

Statistical Overview of the<br>Canadian Ornamental<br>Industry<br>2022<br>Prepared by<br>Horticulture Section<br>Crops and Horticulture Division<br>Agriculture and Agri-Food Canada<br>August 2023

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## Overview

The ornamental horticulture sector includes the floriculture (primarily potted plants and cut flowers), nursery, Christmas tree, and turf sod industries.

For the Canadian ornamental sector, total annual sales were up $4.0 \%$ (to $\$ 2.9$ billion) in 2022 compared to the previous year, and $14 \%$ higher than the average of the previous four years. Sales generally increased across the sector over both of the past two years as the disruptions related to the COVID-19 pandemic eased.

Floriculture (flowering and non-flowering live potted plants, greenhouse and field-cut flowers) remained the largest ornamental sub-sector by revenue ( $\$ 1.98$ billion), accounting for $68.4 \%$ of total sales in 2022. The total value of floriculture sales have been increasing over the last five years, with the value of production in 2022 now $18.6 \%$ higher than the average of the previous four years. About half of total floriculture production in 2022 was in Ontario (50.9\%), with $23.2 \%$ in British Columbia, 14.2\% in Quebec and the remaining provinces accounting for $11.7 \%$.

Nursery product sales and resales were down $2.4 \%$ to $\$ 729.8$ million in 2022 (year over year), accounting for $25.2 \%$ of total ornamental sales. By province, Ontario accounted for the largest share of total nursery sales ( $41.6 \%$ ), followed by British Columbia (31.4\%) and Quebec (16.2\%).

The total turf sod area decreased in 2022 to 21,052 hectares, down $1.9 \%$ over the previous year, however $4.7 \%$ higher than the average of the previous four years. The total value of turf sod sales rose by $0.9 \%$ year-over-year to $\$ 152.2$ million, accounting for $5.3 \%$ of total ornamental sales. Ontario led the country in turf sod sales ( $\$ 64.4$ million) at $43.0 \%$ of the national total.

Canada exports a diverse range of live plants, with soil, to the United States (U.S.) including turf sod, potted plants, and bedding plants. Most other countries cannot sell plants with soil to the U.S. for phytosanitary reasons. The U. S. accounts for $99.5 \%$ of exports and $46.9 \%$ of imports, by value, for the sector. The total value of Canadian ornamental exports worldwide (including Christmas trees) rose by $12.6 \%$ from 2021 to $\$ 948$ million in 2022. The total value of ornamental exports value was $42 \%$ higher than the average of the previous four years.

The total annual value of Canadian Christmas tree exports increased in value to $\$ 98.1$ million in 2022, $8.5 \%$ higher than 2021 and $19 \%$ higher than the average of the previous four years. This higher total value is despite a modest decrease in the number of trees exported by $2.2 \%$ over 2021 and $5.0 \%$ lower than the average of the previous four years. The increase in the total annual value of Christmas tree exports is directly related to continuous annual increases in average prices for trees exported over the past five years. The average exported Christmas tree generated $\$ 41.24$ in 2022, an $11 \%$ increase from $\$ 37.19$ in 2021. Prices in 2022 were $25 \%$ higher than the average of the previous four years. The large majority of Christmas tree exports are to the United State (95.8 \%).

The nursery, turf sod, and floriculture industries directly employed 24,433 permanent and seasonal workers in the 2022 season, with $66 \%(16,102)$ of the employees seasonal and $34 \%(8,331)$ permanent. This represents $0.3 \%$ growth from the previous year, and is $3.3 \%$ lower than the average of the previous four years.

## 1. Production

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

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Nursery | 2,209 | 2,127 | 1,993 | 1,840 | 1,778 | $47.4 \%$ |
| Greenhouse, specialized flower producers | 1,646 | 1,620 | 1,615 | 1,557 | 1,545 | $41.2 \%$ |
| Sod | 244 | 248 | 228 | 223 | 234 | $6.2 \%$ |
| Field-grown cut flowers | 197 | 172 | 185 | 199 | 194 | $5.2 \%$ |
| Total | $\mathbf{4 , 2 9 6}$ | $\mathbf{4 , 1 6 7}$ | $\mathbf{4 , 0 2 1}$ | $\mathbf{3 , 8 1 9}$ | $\mathbf{3 , 7 5 1}$ | $\mathbf{1 0 0 . 0} \%$ |

Note:

1. Number of farms of greenhouse indoor and outdoor potted plants, greenhouse bedding plants, greenhouse cuttings and tree seedlings, greenhouse stems and Christmas trees are not reported in this table.
Source: Statistics Canada. Tables 32-10-0029-01, 32-10-0019-01, 32-10-0034-01 and 32-10-0452-01

### 1.2. Area of Canadian ornamental farms ${ }^{1}$ by sub-sector (hectares)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Nursery | 17,202 | 16,886 | 16,041 | 15,740 | 15,630 | $41.3 \%$ |
| Greenhouse, specialized flower producers | 712 | 706 | 709 | 670 | 682 | $1.8 \%$ |
| Sod | 19,327 | 18,667 | 20,417 | 21,451 | 21,052 | $55.7 \%$ |
| Field-grown cut flowers | 303 | 329 | 410 | 449 | 458 | $1.2 \%$ |
| Total | $\mathbf{3 7 , 5 4 4}$ | $\mathbf{3 6 , 5 8 8}$ | $\mathbf{3 7 , 5 7 7}$ | $\mathbf{3 8 , 3 1 0}$ | $\mathbf{3 7 , 8 2 2}$ | $\mathbf{1 0 0 . 0 \%}$ |

Note:

1. Number of farms of greenhouse indoor and outdoor potted plants, greenhouse bedding plants, greenhouse cuttings and tree seedlings, greenhouse stems and Christmas trees are not reported in this table.
Source: Statistics Canada. Tables 32-10-0029-01, 32-10-0019-01, 32-10-0034-01 and 32-10-0452-01

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

|  | $\mathbf{2 0 1 8}$ | 2019 | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | 2022 \% <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Bedding plants, ornamental | 441.26 | 415.81 | 412.41 | 407.14 | 373.75 | $35.9 \%$ |
| Cut flowers | 296.29 | 285.70 | 271.84 | 304.15 | 317.59 | $30.5 \%$ |
| Potted plants ${ }^{1}$ | 213.19 | 210.68 | 219.66 | 241.42 | 252.98 | $24.3 \%$ |
| Cuttings | 84.61 | 94.20 | 91.57 | 96.86 | 96.15 | $9.2 \%$ |
| Total | $\mathbf{1 , 0 3 5 . 3 5}$ | $\mathbf{1 , 0 0 6 . 4 0}$ | 995.48 | $\mathbf{1 , 0 4 9 . 5 7}$ | $\mathbf{1 , 0 4 0 . 4 7}$ | $\mathbf{1 0 0 . 0 \%}$ |

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

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

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Atlantic provinces | 251,901 | 247,964 | 252,718 | 256,350 | 260,708 | $3.8 \%$ |
| Quebec | $1,178,262$ | $1,239,323$ | $1,189,905$ | $1,045,923$ | 994,801 | $14.6 \%$ |
| Ontario | $3,417,170$ | $3,484,294$ | $3,379,181$ | $3,211,391$ | $3,330,828$ | $48.8 \%$ |
| Prairie provinces | 799,593 | 782,336 | 811,452 | 788,159 | 798,467 | $11.7 \%$ |
| British Columbia | $1,475,556$ | $1,308,806$ | $1,453,804$ | $1,398,996$ | $1,434,326$ | $21.0 \%$ |
| Canada | $\mathbf{7 , 1 2 2 , 4 8 3}$ | $\mathbf{7 , 0 6 2 , 7 2 3}$ | $\mathbf{7 , 0 8 7 , 0 5 9}$ | $\mathbf{6 , 7 0 0 , 8 1 9}$ | $\mathbf{6 , 8 1 9 , 1 3 0}$ | $\mathbf{1 0 0 . 0} \%$ |

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

### 1.5. Total field-grown flowers area by province (hectares)

|  | 2018 | 2019 |  | 2020 | 2021 | 2022 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $2022 \%$ <br> Share |  |  |  |  |  |
| Nova Scotia | $x$ | 0 | $x$ | 3 | 2 | $0.4 \%$ |
| Quebec | 8 | 13 | 43 | 48 | 49 | $10.7 \%$ |
| Ontario | 117 | 108 | 125 | 142 | 159 | $34.7 \%$ |
| British Columbia | 168 | 192 | 229 | 245 | 238 | $52.0 \%$ |
| Canada $^{1}$ | 303 | 329 | 410 | 449 | 458 | $100.0 \%$ |

Notes:

1. Totals may not add up as some data was suppressed to meet confidentiality requirements of the Statistics Act.
x: Suppressed to meet the confidentiality requirements of the Statistics Act.
Source: Statistics Canada. Table 32-10-0452-01 Estimates of field-grown cut flowers area, production and sales

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} 2022 \text { \% } \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tropical foliage and green plants, indoor | 15,279 | 17,310 | 19,131 | 23,176 | 25,411 | 10.1\% |
| Herbaceous flowering perennials, outdoor | 9,529 | 11,806 | 12,804 | 13,282 | 15,573 | 6.2\% |
| Fine herb plants, outdoor | 12,324 | 10,076 | 10,016 | 14,654 | 15,252 | 6.0\% |
| Geraniums, outdoor | 15,726 | 13,890 | 12,910 | 14,472 | 13,684 | 5.4\% |
| Outdoor hanging pots | 11,689 | 12,004 | 10,812 | 12,297 | 12,965 | 5.1\% |
| Vegetable plants, outdoor | 9,708 | 9,580 | 11,639 | 13,878 | 12,913 | 5.1\% |
| Kalanchoes, indoor | 9,072 | 9,331 | 8,367 | 11,639 | 12,846 | 5.1\% |
| Miniature roses, indoor | 9,555 | 8,968 | 8,531 | 9,438 | 10,209 | 4.0\% |
| Petunias, outdoor | 5,592 | 5,182 | 5,151 | 6,881 | 7,362 | 2.9\% |
| Chrysanthemums, indoor | 6,806 | 6,329 | 4,984 | 5,680 | 6,596 | 2.6\% |
| Orchids, indoor | 3,170 | 3,020 | 5,314 | 5,919 | 6,541 | 2.6\% |
| Poinsettias, indoor | 5,899 | 4,741 | 4,740 | 5,154 | 5,604 | 2.2\% |
| Begonias, outdoor | 6,099 | 5,357 | 5,181 | 5,254 | 4,553 | 1.8\% |
| African violets, indoor | 4,377 | 4,296 | 4,007 | 4,189 | 4,078 | 1.6\% |
| Gerberas, indoor | 4,345 | 3,422 | 3,377 | 3,597 | 3,873 | 1.5\% |
| Lilies, indoor | 3,121 | 2,783 | 2,678 | 3,079 | 3,690 | 1.5\% |
| Hawker's balsams, outdoor | 4,067 | 3,551 | 3,616 | 3,767 | 3,624 | 1.4\% |
| Chrysanthemums, outdoor | 2,969 | 2,622 | 2,716 | 3,105 | 3,018 | 1.2\% |
| Calibrachoas, outdoor | 2,310 | 2,440 | 2,498 | 3,056 | 3,017 | 1.2\% |
| Tulips, indoor | 2,216 | 2,381 | 1,616 | 2,154 | 2,195 | 0.9\% |
| Primulas, indoor | 1,960 | 2,027 | 1,745 | 1,935 | 2,157 | 0.9\% |
| Cyclamens, indoor | 1,843 | 1,646 | 2,087 | 1,833 | 2,109 | 0.8\% |
| Pansies, outdoor | 1,680 | 1,620 | 1,402 | 1,804 | 1,703 | 0.7\% |
| Indoor hanging pots | 1,212 | 1,313 | 1,888 | 1,788 | 1,484 | 0.6\% |
| Dahlia, outdoor | 918 | 915 | 887 | 1,062 | 1,164 | 0.5\% |
| Verbenas, outdoor | 845 | 907 | 865 | 868 | 886 | 0.4\% |
| Azaleas, indoor | 656 | 494 | 461 | 435 | 412 | 0.2\% |
| Rudbeckias, outdoor | 180 | 308 | 346 | 277 | 242 | 0.1\% |
| Argyranthemum, outdoor | 251 | 236 | 238 | 224 | 209 | 0.1\% |
| Heliopsis, outdoor | 48 | 71 | 83 | 106 | 115 | 0.0\% |
| Other indoor pots | 14,081 | 15,663 | 15,575 | 16,526 | 19,365 | 7.7\% |
| Other outdoor pots | 45,407 | 46,107 | 53,681 | 49,570 | 49,779 | 19.7\% |
| Total potted plants | 212,933 | 210,397 | 219,348 | 241,099 | 252,629 | 100.0\% |

[^0]
### 1.7. Production of cuttings by variety (number of cuttings in thousands)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Geraniums, cuttings | 11,316 | 11,995 | 11,812 | 12,053 | 11,912 | $12.4 \%$ |
| Poinsettias, cuttings | 5,046 | 5,435 | 5,404 | 5,386 | 5,260 | $5.5 \%$ |
| Chrysanthemums, cuttings | 4,001 | 4,117 | 4,104 | 4,771 | 4,989 | $5.2 \%$ |
| Impatiens, cuttings | 3,821 | 4,229 | 3,831 | 4,162 | 4,273 | $4.4 \%$ |
| Other cuttings | 60,429 | 68,426 | 66,422 | 70,485 | 69,711 | $72.5 \%$ |
| Total cuttings | $\mathbf{8 4 , 6 1 4}$ | $\mathbf{9 4 , 2 0 2}$ | $\mathbf{9 1 , 5 7 3}$ | $\mathbf{9 6 , 8 5 6}$ | $\mathbf{9 6 , 1 4 5}$ | $\mathbf{1 0 0 . 0} \%$ |

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

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

|  | 2018 | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Tulips, stems | 124,903 | 120,896 | 102,997 | 125,854 | 134,586 | $\mathbf{4 2 . 4 \%}$ |
| Gerberas, stems | 80,295 | 69,183 | 73,195 | 74,698 | 74,090 | $23.3 \%$ |
| Snapdragons, stems | 20,725 | 22,360 | 21,816 | 25,298 | 26,625 | $8.4 \%$ |
| Chrysanthemums, stems | 21,769 | 20,654 | 23,278 | 21,879 | 21,887 | $6.9 \%$ |
| Lilies, stems | 12,113 | 11,525 | 12,080 | 13,454 | 15,018 | $4.7 \%$ |
| Lisianthus, stems | 4,016 | 6,208 | 8,071 | 11,043 | 14,340 | $4.5 \%$ |
| Alstroemerias, stems | 5,754 | 3,665 | 3,711 | 3,683 | 3,438 | $1.1 \%$ |
| Roses, stems | 3,557 | 3,831 | 3,071 | 3,078 | 2,836 | $0.9 \%$ |
| Freesias, stems | 4,745 | 3,732 | 2,857 | 2,511 | 2,257 | $0.7 \%$ |
| Daffodils, stems | 2,759 | 1,387 | 1,231 | 1,456 | 1,571 | $0.5 \%$ |
| Irises, stems | 2,033 | 1,649 | 214 | 280 | 198 | $0.1 \%$ |
| Other cut flowers | 13,618 | 20,611 | 19,321 | 20,914 | 20,745 | $6.5 \%$ |
| Total cut flowers | $\mathbf{2 9 6 , 2 8 5}$ | $\mathbf{2 8 5 , 7 0 3}$ | $\mathbf{2 7 1 , 8 4 2}$ | $\mathbf{3 0 4 , 1 4 7}$ | $\mathbf{3 1 7 , 5 9 2}$ | $\mathbf{1 0 0 . 0 \%}$ |

Note:

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

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

### 1.9. Field-grown nursery tree and plant production by variety (number of trees and plants in thousands)

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} \hline 2022 \% \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Small fruit bushes | 50,007 | 44,415 | 30,885 | 31,339 | 30,855 | 58.8\% |
| Perennials and annuals | 3,702 | 4,020 | 4,792 | 6,524 | 5,425 | 10.3\% |
| Tree seedlings | 4,370 | 4,080 | 3,399 | 3,508 | 3,378 | 6.4\% |
| Conifer trees | 2,032 | 2,715 | 2,525 | 2,586 | 2,929 | 5.6\% |
| Fruit trees | 1,328 | 1,424 | 1,301 | 2,433 | 1,994 | 3.8\% |
| Shade and ornamental trees | 1,317 | 1,621 | 1,815 | 1,502 | 1,799 | 3.4\% |
| Deciduous shrubs | 1,731 | 1,403 | 1,374 | 1,488 | 1,458 | 2.8\% |
| Vines | 1,127 | 1,440 | 2,280 | 1,137 | 1,039 | 2.0\% |
| Evergreen and conifer shrubs | 509 | 496 | 529 | 395 | 401 | 0.8\% |
| Evergreen and broadleaf shrubs | 285 | 341 | 558 | 266 | 345 | 0.7\% |
| Other trees and plants | 168 | 1,366 | 474 | 3,161 | 2,828 | 5.4\% |
| Total | 66,576 | 63,320 | 49,930 | 54,339 | 52,449 | 100.0\% |

Source: Statistics Canada. Table 32-10-0031-01 Nursery tree and plant production

### 1.10. Container-grown nursery tree and plant production by variety (number of trees and plants in thousands)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Deciduous shrubs | 9,037 | 8,872 | 9,198 | 10,143 | 12,165 | $27.2 \%$ |
| Perennials and annuals | 15,413 | 13,142 | 14,889 | 15,149 | 11,609 | $26.0 \%$ |
| Conifer trees | 998 | 1,560 | 2,581 | 3,445 | 4,787 | $10.7 \%$ |
| Evergreen and conifer shrubs | 6,043 | 5,209 | 5,754 | 4,773 | 4,673 | $10.5 \%$ |
| Evergreen and broadleaf shrubs | 2,880 | 3,325 | 3,371 | 3,069 | 3,309 | $7.4 \%$ |
| Small fruit bushes | 3,111 | 3,232 | 3,325 | 2,848 | 2,696 | $6.0 \%$ |
| Shade and ornamental trees | 1,093 | 1,160 | 987 | 931 | 1,424 | $3.2 \%$ |
| Tree seedlings | 1,458 | 1,749 | 1,758 | 949 | 1,344 | $3.0 \%$ |
| Vines | 391 | 377 | 423 | 544 | 418 | $0.9 \%$ |
| Fruit trees | 159 | 352 | 305 | 204 | 264 | $0.6 \%$ |
| Other trees and plants | 858 | 1,800 | 3,089 | 3,185 | 2,017 | $4.5 \%$ |
| Total | $\mathbf{4 1 , 4 4 2}$ | $\mathbf{4 0 , 7 7 8}$ | $\mathbf{4 5 , 6 8 0}$ | $\mathbf{4 5 , 2 4 2}$ | $\mathbf{4 4 , 7 0 8}$ | $\mathbf{1 0 0 . 0} \%$ |

[^1]
### 1.11. Total sod area by province (hectares)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 254 | 247 | 251 | 250 | 248 | $1.2 \%$ |
| Prince Edward Island | 70 | 69 | 68 | 72 | x | $\mathrm{N} / \mathrm{A}$ |
| Nova Scotia | 965 | 922 | 1,070 | 1,162 | 1,166 | $5.5 \%$ |
| New Brunswick | 253 | 249 | 238 | 204 | x | $\mathrm{N} / \mathrm{A}$ |
| Quebec | 4,035 | 4,165 | 4,455 | 5,042 | 4,631 | $22.0 \%$ |
| Ontario | 7,927 | 7,364 | 8,758 | 9,345 | 9,164 | $43.5 \%$ |
| Manitoba | 786 | 911 | 1,133 | 1,167 | 1,123 | $5.3 \%$ |
| Saskatchewan | 622 | 614 | 497 | 460 | 516 | $2.5 \%$ |
| Alberta | 3,589 | 3,312 | 3,214 | 3,086 | 3,206 | $15.2 \%$ |
| British Columbia | 827 | 816 | 732 | 664 | 699 | $3.3 \%$ |
| Canada | $\mathbf{1 9 , 3 2 7}$ | $\mathbf{1 8 , 6 6 7}$ | $\mathbf{2 0 , 4 1 7}$ | $\mathbf{2 1 , 4 5 1}$ | $\mathbf{2 1 , 0 5 2}$ | $\mathbf{1 0 0 . 0 \%}$ |

Notes:
x : Suppressed to meet the confidentiality requirements of the Statistics Act.
N/A: Not applicable.
Source: Statistics Canada. Table 32-10-0034-01 Estimates of sod area, sales and resales

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} \hline 2022 \% \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 21 | 21 | 19 | 17 | 16 | 6.8\% |
| Prince Edward Island | 3 | 3 | 2 | x | 4 | 1.7\% |
| Nova Scotia | 11 | 11 | 8 | 8 | 11 | 4.7\% |
| New Brunswick | 10 | 10 | 6 | x | 6 | 2.6\% |
| Quebec | 58 | 57 | 50 | 48 | 48 | 20.5\% |
| Ontario | 65 | 65 | 70 | 72 | 80 | 34.2\% |
| Manitoba | 11 | 12 | 11 | 11 | 11 | 4.7\% |
| Saskatchewan | 9 | 13 | 8 | 7 | 8 | 3.4\% |
| Alberta | 26 | 26 | 26 | 27 | 26 | 11.1\% |
| British Columbia | 30 | 30 | 28 | 26 | 24 | 10.3\% |
| Canada | 244 | 248 | 228 | 223 | 234 | 100.0\% |

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

### 1.13. Christmas tree production ${ }^{1}$ by province (number of farms and area)

|  | Number of fams <br> $\mathbf{2 0 2 1}$ | Number of farms <br> $\mathbf{2 0 2 1} \%$ share | Area (hectares) <br> $\mathbf{2 0 2 1}$ | Area (hectares) <br> $\mathbf{2 0 2 1} \%$ share |
| :--- | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 1 | $0.1 \%$ | F | $\mathrm{~N} / \mathrm{A}$ |
| Prince Edward Island | 13 | $1.0 \%$ | 112 | $0.5 \%$ |
| Nova Scotia | 213 | $15.6 \%$ | 5,315 | $25.9 \%$ |
| New Brunswick | 65 | $4.8 \%$ | 2,344 | $11.4 \%$ |
| Quebec | 257 | $18.8 \%$ | 7,757 | $37.7 \%$ |
| Ontario | 418 | $30.6 \%$ | 3,258 | $15.8 \%$ |
| Manitoba | 35 | $2.6 \%$ | 148 | $0.7 \%$ |
| Saskatchewan | 26 | $1.9 \%$ | 172 | $0.8 \%$ |
| Alberta | 60 | $4.4 \%$ | 177 | $0.9 \%$ |
| British Columbia | 276 | $20.2 \%$ | 1,272 | $6.2 \%$ |
| Canada | $\mathbf{1 , 3 6 4}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 0 , 5 5 9}$ | $\mathbf{1 0 0 . 0 \%}$ |
| N |  |  |  |  |

Notes:
F: Too unreliable to be published.
N/A: Not applicable.
Source: Statistics Canada. Table 32-10-0249-01 Land use, Census of Agriculture, 2021

## 2. Sales and resales

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Greenhouse flower and plants | $1,555.7$ | $1,575.4$ | $1,694.2$ | $1,856.4$ | $1,980.5$ | $68.4 \%$ |
| Nursery | 660.8 | 679.8 | 716.9 | 747.5 | 729.8 | $25.2 \%$ |
| Sod | 139.8 | 134.1 | 146.9 | 150.9 | 152.2 | $5.3 \%$ |
| Field-grown cut flowers | 18.6 | 14.9 | 23.9 | 28.2 | 32.0 | $1.1 \%$ |
| Total | $2,374.8$ | $2,404.2$ | $2,582.0$ | $\mathbf{2 , 7 8 3 . 0}$ | $\mathbf{2 , 8 9 4 . 5}$ | $\mathbf{1 0 0 . 0} \%$ |

Source: Statistics Canada. Tables 32-10-0023-01, 32-10-0032-01, 32-10-0034-01 and 32-10-0452-01

### 2.2. Greenhouse flower and plant sales ${ }^{1}$ by category (millions of Canadian dollars)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Potted plants $^{2,3}$ | 834.2 | 853.0 | 903.8 | $1,030.3$ | $1,145.6$ | $71.6 \%$ |
| Bedding plants, ornamental | 204.8 | 207.5 | 230.1 | 226.6 | 214.4 | $13.4 \%$ |
| Cut flowers | 133.2 | 133.5 | 137.7 | 160.6 | 177.7 | $11.1 \%$ |
| Cuttings $^{3}$ | 44.2 | 51.1 | 51.6 | 57.3 | 62.0 | $3.9 \%$ |
| Total | $\mathbf{1 , 2 1 6 . 4}$ | $\mathbf{1 , 2 4 5 . 2}$ | $\mathbf{1 , 3 2 3 . 2}$ | $\mathbf{1 , 4 7 4 . 8}$ | $\mathbf{1 , 5 9 9 . 7}$ | $\mathbf{1 0 0 . 0} \%$ |

Notes:

1. Farm gate value (before sales tax).
2. Includes indoor potted plants and outdoor potted plants.
3. Includes mixed operations (vegetables, flowers and plants), excluding cannabis operations.

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 by province (millions of Canadian dollars)

|  | 2018 | 2019 | $\mathbf{2 0 2 0}$ |  | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| 2022 \% |  |  |  |  |  |  |
| Share |  |  |  |  |  |  |$|$

Note:
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. Field-grown cut flower sales by province (thousands of Canadian dollars)

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} 2022 \text { \% } \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nova Scotia | X | 0.0 | 79.1 | 113.0 | 101.2 | 0.3\% |
| Quebec | 164.6 | 285.3 | 429.0 | 339.7 | 368.5 | 1.2\% |
| Ontario | 8,012.5 | 5,771.0 | 8,837.9 | 14,629.0 | 17,933.6 | 56.0\% |
| Saskatchewan | x | 41.8 | 38.2 | 44.2 | X | N/A |
| Alberta | X | 212.0 | 66.7 | 62.3 | X | N/A |
| British Columbia | 10,003.3 | 8,557.4 | 14,437.9 | 13,009.6 | 13,441.8 | 42.0\% |
| Canada ${ }^{1}$ | 18,611.1 | 14,875.7 | 23,924.1 | 28,239.2 | 32,000.0 | 100.0\% |

Notes:

1. Totals may not add up as some data was suppressed to meet confidentiality requirements of the Statistics Act.
x : Suppressed to meet the confidentiality requirements of the Statistics Act.
N/A: Not applicable.
Source: Statistics Canada. Table 32-10-0452-01 Estimates of field-grown cut flowers area, production and sales

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $2022 \text { \% }$ <br> Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newfoundland and Labrador | 0.7 | 0.6 | 0.6 | 0.5 | 0.6 | 0.1\% |
| Prince Edward Island | 1.0 | 1.2 | 1.4 | 1.6 | 1.5 | 0.2\% |
| Nova Scotia | 10.8 | 11.1 | 10.0 | 10.3 | 10.5 | 1.4\% |
| New Brunswick | 3.3 | 3.0 | 2.6 | 2.3 | 2.0 | 0.3\% |
| Quebec | 86.3 | 90.5 | 102.8 | 108.1 | 118.1 | 16.2\% |
| Ontario | 276.9 | 279.0 | 303.6 | 334.5 | 303.9 | 41.6\% |
| Manitoba | 15.5 | 14.5 | 15.7 | 14.4 | 14.8 | 2.0\% |
| Saskatchewan | 5.2 | 4.9 | 5.0 | 5.2 | 5.1 | 0.7\% |
| Alberta | 48.4 | 46.7 | 45.3 | 43.2 | 44.3 | 6.1\% |
| British Columbia | 212.6 | 228.4 | 229.9 | 227.3 | 229.0 | 31.4\% |
| Canada | 660.8 | 679.8 | 716.9 | 747.5 | 729.8 | 100.0\% |

Note:

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

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

|  | 2018 | 2019 | 2020 |  | 2021 | 2022 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| 2022 \% |  |  |  |  |  |  |
| Share |  |  |  |  |  |  |$|$

Note:

1. Totals may not add up as some data was suppressed to meet confidentiality requirements.

Source: Statistics Canada. Table 32-10-0034-01 Estimates of sod area, sales and resales

## 3. Trade

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

|  |  | 2018 | 2019 | 2020 | 2021 | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bulbs, tubers, tuberous roots, etc. | Exports | 21,959 | 27,233 | 19,144 | 31,599 | 34,291 |
|  | Imports | 55,900 | 51,945 | 53,329 | 70,363 | 77,130 |
|  | Trade balance | -33,942 | -24,712 | -34,186 | -38,764 | -42,839 |
| Other live plants, including their roots, cuttings and slips, etc. | Exports | 363,535 | 418,875 | 464,930 | 584,056 | 667,111 |
|  | Imports | 275,824 | 300,322 | 310,963 | 367,779 | 379,520 |
|  | Trade balance | 87,711 | 118,554 | 153,967 | 216,277 | 287,592 |
| Cut flowers and flower buds for bouquets or ornamental purposes, etc. | Exports | 79,866 | 85,176 | 78,333 | 102,730 | 116,797 |
|  | Imports | 170,317 | 167,705 | 137,842 | 184,921 | 207,192 |
|  | Trade balance | -90,452 | -82,529 | -59,510 | -82,191 | -90,396 |
| Foliage, branches and other parts of plants, etc. ${ }^{1}$ | Exports | 77,155 | 96,291 | 98,370 | 123,692 | 129,783 |
|  | Imports | 45,207 | 47,643 | 45,429 | 61,278 | 71,904 |
|  | Trade balance | 31,948 | 48,648 | 52,941 | 62,413 | 57,879 |
| Total | Exports | 542,514 | 627,575 | 660,776 | 842,077 | 947,981 |
|  | Imports | 547,248 | 567,614 | 547,563 | 684,342 | 735,746 |
|  | Overall trade balance | -4,734 | 59,960 | 113,213 | 157,735 | 212,236 |
| Note: <br> 1. Includes Christmas trees. <br> Source: Statistics Canada (CATSNet, June 2023) |  |  |  |  |  |  |

### 3.2. Exports

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 7 | 0 | 6 | 5 | 0 | $0.0 \%$ |
| Prince Edward Island | 4,318 | 4,672 | 5,374 | 5,475 | 7,058 | $0.7 \%$ |
| Nova Scotia | 17,669 | 20,551 | 21,694 | 31,527 | 40,065 | $4.2 \%$ |
| New Brunswick | 34,374 | 36,419 | 37,243 | 50,889 | 53,071 | $5.6 \%$ |
| Quebec | 54,285 | 75,857 | 77,597 | 91,181 | 98,831 | $10.4 \%$ |
| Ontario | 312,421 | 349,521 | 360,885 | 474,438 | 550,171 | $58.0 \%$ |
| Manitoba | 1,305 | 1,500 | 293 | 458 | 460 | $0.0 \%$ |
| Saskatchewan | 92 | 113 | 146 | 184 | 199 | $0.0 \%$ |
| Alberta | 219 | 190 | 88 | 711 | 1,031 | $0.1 \%$ |
| British Columbia $^{\text {Canada }}{ }^{2}$ | 117,823 | 138,753 | 157,450 | 187,211 | 197,095 | $20.8 \%$ |

Notes:

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

Source: Statistics Canada (CATSNet, June 2023)

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

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2}$ <br> Share |
| :--- | ---: | :---: | ---: | ---: | ---: | ---: |
| United States | 538,881 | 623,363 | 657,717 | 837,514 | 943,187 | $99.5 \%$ |
| Panama | 1,683 | 1,767 | 1,295 | 1,804 | 2,243 | $0.2 \%$ |
| Curaçao | 286 | 329 | 338 | 481 | 448 | $0.0 \%$ |
| Aruba | 255 | 380 | 173 | 316 | 296 | $0.0 \%$ |
| Venezuela | 0 | 117 | 129 | 120 | 259 | $0.0 \%$ |
| Bermuda | 265 | 286 | 313 | 356 | 184 | $0.0 \%$ |
| United Arab Emirates | 93 | 100 | 59 | 105 | 173 | $0.0 \%$ |
| Barbados | 94 | 88 | 92 | 111 | 158 | $0.0 \%$ |
| Cayman Islands | 52 | 81 | 100 | 88 | 131 | $0.0 \%$ |
| Sint Maarten (Dutch part) | 57 | 98 | 30 | 120 | 107 | $0.0 \%$ |
| Others | 848 | 964 | 528 | 1,061 | 797 | $0.1 \%$ |
| Total | $\mathbf{5 4 2 , 5 1 4}$ | $\mathbf{6 2 7 , 5 7 5}$ | $\mathbf{6 6 0 , 7 7 6}$ | $\mathbf{8 4 2 , 0 7 7}$ | $\mathbf{9 4 7 , 9 8 1}$ | $\mathbf{1 0 0 . 0 \%}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, June 2023)

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

|  | 2018 |  | 2019 |  | 2020 | 2021 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |  |  |  |  |  |
| Prince Edward Island | 0 | 0 | 0 | 102 | 16 | $0.0 \%$ |
| Nova Scotia | 6,701 | 9,477 | 9,455 | 11,603 | 14,772 | $15.1 \%$ |
| New Brunswick | 11,233 | 10,788 | 10,696 | 12,607 | 13,319 | $13.6 \%$ |
| Quebec | 43,576 | 59,807 | 56,298 | 63,100 | 66,053 | $67.3 \%$ |
| Ontario | 649 | 408 | 513 | 611 | 971 | $1.0 \%$ |
| Manitoba | 9 | 0 | 0 | 0 | 0 | $0.0 \%$ |
| Saskatchewan | 24 | 34 | 39 | 35 | 77 | $0.1 \%$ |
| British Columbia | 686 | 1,323 | 1,796 | 2,399 | 2,911 | $3.0 \%$ |
| Canada | $\mathbf{6 2 , 8 7 8}$ | $\mathbf{8 1 , 8 3 7}$ | $\mathbf{7 8 , 7 9 7}$ | $\mathbf{9 0 , 4 5 5}$ | $\mathbf{9 8 , 1 1 8}$ | $\mathbf{1 0 0 . 0 \%}$ |

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, June 2023)

### 3.2.4. Christmas tree exports by province ${ }^{1}$ (number of Christmas trees)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Prince Edward Island | 0 | 0 | 0 | 1,450 | 674 | $0.0 \%$ |
| Nova Scotia | 280,512 | 392,149 | 419,485 | 443,667 | 415,850 | $17.5 \%$ |
| New Brunswick | 314,687 | 345,861 | 335,772 | 440,174 | 337,000 | $14.2 \%$ |
| Quebec | $1,610,529$ | $2,046,599$ | $1,766,330$ | $1,443,830$ | $1,504,736$ | $63.2 \%$ |
| Ontario | 25,040 | 13,888 | 20,887 | 25,288 | 38,333 | $1.6 \%$ |
| Manitoba | 851 | 0 | 0 | 0 | 0 | $0.0 \%$ |
| Saskatchewan | 1,425 | 1,273 | 2,262 | 1,964 | 3,717 | $0.2 \%$ |
| British Columbia | 25,597 | 39,931 | 53,562 | 75,598 | 79,014 | $3.3 \%$ |
| Canada | $\mathbf{2 , 2 5 8 , 6 4 1}$ | $\mathbf{2 , 8 3 9 , 7 0 1}$ | $\mathbf{2 , 5 9 8 , 2 9 8}$ | $\mathbf{2 , 4 3 1 , 9 7 1}$ | $\mathbf{2 , 3 7 9 , 3 2 4}$ | $\mathbf{1 0 0 . 0} \%$ |

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, June 2023)
3.2.5. Canada's top ten Christmas tree destinations (thousands of Canadian dollars)

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} 2022 \text { \% } \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United States | 59,953 | 78,315 | 76,069 | 86,612 | 93,955 | 95.8\% |
| Panama | 1,683 | 1,767 | 1,295 | 1,804 | 2,243 | 2.3\% |
| Curaçao | 286 | 329 | 328 | 472 | 435 | 0.4\% |
| Aruba | 255 | 351 | 173 | 316 | 296 | 0.3\% |
| Venezuela | 0 | 117 | 129 | 120 | 259 | 0.3\% |
| Bermuda | 243 | 269 | 313 | 356 | 184 | 0.2\% |
| United Arab Emirates | 93 | 100 | 59 | 105 | 173 | 0.2\% |
| Barbados | 74 | 74 | 90 | 106 | 150 | 0.2\% |
| Cayman Islands | 52 | 80 | 100 | 88 | 131 | 0.1\% |
| Sint Maarten (Dutch part) | 57 | 98 | 30 | 118 | 104 | 0.1\% |
| Others | 183 | 336 | 210 | 358 | 188 | 0.2\% |
| Total | 62,878 | 81,837 | 78,797 | 90,455 | 98,118 | 100.0\% |

Source: Statistics Canada (CATSNet, June 2023)

### 3.2.6. Canada's top ten Christmas tree destinations (number of Christmas trees)

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} \hline 2022 \% \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United States | 2,196,069 | 2,769,207 | 2,547,302 | 2,357,256 | 2,300,348 | 96.7\% |
| Panama | 35,690 | 34,394 | 20,912 | 35,130 | 44,948 | 1.9\% |
| Curaçao | 5,975 | 5,811 | 6,287 | 8,966 | 7,429 | 0.3\% |
| Aruba | 4,676 | 6,990 | 3,416 | 6,493 | 6,227 | 0.3\% |
| Venezuela | 0 | 2,201 | 2,674 | 2,435 | 4,801 | 0.2\% |
| Barbados | 1,935 | 1,354 | 2,046 | 2,163 | 2,875 | 0.1\% |
| United Arab Emirates | 2,220 | 2,092 | 1,297 | 2,081 | 2,494 | 0.1\% |
| Bermuda | 5,708 | 6,470 | 6,982 | 5,713 | 2,414 | 0.1\% |
| Sint Maarten (Dutch part) | 872 | 1,719 | 719 | 2,194 | 2,187 | 0.1\% |
| Cayman Islands | 1,419 | 2,207 | 2,383 | 1,409 | 1,641 | 0.1\% |
| Others | 4,077 | 7,256 | 4,280 | 8,131 | 3,960 | 0.2\% |
| Total | 2,258,641 | 2,839,701 | 2,598,298 | 2,431,971 | 2,379,324 | 100.0\% |

[^2]3.2.7. Canada's floriculture and nursery ${ }^{1}$ export destinations by U.S. state (thousands of Canadian dollars)

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Florida | 36,013 | 42,387 | 51,721 | 75,319 | 99,390 | $\mathbf{1 0 . 5 \%}$ |
| New York | 68,028 | 77,009 | 74,865 | 80,829 | 85,834 | $9.1 \%$ |
| Massachusetts | 31,692 | 37,084 | 35,944 | 52,355 | 72,440 | $7.7 \%$ |
| Washington, state | 43,873 | 49,636 | 52,118 | 62,685 | 70,997 | $7.5 \%$ |
| Illinois | 29,520 | 38,918 | 42,479 | 48,162 | 50,254 | $5.3 \%$ |
| California | 30,608 | 28,526 | 32,110 | 41,968 | 48,696 | $5.2 \%$ |
| Michigan | 32,641 | 41,162 | 39,683 | 47,744 | 47,132 | $5.0 \%$ |
| New Jersey | 22,428 | 26,263 | 29,274 | 37,949 | 41,719 | $4.4 \%$ |
| Ohio | 22,691 | 25,521 | 28,886 | 36,205 | 38,170 | $4.0 \%$ |
| Maine | 25,338 | 27,590 | 28,395 | 33,471 | 36,734 | $3.9 \%$ |
| Other U.S. states | 196,049 | 229,267 | 242,243 | 320,826 | 351,820 | $37.3 \%$ |
| Total, United States | $\mathbf{5 3 8 , 8 8 1}$ | $\mathbf{6 2 3 , 3 6 3}$ | $\mathbf{6 5 7 , 7 1 7}$ | $\mathbf{8 3 7 , 5 1 4}$ | $\mathbf{9 4 3 , 1 8 7}$ | $\mathbf{1 0 0 . 0 \%}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, June 2023)

### 3.3. Imports

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Newfoundland and Labrador | 129 | 126 | 32 | 79 | 87 | $0.0 \%$ |
| Prince Edward Island | 0 | 8 | 0 | 0 | 0 | $0.0 \%$ |
| Nova Scotia | 1,839 | 1,883 | 3,651 | 2,407 | 3,043 | $0.4 \%$ |
| New Brunswick | 8,405 | 9,872 | 10,202 | 11,343 | 11,930 | $1.6 \%$ |
| Quebec | 59,996 | 56,685 | 60,215 | 82,728 | 89,311 | $12.1 \%$ |
| Ontario | 306,071 | 326,206 | 306,117 | 385,776 | 414,814 | $56.4 \%$ |
| Manitoba | 30,331 | 26,509 | 25,022 | 30,399 | 33,269 | $4.5 \%$ |
| Saskatchewan | 4,201 | 6,593 | 12,711 | 14,416 | 11,152 | $1.5 \%$ |
| Alberta | 11,238 | 10,798 | 7,180 | 9,395 | 11,849 | $1.6 \%$ |
| British Columbia | 125,037 | 128,934 | 122,433 | 147,799 | 160,290 | $21.8 \%$ |
| Canada | 547,248 | 567,614 | 547,563 | $\mathbf{6 8 4 , 3 4 2}$ | $\mathbf{7 3 5 , 7 4 6}$ | $\mathbf{1 0 0 . 0 \%}$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, June 2023)

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

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | S022 $\%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| United States | 261,485 | 276,183 | 283,348 | 329,334 | 344,717 | $46.9 \%$ |
| Colombia | 111,380 | 106,707 | 87,919 | 110,403 | 121,544 | $16.5 \%$ |
| Netherlands | 61,723 | 58,799 | 61,168 | 78,911 | 88,037 | $12.0 \%$ |
| Ecuador | 36,525 | 37,229 | 30,937 | 45,413 | 52,010 | $7.1 \%$ |
| Mexico | 10,594 | 13,815 | 14,806 | 19,519 | 21,914 | $3.0 \%$ |
| Taiwan | 8,280 | 11,182 | 8,789 | 13,458 | 16,518 | $2.2 \%$ |
| China | 4,020 | 5,887 | 6,799 | 11,055 | 13,447 | $1.8 \%$ |
| Guatemala | 7,522 | 7,431 | 8,077 | 10,206 | 9,835 | $1.3 \%$ |
| Costa Rica | 5,548 | 5,762 | 5,389 | 7,793 | 7,612 | $1.0 \%$ |
| India | 4,164 | 4,278 | 3,496 | 6,144 | 6,320 | $0.9 \%$ |
| Others | 36,008 | 40,343 | 36,835 | 52,105 | 53,789 | $7.3 \%$ |
| Total | $\mathbf{5 4 7 , 2 4 8}$ | $\mathbf{5 6 7 , 6 1 4}$ | $\mathbf{5 4 7 , 5 6 3}$ | $\mathbf{6 8 4 , 3 4 2}$ | $\mathbf{7 3 5 , 7 4 6}$ | $\mathbf{1 0 0 . 0} \%$ |

Note:

1. Includes Christmas trees.

Source: Statistics Canada (CATSNet, June 2023)

### 3.4. World trade data

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{gathered} 2022 \text { \% } \\ \text { Share } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Netherlands | 14,196,980 | 14,424,559 | 14,879,941 | 17,834,853 | 16,505,144 | 49.1\% |
| Colombia | 1,913,830 | 1,986,219 | 1,923,731 | 2,198,782 | 2,700,028 | 8.0\% |
| Italy | 1,365,030 | 1,343,393 | 1,427,946 | 1,706,225 | 1,714,186 | 5.1\% |
| Germany | 1,384,538 | 1,349,769 | 1,392,269 | 1,476,779 | 1,312,017 | 3.9\% |
| Ecuador | 1,110,364 | 1,177,241 | 1,135,638 | 1,209,205 | 1,270,715 | 3.8\% |
| Canada | 542,514 | 627,575 | 660,776 | 842,077 | 947,981 | 2.8\% |
| Kenya | 815,550 | 864,849 | 852,914 | 1,009,803 | 904,572 | 2.7\% |
| Spain | 632,502 | 671,308 | 675,942 | 832,469 | 827,727 | 2.5\% |
| Ethiopia | 300,962 | 479,310 | 610,130 | 654,852 | 824,300 | 2.5\% |
| Belgium | 915,014 | 919,741 | 871,706 | 1,022,958 | 812,907 | 2.4\% |
| Others | 5,575,845 | 7,553,268 | 5,754,227 | 5,982,361 | 5,799,154 | 17.2\% |
| Total | 28,753,129 | 31,397,232 | 30,185,220 | 34,770,364 | 33,618,731 | 100.0\% |

Source: Global Trade Tracker (June 2023)

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\begin{aligned} & \hline 2022 \text { \% } \\ & \text { Share } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United States | 3,143,665 | 3,431,014 | 3,424,526 | 4,460,301 | 5,123,436 | 17.1\% |
| Germany | 4,018,633 | 3,942,028 | 4,113,607 | 4,696,101 | 4,118,005 | 13.8\% |
| Netherlands | 3,477,670 | 3,447,786 | 3,657,678 | 4,055,397 | 3,744,505 | 12.5\% |
| United Kingdom | 2,071,215 | 2,086,640 | 2,111,512 | 2,170,430 | 2,484,162 | 8.3\% |
| France | 1,702,273 | 1,696,656 | 1,629,772 | 2,013,685 | 1,871,729 | 6.3\% |
| Italy | 794,236 | 589,742 | 825,355 | 864,849 | 1,198,697 | 4.0\% |
| Switzerland | 769,641 | 756,629 | 788,808 | 913,215 | 852,804 | 2.8\% |
| Poland | 584,205 | 567,802 | 580,247 | 696,924 | 750,600 | 2.5\% |
| Japan | 787,588 | 797,759 | 741,939 | 745,993 | 739,614 | 2.5\% |
| Canada | 547,248 | 567,614 | 547,563 | 684,342 | 735,746 | 2.5\% |
| Others | 8,363,100 | 8,650,041 | 8,467,668 | 9,423,904 | 8,306,881 | 27.8\% |
| Total | 26,259,474 | 26,533,711 | 26,888,675 | 30,725,141 | 29,926,179 | 100.0\% |
| Source: Global Trade Tracker (June 2023) |  |  |  |  |  |  |

## 4. Channels of distribution

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

|  | 2018 | 2019 | $\mathbf{2 0 2 0}$ | 2021 | $\mathbf{2 0 2 2}$ | 2022 \% <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Mass market chain stores | 474.3 | 436.5 | 507.0 | 580.6 | 590.5 | $29.8 \%$ |
| Domestic wholesalers | 309.6 | 317.4 | 308.1 | 343.7 | 437.0 | $22.1 \%$ |
| Direct sales to the public ${ }^{1}$ | 218.9 | 219.6 | 237.3 | 266.3 | 263.9 | $13.3 \%$ |
| Retail florists | 183.8 | 177.4 | 205.0 | 211.0 | 220.6 | $11.1 \%$ |
| Exported | 158.9 | 210.1 | 203.9 | 206.0 | 214.5 | $10.8 \%$ |
| Other greenhouses | 160.0 | 175.3 | 189.8 | 199.7 | 204.6 | $10.3 \%$ |
| Other channels | 38.0 | 28.4 | 32.2 | 34.8 | 34.7 | $1.8 \%$ |
| Government and public agencies | 12.2 | 10.9 | 11.1 | 14.3 | 14.5 | $0.7 \%$ |
| Total sales | $\mathbf{1 , 5 5 5 . 7}$ | $\mathbf{1 , 5 7 5 . 4}$ | $\mathbf{1 , 6 9 4 . 2}$ | $\mathbf{1 , 8 5 6 . 4}$ | $\mathbf{1 , 9 8 0 . 5}$ | $\mathbf{1 0 0 . 0 \%}$ |

Note:

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

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

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

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2}$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Landscape contractors | 170.2 | 173.4 | 176.8 | 188.0 | 197.1 | $27.0 \%$ |
| Garden centres | 115.5 | 116.2 | 127.5 | 130.8 | 142.2 | $19.5 \%$ |
| Mass market chain stores | 106.2 | 109.0 | 118.3 | 119.7 | 110.0 | $15.1 \%$ |
| Direct sales to the public ${ }^{1}$ | 97.0 | 107.3 | 102.4 | 104.0 | 77.1 | $10.6 \%$ |
| Other growers | 75.6 | 77.4 | 65.3 | 67.4 | 69.3 | $9.5 \%$ |
| Other channels | 21.0 | 20.5 | 35.3 | 36.9 | 37.8 | $5.2 \%$ |
| Exported | 30.5 | 27.1 | 36.9 | 40.8 | 36.8 | $5.0 \%$ |
| Fruit growers | 22.2 | 25.1 | 29.1 | 32.8 | 32.6 | $4.5 \%$ |
| Government and public agencies | 22.6 | 23.8 | 25.3 | 27.2 | 26.8 | $3.7 \%$ |
| Total sales | $\mathbf{6 6 0 . 8}$ | $\mathbf{6 7 9 . 8}$ | $\mathbf{7 1 6 . 9}$ | $\mathbf{7 4 7 . 5}$ | $\mathbf{7 2 9 . 8}$ | $\mathbf{1 0 0 . 0} \%$ |

Note:

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

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

## 5. Operating expenses

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

|  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{2}$ | 292.4 | 300.7 | 306.2 | 316.1 | 323.3 | $27.4 \%$ |
| Plant material purchases for growing on $^{3}$ | 213.2 | 212.4 | 223.7 | 231.4 | 244.9 | $20.7 \%$ |
| Other crop expenses $^{4}$ | 150.2 | 161.1 | 169.2 | 179.9 | 213.5 | $18.1 \%$ |
| Plant material purchases for resale $^{3}$ | 112.5 | 104.1 | 108.2 | 95.0 | 97.2 | $8.2 \%$ |
| Fuel | 58.0 | 54.9 | 47.3 | 49.0 | 52.7 | $4.5 \%$ |
| Electricity $^{5}$ | 26.0 | 25.0 | 26.2 | 22.2 | 25.4 | $2.1 \%$ |
| Other operating expenses $^{6}$ | 181.8 | 190.9 | 203.0 | 215.9 | 224.3 | $19.0 \%$ |
| Total operating expenses | $\mathbf{1 , 0 3 4 . 2}$ | $\mathbf{1 , 0 4 9 . 1}$ | $\mathbf{1 , 0 8 3 . 9}$ | $\mathbf{1 , 1 0 9 . 4}$ | $\mathbf{1 , 1 8 1 . 2}$ | $\mathbf{1 0 0 . 0} \%$ |

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. Includes fertilizer, pesticides, pollination, irrigation, containers, packaging, bioprograms, and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam and sawdust.
5. Includes electricity for lighting, airflow fans and heating.
6. Includes interest, land taxes, insurance, advertising, repairs to farm buildings, machinery, agricultural equipment and vehicles, contract work, and telephone and telecommunications services.
Source: Statistics Canada. Table 32-10-0025-01 Specialized greenhouse producers' operating expenses

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

|  | 2018 | 2019 | 2020 | 2021 | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{1}$ | 191.7 | 195.3 | 202.5 | 204.8 | 211.4 | $33.6 \%$ |
| Plant material purchases for growing on $^{2}$ | 99.2 | 102.3 | 108.0 | 113.0 | 115.7 | $18.4 \%$ |
| Plant material purchases for resale $^{2}$ | 97.6 | 99.8 | 96.3 | 98.1 | 100.7 | $16.0 \%$ |
| Other crop expenses $^{3}$ | 64.9 | 64.9 | 65.5 | 71.2 | 75.1 | $11.9 \%$ |
| Electricity expenses $^{\text {Other operating expenses }}{ }^{4}$ | 5.5 | 6.0 | 6.4 | 5.9 | 6.2 | $1.0 \%$ |
| Total Operating Expenses | 116.3 | 120.9 | 122.2 | 123.4 | 120.2 | $19.1 \%$ |

Notes:

1. Includes seasonal and permanent labour.
2. Includes value of trees, nursery stock, bedding plants, seedlings, cuttings or bulbs purchased before sales tax.
3. Includes fertilizer, pesticides, pollination, irrigation, containers, packaging, bioprograms and growing mediums such as soil, peat moss, vermiculite, perlite, sand, Styrofoam and sawdust.
4. Includes interest, land taxes, insurance, advertising, repairs to farm buildings, machinery, agricultural equipment and vehicles, contract work, and telephone and telecommunications services.
Source: Statistics Canada. Table 32-10-0454-01 Nursery and sod producers' operating expenses

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

|  | 2018 | 2019 | 2020 | 2021 | 2022 | $\mathbf{2 0 2 2} \%$ <br> Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Gross yearly payroll $^{1}$ | 37.2 | 37.3 | 37.9 | 39.5 | 40.5 | $33.0 \%$ |
| Sod purchases for resale | 2.5 | 2.2 | 2.4 | 1.9 | 1.8 | $1.5 \%$ |
| Other operating expenses $^{2}$ | 65.8 | 65.4 | 69.9 | 73.6 | 80.4 | $65.5 \%$ |
| Total operating expenses | 105.5 | 104.9 | 110.2 | 115.0 | 122.6 | $\mathbf{1 0 0 . 0 \%}$ |

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

## 6. Labour

### 6.1. Nursery, sod and greenhouse flowers, total employees ${ }^{1}$

|  |  | 2018 | 2019 | 2020 | 2021 | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nursery | Seasonal employees ${ }^{1}$ | 6,812 | 6,341 | 6,023 | 6,067 | 6,000 |
|  | Permanent employees ${ }^{2}$ | 3,044 | 3,126 | 3,063 | 2,770 | 2,896 |
|  | Total employees | 9,856 | 9,467 | 9,086 | 8,837 | 8,896 |
| Sod | Seasonal employees ${ }^{1}$ | 1,126 | 1,117 | 1,039 | 1,050 | 1,023 |
|  | Permanent employees ${ }^{2}$ | 411 | 414 | 379 | 390 | 382 |
|  | Total employees | 1,537 | 1,531 | 1,418 | 1,440 | 1,405 |
| Specialized greenhouse flowers and plants | Seasonal employees ${ }^{1}$ | 9,725 | 9,303 | 9,020 | 9,102 | 9,079 |
|  | Permanent employees ${ }^{2}$ | 5,380 | 5,118 | 5,299 | 4,968 | 5,053 |
|  | Total employees | 15,105 | 14,421 | 14,319 | 14,070 | 14,132 |

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

## 7. Key Resources

## Global Trade Tracker

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 32-10-0021-01 Production of plants, flowers and tree seedlings

[^1]:    Source: Statistics Canada. Table 32-10-0031-01 Nursery tree and plant production

[^2]:    Source: Statistics Canada (CATSNet, June 2023)

