |  |  |

Note:
.. : 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)

|  | 2015 | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Geraniums, cuttings | 13,651 | 14,095 | 12,318 | 11,316 | 11,995 |
| Poinsettias, cuttings | 4,494 | 5,424 | 5,159 | 5,046 | 5,435 |
| Impatiens, cuttings | 4,578 | 4,809 | 4,153 | 3,821 | 4,229 |
| Chrysanthemums, cuttings | 3,926 | 3,897 | 4,115 | 4,001 | 4,117 |
| Other cuttings | 71,692 | 61,519 | 62,164 | 60,429 | 63,426 |
| Total cuttings | $\mathbf{9 8 , 3 4 2}$ | $\mathbf{8 9 , 7 4 4}$ | $\mathbf{8 7 , 9 1 0}$ | $\mathbf{8 4 , 6 1 4}$ | $\mathbf{8 9 , 2 0 2}$ |

Source: Statistics Canada. Table 32-10-0021-01 Production of plants, flowers and tree seedlings

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Tulips, stems | 120,021 | 111,177 | 119,132 | 124,903 | 120,896 |
| Gerberas, stems | 75,229 | 87,778 | 81,079 | 80,295 | 69,183 |
| Snapdragons, stems | 12,146 | 23,772 | 18,864 | 20,725 | 22,360 |
| Chrysanthemums, stems | 33,562 | 25,377 | 23,142 | 21,769 | 20,654 |
| Lilies, stems | 9,745 | 11,557 | 9,999 | 12,113 | 11,525 |
| Lisianthus, stems | 5,499 | 5,793 | 5,440 | 4,016 | 6,208 |
| Roses, stems | 5,388 | $x$ | 4,417 | 3,557 | 3,831 |
| Freesias, stems | 4,576 | 5,821 | 5,979 | 4,745 | 3,732 |
| Alstroemerias, stems | 12,250 | 8,964 | 7,491 | 5,754 | 3,365 |
| Irises, stems | 3,239 | $\mathbf{x}$ | 1,834 | 2,033 | 1,649 |
| Daffodils, stems | 4,061 | 3,746 | 2,623 | 2,759 | 1,386 |
| Other cut flowers | 28,657 | 16,485 | 11,341 | 13,618 | 20,611 |
| Total cut flowers | $\mathbf{3 1 4 , 3 7 3}$ | $\mathbf{3 0 6 , 3 1 5}$ | $\mathbf{2 9 1 , 3 4 2}$ | $\mathbf{2 9 6 , 2 8 5}$ | $\mathbf{2 8 5 , 4 0 2}$ |

Notes:

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

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

|  | 2015 | 2016 | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 276 | x | x | 254 | 247 |
| Prince Edward Island | x | x | x | 70 | 69 |
| Nova Scotia | 1,142 | 999 | 975 | 965 | 922 |
| New Brunswick | x | 401 | 467 | 253 | 249 |
| Quebec | 5,129 | 4,821 | 4,237 | 4,035 | 4,165 |
| Ontario | 9,232 | 9,105 | 8,624 | 7,927 | 7,364 |
| Manitoba | 1,182 | 780 | 749 | 786 | 911 |
| Saskatchewan | 654 | 613 | 564 | 622 | 614 |
| Alberta | 4,061 | 4,065 | 3,714 | 3,589 | 3,312 |
| British Columbia | 849 | 811 | 859 | 827 | 816 |
| Canada | $\mathbf{2 2 , 9 1 4}$ | $\mathbf{2 1 , 9 1 5}$ | $\mathbf{2 0 , 5 2 2}$ | $\mathbf{1 9 , 3 2 7}$ | $\mathbf{1 8 , 6 6 7}$ |

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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 20 | 20 | 23 | 21 | 18 |
| Prince Edward Island | 2 | X | 4 | 3 | 3 |
| Nova Scotia | 10 | 9 | 10 | 11 | 11 |
| New Brunswick | 9 | x | 9 | 10 | 10 |
| Quebec | 58 | 60 | 61 | 58 | 55 |
| Ontario | 65 | 65 | 65 | 65 | 65 |
| Manitoba | 10 | 10 | 10 | 11 | 12 |
| Saskatchewan | 9 | 9 | 8 | 9 | 13 |
| Alberta | 30 | 26 | 26 | 26 | 26 |
| British Columbia | 30 | 30 | 30 | 30 | 30 |
| Canada | 243 | 240 | 246 | 244 | 243 |

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 ${ }^{1}$ 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 | $\mathbf{2 , 3 8 1}$ | $\mathbf{1 , 8 7 2}$ |
| Nate |  |  |

Note:

1. The last Census of Agriculture was conducted in 2016. The next Census of Agriculture will occur in 2021.

Source: Statistics Canada. Table 32-10-0421-01 Christmas trees

### 1.13. Christmas tree production ${ }^{1}$ 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 | $\mathbf{2 8 , 3 1 5}$ | $\mathbf{2 3 , 7 8 7}$ |
| Nat |  |  |

Note:

1. The last Census of Agriculture was conducted in 2016. The next Census of Agriculture will occur in 2021.

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)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Greenhouse flower and plants | $1,506.0$ | $1,510.2$ | $1,503.9$ | $1,555.7$ | $1,565.8$ |
| Nursery $^{1}$ | 759.5 | 670.5 | 659.5 | 660.8 | 679.6 |
| Sod | 157.0 | 146.8 | 147.3 | 139.8 | 133.6 |
| Total | $\mathbf{2 , 4 2 2 . 5}$ | $\mathbf{2 , 3 2 7 . 4}$ | $\mathbf{2 , 3 1 0 . 7}$ | $\mathbf{2 , 3 5 6 . 2}$ | $\mathbf{2 , 3 7 9 . 0}$ |

Note:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope since 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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Potted plants $^{1}$ | 785.9 | 811.6 | 789.7 | 834.2 | 853.0 |
| Bedding plants, ornamental | 179.8 | 192.2 | 204.2 | 204.8 | 208.7 |
| Cut flowers | 146.6 | 140.1 | 127.8 | 133.2 | 133.5 |
| Cuttings | 49.9 | 44.2 | 44.8 | 44.2 | 48.4 |
| Total | $\mathbf{1 , 1 6 2 . 1}$ | $\mathbf{1 , 1 8 8 . 0}$ | $\mathbf{1 , 1 6 6 . 5}$ | $\mathbf{1 , 2 1 6 . 4}$ | $\mathbf{1 , 2 4 3 . 6}$ |

Note:

1. Includes indoor potted plants and outdoor potted plants.

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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 8.1 | x | 8.7 | 8.6 | 8.2 |
| Prince Edward Island | 5.1 | x | 5.5 | 5.5 | 5.7 |
| Nova Scotia | 13.4 | 17.0 | 13.0 | 12.7 | 13.1 |
| New Brunswick | 37.9 | x | 44.3 | 45.2 | 46.3 |
| Quebec | 163.8 | 177.0 | 192.6 | 212.2 | 215.2 |
| Ontario | 795.4 | 790.5 | 774.9 | 805.0 | 817.6 |
| Manitoba | F | 33.6 | 33.4 | 35.4 | 35.9 |
| Saskatchewan | 16.0 | 13.2 | 10.9 | 12.1 | 13.5 |
| Alberta | 78.9 | 77.3 | 76.9 | 79.9 | 76.0 |
| British Columbia | 352.8 | 343.8 | 343.9 | 339.0 | 334.4 |
| Canada | $\mathbf{1 , 5 0 6 . 0}$ | $\mathbf{1 , 5 1 0 . 2}$ | $\mathbf{1 , 5 0 3 . 9}$ | $\mathbf{1 , 5 5 5 . 7}$ | $\mathbf{1 , 5 6 5 . 8}$ |
| R |  |  |  |  |  |

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, 2019



[^0]
### 2.5. Nursery stock ${ }^{1,2}$ sales and resales by province (millions of Canadian dollars)

|  | 2015 | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | 2018 | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | x | x | x | 0.7 | 0.6 |
| Prince Edward Island | x | x | x | 1.0 | 1.2 |
| Nova Scotia | 12.1 | 10.6 | 10.5 | 10.8 | 10.5 |
| New Brunswick | 5.6 | 3.5 | 3.2 | 3.3 | 3.0 |
| Quebec | 106.0 | 89.4 | 87.7 | 86.3 | 90.5 |
| Ontario | 312.3 | 303.6 | 290.4 | 276.9 | 279.0 |
| Manitoba | 14.8 | 15.2 | 14.4 | 15.5 | 14.5 |
| Saskatchewan | 8.1 | 5.1 | 6.2 | 5.2 | 5.2 |
| Alberta | 55.6 | 47.0 | 47.2 | 48.4 | 46.7 |
| British Columbia | 243.0 | 194.3 | 198.1 | 212.6 | 228.4 |
| Canada | $\mathbf{7 5 9 . 5}$ | $\mathbf{6 7 0 . 5}$ | $\mathbf{6 5 9 . 5}$ | $\mathbf{6 6 0 . 8}$ | $\mathbf{6 7 9 . 6}$ |

Notes:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope since the 2016 survey. Prior surveys have included their production, affecting also nursery area, production, sales, labour and expenses variables.
2. 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.
x: Suppressed to meet the confidentiality requirements of the Statistics Act.
Source: Statistics Canada. Table 32-10-0032-01 Nursery stock sales and resales
2.6. Nursery stock sales and resales by province - percentage share, 2019


Source: Statistics Canada. Table 32-10-0032-01 Nursery stock sales and resales
2.7. Sod sales and resales by province (millions of Canadian dollars)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 2.8 | 2.5 | x | 2.7 | 2.5 |
| Prince Edward Island | x | x | x | 0.6 | 0.6 |
| Nova Scotia | 4.8 | 3.5 | 4.1 | 3.9 | 4.3 |
| New Brunswick | x | x | 3.0 | 2.1 | 2.1 |
| Quebec | 33.2 | 31.8 | 29.7 | 29.3 | 27.4 |
| Ontario | 61.2 | 56.9 | 59.1 | 54.5 | 53.0 |
| Manitoba | 7.4 | 4.6 | 4.3 | 4.1 | 4.5 |
| Saskatchewan | 5.1 | 4.4 | 3.9 | 4.3 | 4.3 |
| Alberta | 28.1 | 28.6 | 27.8 | 26.6 | 23.8 |
| British Columbia | 10.7 | 11.4 | 12.0 | 11.5 | 11.1 |
| Canada | $\mathbf{1 5 7 . 0}$ | $\mathbf{1 4 6 . 8}$ | $\mathbf{1 4 7 . 3}$ | $\mathbf{1 3 9 . 8}$ | $\mathbf{1 3 3 . 6}$ |

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 32-10-0034-01 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)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Mass market chain stores | 451.8 | 476.1 | 488.7 | 474.3 | 429.2 |
| Domestic wholesalers | 289.6 | 278.8 | 283.1 | 309.6 | 317.4 |
| Direct sales to the public ${ }^{1}$ | 215.7 | 224.1 | 201.4 | 218.9 | 219.9 |
| Exported | 123.2 | 144.4 | 141.9 | 158.9 | 210.1 |
| Retail florists | 191.4 | 171.1 | 165.7 | 183.8 | 176.9 |
| Other greenhouses | 167.8 | 161.2 | 175.2 | 160.0 | 173.2 |
| Government and public agencies | 20.2 | 13.1 | 11.6 | 12.2 | 10.9 |
| Other channels | 46.4 | 41.3 | 36.2 | 38.0 | 28.4 |
| Total sales $^{2}$ | $\mathbf{1 , 5 0 6 . 0}$ | $\mathbf{1 , 5 1 0 . 2}$ | $\mathbf{1 , 5 0 3 . 9}$ | $\mathbf{1 , 5 5 5 . 7}$ | $\mathbf{1 , 5 6 5 . 8}$ |

Notes:

1. Includes roadside stands and owner-operated retail outlets.
2. Operations which exclusively produce tree seedlings for reforestation are outside the scope since 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, 2015-2019



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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Landscape contractors | 171.2 | 177.1 | 182.4 | 170.2 | 173.8 |
| Garden centres | 141.1 | 130.8 | 122.3 | 115.5 | 116.2 |
| Mass market chain stores | 123.8 | 107.8 | 100.7 | 106.2 | 109.0 |
| Direct sales to the public ${ }^{1}$ | 79.0 | 75.1 | 89.4 | 97.0 | 106.1 |
| Other growers | 69.6 | 79.4 | 75.2 | 75.6 | 77.4 |
| Exported | 29.6 | 22.2 | 25.7 | 30.5 | 27.1 |
| Fruit growers | 34.4 | 22.9 | 20.2 | 22.2 | 25.7 |
| Government and public agencies | 54.9 | 31.2 | 23.9 | 22.6 | 23.8 |
| Other channels | 55.8 | 24.0 | 19.9 | 21.0 | 20.5 |
| Total sales ${ }^{2}$ | $\mathbf{7 5 9 . 5}$ | $\mathbf{6 7 0 . 5}$ | $\mathbf{6 5 9 . 5}$ | $\mathbf{6 6 0 . 8}$ | $\mathbf{6 7 9 . 6}$ |

Notes:

1. Includes roadside stands and owner-operated retail outlets.
2. Operations which exclusively produce tree seedlings for reforestation are outside the scope since 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, 2015-2019



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 ${ }^{1,2}$ producers' operating expenses by category (millions of Canadian dollars)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{2}$ | 339.7 | 322.6 | 294.7 | 292.4 | 299.6 |
| Plant material purchases for growing on $^{3}$ | 221.2 | 216.0 | 219.9 | 213.2 | 214.6 |
| Plant material purchases for resale $^{3}$ | 127.5 | 114.4 | 113.2 | 112.5 | 92.8 |
| Fuel | 61.5 | 55.3 | 54.2 | 58.0 | 53.9 |
| Electricity $^{4}$ | 27.7 | 28.9 | 25.8 | 26.0 | 24.9 |
| Other crop expenses $^{5}$ | 124.4 | 141.2 | 156.8 | 150.2 | 160.8 |
| Other operating expenses $^{6}$ | 211.8 | 208.5 | 183.2 | 181.8 | 190.5 |
| Total operating expenses $^{\mathbf{7}}$ | $\mathbf{1 , 1 1 3 . 7}$ | $\mathbf{1 , 0 8 6 . 8}$ | $\mathbf{1 , 0 4 7 . 9}$ | $\mathbf{1 , 0 3 4 . 2}$ | $\mathbf{1 , 0 3 7 . 0}$ |

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)

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Atlantic provinces | 55.0 | 52.0 | 54.6 | 55.8 | 55.4 |
| Quebec | 114.1 | 119.0 | 115.8 | 116.3 | 122.6 |
| Ontario | 597.8 | 614.7 | 606.4 | 594.8 | 604.0 |
| Prairie provinces | 94.9 | 79.3 | 81.4 | 87.2 | 77.8 |
| British Columbia | 251.8 | 221.7 | 190.6 | 180.1 | 177.2 |
| Canada | $\mathbf{1 , 1 1 3 . 7}$ | $\mathbf{1 , 0 8 6 . 8}$ | $\mathbf{1 , 0 4 7 . 9}$ | $\mathbf{1 , 0 3 4 . 2}$ | $\mathbf{1 , 0 3 7 . 0}$ |

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

### 4.3. Nursery operating expenses ${ }^{1}$ by category (millions of Canadian dollars)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross yearly payroll ${ }^{2}$ | 233.8 | 201.6 | 197.2 | 191.7 | 195.3 |
| Plant material purchases for growing on ${ }^{3}$ | 91.3 | 96.4 | 97.2 | 99.2 | 102.3 |
| Plant material purchases for resale ${ }^{3}$ | 90.0 | 98.4 | 94.3 | 97.6 | 99.7 |
| Electricity expenses | .. | 5.7 | 4.6 | 5.5 | 6.2 |
| Other crop expenses ${ }^{4}$ | .. | 60.5 | 62.2 | 64.9 | 65.9 |
| Other operating expenses ${ }^{5}$ | 227.6 | 115.5 | 110.1 | 116.3 | 120.9 |
| Total Operating Expenses | 642.7 | 578.2 | 565.6 | 575.2 | 590.3 |

Notes:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope since the 2016 survey. Prior surveys have included their production, affecting also nursery area, production, sales, labour and expenses variables.
2. Includes seasonal and permanent labour.
3. Includes value of trees, nursery stock, bedding plants, seedlings, cuttings or bulbs purchased before sales tax.
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, telephone and telecommunications services.
.. : Not available for a specific reference period.
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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 0.5 | X | X | 0.6 | 0.5 |
| Prince Edward Island | 1.3 | X | X | 0.9 | 0.8 |
| Nova Scotia | 11.1 | 10.2 | 10.2 | 10.7 | 10.3 |
| New Brunswick | 5.5 | 3.5 | 3.4 | 2.6 | 2.3 |
| Quebec | 95.6 | 78.3 | 78.2 | 74.5 | 77.2 |
| Ontario | 268.5 | 272.6 | 257.8 | 253.7 | 260.6 |
| Manitoba | 13.8 | 13.0 | 12.7 | 13.2 | 12.5 |
| Saskatchewan | 6.4 | 4.1 | 4.8 | 5.6 | 6.2 |
| Alberta | 50.4 | 41.5 | 42.1 | 40.5 | 39.9 |
| British Columbia | 189.7 | 153.4 | 154.7 | 173.0 | 180.0 |
| Canada | 642.7 | 578.2 | 565.6 | 575.2 | 590.3 |

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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{1}$ | 45.6 | 40.8 | 38.9 | 37.2 | 36.1 |
| Sod purchases for resale | 1.8 | 1.4 | 2.7 | 2.5 | 2.2 |
| Other operating expenses $^{2}$ | 78.3 | 75.1 | 71.7 | 65.8 | 65.4 |
| Total operating expenses $^{\mathbf{3}}$ | $\mathbf{1 2 5 . 6}$ | $\mathbf{1 1 7 . 4}$ | $\mathbf{1 1 3 . 3}$ | $\mathbf{1 0 5 . 5}$ | $\mathbf{1 0 3 . 7}$ |

Notes:

1. Includes seasonal and permanent labour.
2. Includes fertilizer, pesticides, land taxes, interest, insurance, advertising, repairs, fuel, electricity, irrigation expenses, and telephone and other telecommunication services.
3. 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)

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 2.4 | 2.0 | X | 2.0 | 2.5 |
| Prince Edward Island | X | X | X | 0.4 | 0.4 |
| Nova Scotia | X | 3.8 | 3.9 | 4.0 | 3.6 |
| New Brunswick | 1.1 | x | 2.5 | 2.0 | 1.9 |
| Quebec | 26.9 | 24.5 | 23.7 | 22.1 | 22.1 |
| Ontario | 51.0 | 46.4 | 45.0 | 41.8 | 41.0 |
| Manitoba | 4.6 | 3.0 | 2.9 | 2.8 | 3.2 |
| Saskatchewan | 3.6 | 3.6 | 3.2 | 3.3 | 3.3 |
| Alberta | 21.6 | 22.0 | 18.8 | 17.2 | 15.8 |
| British Columbia | 9.8 | 9.9 | 10.5 | 9.9 | 10.0 |
| Canada ${ }^{1}$ | 125.6 | 117.4 | 113.3 | 105.5 | 103.7 |

## 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 ${ }^{1}$

|  |  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
| Nursery | Seasonal employees $^{2}$ | 9,643 | 7,896 | 7,184 | 6,812 | 6,341 |
|  | Permanent employees $^{3}$ | 3,862 | 3,560 | 3,331 | 3,044 | 3,126 |
|  | Total employees | $\mathbf{1 3 , 5 0 5}$ | $\mathbf{1 1 , 4 5 6}$ | $\mathbf{1 0 , 5 1 5}$ | $\mathbf{9 , 8 5 6}$ | $\mathbf{9 , 4 6 7}$ |
| Sod | Seasonal employees $^{2}$ | 1,225 | $\mathbf{1 , 1 1 7}$ | 1,140 | $\mathbf{1 , 1 2 6}$ | $\mathbf{1 , 1 2 7}$ |
|  | Permanent employees $^{3}$ | 480 | 461 | 428 | 411 | 406 |
|  | Total employees $^{2}$ | $\mathbf{1 , 7 0 5}$ | $\mathbf{1 , 5 7 8}$ | $\mathbf{1 , 5 6 8}$ | $\mathbf{1 , 5 3 7}$ | $\mathbf{1 , 5 3 3}$ |
| Specialized greenhouse <br> flowers and plants | Seasonal employees $^{2}$ | 11,867 | 10,893 | 10,195 | 9,725 | 9,212 |
|  | Permanent employees $^{3}$ | 6,627 | 6,288 | 5,691 | 5,380 | 5,063 |
|  | Total employees | $\mathbf{1 8 , 4 9 4}$ | $\mathbf{1 7 , 1 8 1}$ | $\mathbf{1 5 , 8 8 6}$ | $\mathbf{1 5 , 1 0 5}$ | $\mathbf{1 4 , 2 7 5}$ |

## Notes:

1. Operations which exclusively produce tree seedlings for reforestation are outside the scope since the 2016 survey. Prior surveys have included their production, affecting also nursery area, production, sales, labour and expenses variables.
2. Seasonal employees who worked less than 8 months during the year.
3. 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, 2015-2019



[^1]
## 6. Trade

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

|  |  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bulbs, tubers, tuberous roots, etc. | Exports | 19,662 | 22,195 | 22,050 | 21,959 | 27,234 |
|  | Imports | 52,589 | 54,525 | 53,370 | 55,895 | 51,945 |
|  | Trade balance | -32,928 | -32,329 | -31,320 | -33,936 | -24,711 |
| Other live plants, including their roots, cuttings and slips, etc. | Exports | 300,877 | 321,483 | 339,499 | 363,521 | 419,202 |
|  | Imports | 231,393 | 241,080 | 262,371 | 275,824 | 299,944 |
|  | Trade balance | 69,484 | 80,403 | 77,128 | 87,697 | 119,258 |
| Cut flowers and flower buds for bouquets or ornamental purposes, etc. | Exports | 62,653 | 75,413 | 76,140 | 80,067 | 85,176 |
|  | Imports | 168,054 | 165,028 | 172,869 | 170,317 | 167,778 |
|  | Trade balance | -105,401 | -89,615 | -96,729 | -90,251 | -82,602 |
| Foliage, branches and other parts of plants, etc. ${ }^{1}$ | Exports | 54,954 | 57,945 | 63,034 | 77,229 | 96,291 |
|  | Imports | 36,909 | 37,766 | 42,464 | 45,207 | 47,636 |
|  | Trade balance | 18,044 | 20,179 | 20,570 | 32,022 | 48,655 |
| Total | Exports | 438,145 | 477,037 | 500,722 | 542,775 | 627,903 |
|  | Imports | 488,945 | 498,399 | 531,074 | 547,243 | 567,303 |
|  | Overall trade balance | -50,801 | -21,362 | -30,351 | -4,468 | 60,600 |
| Note: <br> 1. Includes Christmas trees. <br> Source: Statistics Canada (CATSNet, August 2020) |  |  |  |  |  |  |

### 6.2. Exports

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 0 | 0 | 1 | 7 | 0 |
| Prince Edward Island | 3,222 | 3,667 | 3,776 | 4,318 | 4,672 |
| Nova Scotia | 20,472 | 18,387 | 18,645 | 17,670 | 20,551 |
| New Brunswick | 28,895 | 31,614 | 30,331 | 34,374 | 36,419 |
| Quebec | 37,627 | 39,640 | 44,837 | 54,358 | 75,857 |
| Ontario | 249,566 | 275,071 | 289,460 | 312,363 | 349,820 |
| Manitoba | 1,288 | 1,361 | 1,274 | 1,305 | 1,500 |
| Saskatchewan | 68 | 62 | 134 | 92 | 113 |
| Alberta | 279 | 328 | 163 | 219 | 190 |
| British Columbia $^{\text {Canada }}{ }^{2}$ | 96,724 | 106,907 | 112,102 | 118,068 | 138,782 |
| ${ }^{2}$ | $\mathbf{4 3 8 , 1 4 5}$ | $\mathbf{4 7 7 , 0 3 7}$ | $\mathbf{5 0 0 , 7 2 2}$ | $\mathbf{5 4 2 , 7 7 5}$ | $\mathbf{6 2 7 , 9 0 3}$ |

Notes:

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

Source: Statistics Canada (CATSNet, August 2020)

### 6.2.2. Floriculture and nursery exports by province, 2015-2019



Source: Statistics Canada (CATSNet , August 2020)
6.2.3. Floriculture and nursery exports by province - percent share, 2019


Source: Statistics Canada (CATSNet, August 2020)

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

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| United States | 431,542 | 472,923 | 496,826 | 539,142 | 623,691 |
| Panama | 3,343 | 1,738 | 1,901 | 1,683 | 1,767 |
| Aruba | 136 | 218 | 226 | 255 | 380 |
| Curaçao | 241 | 416 | 430 | 286 | 329 |
| Bermuda | 219 | 265 | 244 | 265 | 286 |
| France | 86 | 25 | 46 | 50 | 160 |
| Venezuela | 474 | 278 | 0 | 0 | 117 |
| Japan | 253 | 205 | 140 | 141 | 113 |
| Australia | 128 | 83 | 110 | 5 | 105 |
| United Arab Emirates | 52 | 148 | 87 | 93 | 100 |
| Others | 1,670 | 739 | 712 | 856 | 854 |
| Total | 438,145 | 477,037 | 500,722 | 542,775 | 627,903 |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, August 2020)

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

|  | 2015 | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Prince Edward Island | 18 | 0 | 0 | 0 | 0 |
| Nova Scotia | 8,628 | 7,208 | 7,072 | 6,701 | 9,477 |
| New Brunswick | 7,903 | 7,894 | 7,297 | 11,233 | 10,788 |
| Quebec | 24,373 | 27,426 | 34,157 | 43,649 | 59,807 |
| Ontario | 473 | 474 | 863 | 649 | 408 |
| Manitoba | 0 | 0 | 0 | 9 | 0 |
| Saskatchewan | 21 | 34 | 9 | 24 | 34 |
| British Columbia | 22 | 53 | 9 | 686 | 1,323 |
| Canada | $\mathbf{4 1 , 4 3 8}$ | $\mathbf{4 3 , 0 9 0}$ | $\mathbf{4 9 , 4 0 6}$ | $\mathbf{6 2 , 9 5 1}$ | $\mathbf{8 1 , 8 3 7}$ |

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, August 2020)

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Prince Edward Island | 590 | 0 | 0 | 0 | 0 |
| Nova Scotia | 365,095 | 353,586 | 317,438 | 280,512 | 392,149 |
| New Brunswick | 266,669 | 298,425 | 250,557 | 314,687 | 345,861 |
| Québec | $1,061,691$ | $1,265,217$ | $1,666,198$ | $1,612,576$ | $2,046,599$ |
| Ontario | 21,699 | 23,491 | 34,486 | 25,040 | 13,888 |
| Manitoba | 0 | 0 | 0 | 851 | 0 |
| Saskatchewan | 1,665 | 2,412 | 695 | 1,425 | 1,273 |
| British Columbia | 2,326 | 9,358 | 713 | 25,597 | 39,931 |
| Canada | $\mathbf{1 , 7 1 9 , 7 3 5}$ | $\mathbf{1 , 9 5 2 , 4 8 9}$ | $\mathbf{2 , 2 7 0 , 0 8 7}$ | $\mathbf{2 , 2 6 0 , 6 8 8}$ | $\mathbf{2 , 8 3 9 , 7 0 1}$ |

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, August 2020

### 6.2.7. Christmas tree exports by province, 2015-2019



Source: Statistics Canada (CATSNet, August 2020)
6.2.8. Christmas tree exports by province - percentage share, 2019


Source: Statistics Canada (CATSNet , August 2020)

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | 36,666 | 39,662 | 46,043 | 60,025 | 78,315 |
| Panama | 3,343 | 1,738 | 1,901 | 1,683 | 1,767 |
| Aruba | 136 | 218 | 226 | 255 | 351 |
| Curaçao | 241 | 416 | 430 | 286 | 329 |
| Bermuda | 219 | 264 | 242 | 243 | 269 |
| Venezuela | 474 | 278 | 0 | 0 | 117 |
| United Arab Emirates | 52 | 148 | 87 | 93 | 100 |
| Sint Maarten (Dutch part) | 60 | 82 | 53 | 57 | 98 |
| Singapore | 0 | 0 | 33 | 35 | 91 |
| Cayman Islands | 29 | 29 | 73 | 52 | 80 |
| Others | 217 | 256 | 317 | 222 | 320 |
| Total | $\mathbf{4 1 , 4 3 8}$ | $\mathbf{4 3 , 0 9 0}$ | $\mathbf{4 9 , 4 0 6}$ | $\mathbf{6 2 , 9 5 1}$ | $\mathbf{8 1 , 8 3 7}$ |

Source: Statistics Canada (CATSNet, August 2020)

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | $1,634,249$ | $1,866,218$ | $2,206,996$ | $2,198,116$ | $2,769,207$ |
| Panama | 53,283 | 51,133 | 32,057 | 35,690 | 34,394 |
| Aruba | 2,270 | 4,189 | 3,963 | 4,676 | 6,990 |
| Bermuda | 4,921 | 5,466 | 6,321 | 5,708 | 6,470 |
| Curaçao | 4,407 | 7,680 | 7,856 | 5,975 | 5,811 |
| Cayman Islands | 660 | 1,022 | 1,624 | 1,419 | 2,207 |
| Venezuela | 13,483 | 6,206 | 0 | 0 | 2,201 |
| United Arab Emirates | 1,364 | 3,921 | 1,906 | 2,220 | 2,092 |
| Singapore | 0 | 0 | 845 | 848 | 1,948 |
| Sint Maarten (Dutch part) | 924 | 1,572 | 1,148 | 872 | 1,719 |
| Others | 4,174 | 5,082 | 7,371 | 5,164 | 6,662 |
| Total | $\mathbf{1 , 7 1 9 , 7 3 5}$ | $\mathbf{1 , 9 5 2 , 4 8 9}$ | $\mathbf{2 , 2 7 0 , 0 8 7}$ | $\mathbf{2 , 2 6 0 , 6 8 8}$ | $\mathbf{2 , 8 3 9 , 7 0 1}$ |

Source: Statistics Canada (CATSNet, August 2020)

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| New York | 51,935 | 59,799 | 64,505 | 68,054 | 77,300 |
| Washington, state | 33,702 | 40,375 | 43,009 | 44,095 | 49,636 |
| Florida | 33,916 | 31,400 | 30,236 | 36,013 | 42,387 |
| Michigan | 28,058 | 28,805 | 30,244 | 32,657 | 41,162 |
| Illinois | 24,360 | 23,019 | 25,588 | 29,520 | 38,918 |
| Massachusetts | 31,170 | 33,102 | 32,827 | 31,690 | 37,086 |
| California | 18,565 | 25,362 | 28,609 | 30,610 | 28,517 |
| Maine | 23,486 | 24,252 | 24,838 | 25,338 | 27,590 |
| Pennsylvania | 22,269 | 22,471 | 20,632 | 26,729 | 26,856 |
| New Jersey | 18,065 | 20,400 | 20,679 | 22,435 | 26,263 |
| Other U.S. States | 146,016 | 163,937 | 175,660 | 192,000 | 227,976 |
| Total, United States | 431,542 | 472,923 | 496,826 | 539,142 | 623,691 |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, August 2020)

### 6.3. Imports

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

|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 117 | 101 | 106 | 129 | 126 |
| Prince Edward Island | 6 | 10 | 4 | 0 | 8 |
| Nova Scotia | 1,302 | 1,459 | 1,627 | 1,839 | 1,883 |
| New Brunswick | 6,280 | 6,215 | 7,314 | 8,405 | 9,872 |
| Quebec | 61,321 | 66,070 | 64,910 | 59,996 | 56,685 |
| Ontario | 254,559 | 262,907 | 289,971 | 306,068 | 325,894 |
| Manitoba | 33,809 | 32,159 | 27,662 | 30,331 | 26,509 |
| Saskatchewan | 5,764 | 5,877 | 2,947 | 4,201 | 6,593 |
| Alberta | 7,222 | 7,687 | 15,307 | 11,238 | 10,798 |
| British Columbia | 118,565 | 115,915 | 121,226 | 125,035 | 128,934 |
| Canada | 488,945 | 498,399 | 531,074 | 547,243 | 567,303 |
| Note: <br> 1. Includes Christmas trees. <br> Source: Statistics Canada (CAT | ust 2020) |  |  |  |  |

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| United States | 227,716 | 230,182 | 251,838 | 261,485 | 276,635 |
| Colombia | 98,089 | 103,526 | 111,072 | 111,380 | 106,700 |
| Netherlands | 53,640 | 55,923 | 58,827 | 61,718 | 58,285 |
| Ecuador | 45,503 | 39,015 | 37,764 | 36,525 | 37,236 |
| Mexico | 7,391 | 8,495 | 8,719 | 10,594 | 13,815 |
| Taiwan | 6,606 | 6,780 | 6,660 | 8,280 | 11,182 |
| Guatemala | 4,119 | 5,726 | 6,289 | 7,522 | 7,431 |
| China | 3,928 | 3,932 | 4,365 | 4,020 | 5,870 |
| Costa Rica | 7,092 | 6,197 | 5,458 | 5,548 | 5,762 |
| Israel | 4,896 | 4,581 | 5,624 | 5,409 | 5,575 |
| Others | 29,966 | 34,042 | 34,458 | 34,762 | 38,811 |
| Total | $\mathbf{4 8 8 , 9 4 5}$ | $\mathbf{4 9 8 , 3 9 9}$ | $\mathbf{5 3 1 , 0 7 4}$ | $\mathbf{5 4 7 , 2 4 3}$ | $\mathbf{5 6 7 , 3 0 3}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, August 2020)

## 7. World data

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Netherlands | $11,844,251$ | $12,851,550$ | $13,198,359$ | $14,197,377$ | $14,396,898$ |
| Colombia | $1,665,208$ | $1,758,789$ | $1,846,648$ | $1,913,830$ | $1,986,219$ |
| Germany | $1,195,246$ | $1,344,479$ | $1,335,156$ | $1,465,103$ | $1,431,446$ |
| Italy | 973,549 | $1,113,879$ | $1,212,402$ | $1,365,030$ | $1,350,415$ |
| Ecuador | $\mathbf{1 , 0 4 8 , 7 7 8}$ | $\mathbf{1 , 0 7 1 , 9 7 2}$ | $\mathbf{1 , 1 5 9 , 6 2 9}$ | $1,110,364$ | $\mathbf{1 , 1 7 7 , 2 4 1}$ |
| Belgium | 754,075 | 799,324 | 784,586 | 915,226 | 929,536 |
| Kenya | 684,999 | 750,210 | 787,804 | 815,550 | 864,849 |
| Spain | 400,736 | 476,963 | 530,577 | 625,139 | 639,635 |
| Canada | $\mathbf{4 4 2 , 2 1 2}$ | $\mathbf{4 8 5 , 1 6 6}$ | $\mathbf{5 0 9 , 0 4 1}$ | $\mathbf{5 4 8 , 8 9 3}$ | $\mathbf{6 3 3 , 3 9 4}$ |
| Denmark | 593,382 | 633,217 | 639,899 | 638,238 | 630,559 |
| Others | $4,560,263$ | $\mathbf{4 , 8 9 0 , 0 5 2}$ | $5,032,314$ | $5,342,000$ | $5,828,939$ |
| Total | $\mathbf{2 4 , 1 6 2 , 6 9 8}$ | $\mathbf{2 6 , 1 7 5 , 6 0 0}$ | $\mathbf{2 7 , 0 3 6 , 4 1 6}$ | $\mathbf{2 8 , 9 3 6 , 7 5 1}$ | $\mathbf{2 9 , 8 6 9 , 1 3 1}$ |

Source: Global Trade Tracker (August 2020)

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

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Germany | $3,747,037$ | $4,082,219$ | $4,103,897$ | $4,400,504$ | $4,302,752$ |
| Netherlands | $2,963,053$ | $3,166,446$ | $3,275,447$ | $3,477,670$ | $3,485,516$ |
| United States | $2,559,786$ | $2,874,627$ | $2,969,817$ | $3,146,159$ | $3,432,769$ |
| United Kingdom | $2,084,464$ | $2,128,309$ | $2,013,124$ | $2,078,718$ | $1,992,829$ |
| France | $1,416,869$ | $1,545,206$ | $1,581,796$ | $1,700,766$ | $1,693,264$ |
| Japan | 710,194 | 773,905 | 758,406 | 787,588 | 797,759 |
| Italy | 758,776 | 795,777 | 824,419 | 794,236 | 781,777 |
| Switzerland | 692,001 | 733,054 | 730,484 | 769,641 | 756,629 |
| Russia | 917,371 | 766,489 | 739,964 | 774,508 | 747,428 |
| Belgium | 504,559 | 589,458 | 569,895 | 657,714 | 727,594 |
| Others ${ }^{1}$ | $6,324,257$ | $6,879,785$ | $7,546,713$ | $8,334,825$ | $8,467,854$ |
| Total | $\mathbf{2 2 , 6 7 8 , 3 6 7}$ | $\mathbf{2 4 , 3 3 5 , \mathbf { 2 7 6 }}$ | $\mathbf{2 5 , 1 1 3 , 9 6 1}$ | $\mathbf{2 6 , 9 2 2 , 3 2 8}$ | $\mathbf{2 7 , 1 8 6 , 1 7 0}$ |

Note:

1. In 2019, Canada ranked 13th globally with imports totaling $\$ 567$ million.

Source: Global Trade Tracker (August 2020)

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

[^1]:    Source: Statistics Canada. Tables 32-10-0026-01 and 32-10-0028-01

