



**United States Department of Agriculture  
National Agricultural Statistics Service  
2014 Census of Horticultural Specialties – Montana**



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**Horticultural Specialties Highlights**

The 2014 Census of Horticultural Specialties provides detailed production and sales data for floriculture, nursery, and other specialty products. This special study is part of the larger census of agriculture program. All operations that reported producing and selling \$10,000 or more of horticultural specialty products were included in the 2014 Census of Horticultural Specialties.

In 2014, the United States had 23,221 horticultural operations that produced and sold \$13.8 billion in floriculture, nursery, and other horticultural specialty products. Montana had 128 horticultural operations that sold \$24.3 million in horticultural products in 2014, compared to 130 horticultural operations that sold \$18.4 million in horticultural products in 2009. Horticulture producers in Montana had \$23.2 million in total production expenses in 2014. Hired labor expenses in Montana accounted for 38 percent of the total production expenses. Of the 1,113 hired workers in Montana, 758 worked less than 150 days compared to 355 who worked 150 days or more.

**Top Horticultural Specialty Crops Sold: 2014**

Items	All sales		Wholesale sales		Retail sales	
	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)
<b>All horticultural specialty crops</b>						
United States .....	23,221	13,789,048	14,885	11,859,976	14,710	1,929,073
Montana .....	128	24,321	60	11,936	104	12,385
<b>Annual bedding/garden plants</b>						
United States .....	7,964	2,567,534	3,367	2,044,090	6,197	523,444
Montana .....	82	8,355	19	2,823	73	5,532
<b>Potted herbaceous perennial plants</b>						
United States .....	6,291	944,850	2,710	794,915	4,805	149,936
Montana .....	54	1,225	15	281	46	944
<b>Potted flowering plants for indoor or patio use</b>						
United States .....	4,059	1,084,274	2,010	993,437	2,891	90,837
Montana .....	22	1,357	5	68	21	1,289
<b>Foliage plants for indoor or patio use</b>						
United States .....	2,644	721,889	1,386	702,029	1,591	19,860
Montana .....	12	49	1	(D)	11	(D)
<b>Cut flowers and cut lei flowers</b>						
United States .....	1,998	462,098	974	417,108	1,350	44,990
Montana .....	6	(D)	1	(D)	6	(D)
<b>Nursery stock</b>						
United States .....	8,226	4,266,631	(NA)	3,834,953	(NA)	431,678
Montana .....	37	5,004	(NA)	(NA)	(NA)	(NA)
<b>Propagative horticultural materials, bareroot and unfinished plants</b>						
United States .....	1,067	695,126	832	670,651	303	24,475
Montana .....	9	(D)	5	(D)	4	(D)
<b>Sod, sprigs, or plugs</b>						
United States .....	1,289	1,138,465	(NA)	858,280	(NA)	280,185
Montana .....	13	5,400	(NA)	2,777	(NA)	2,624
<b>Food crops grown under protection</b>						
United States .....	2,521	796,664	(NA)	606,025	(NA)	190,639
Montana .....	25	1,168	(NA)	604	(NA)	565
<b>Transplants for commercial vegetable and strawberry production</b>						
United States .....	693	371,817	(NA)	339,123	(NA)	32,694
Montana .....	8	52	(NA)	(D)	(NA)	(D)

(D) Withheld to avoid disclosing data for individual operations.  
(NA) Not available.

## Top Horticultural Production Expenses and Number of Hired Workers: 2014

Item	United States	Montana
<b>HORTICULTURAL PRODUCTION EXPENSES</b>		
All horticultural production expenses .....	operations \$1,000	128 23,179
Seeds, plants, vines, trees, etc. purchased .....	operations \$1,000	115 4,089
Containers purchased .....	operations \$1,000	98 909
Hired labor expenses, all .....	operations \$1,000	91 8,911
Gasoline, fuels, and oils purchased .....	operations \$1,000	120 1,529
All other production expenses <sup>1</sup> .....	operations \$1,000	58 804
<b>GREENHOUSE, NURSERY, AND OTHER HORTICULTURAL LABOR</b>		
Hired workers .....	operations workers	91 1,113

<sup>1</sup> Includes customwork, storage and warehousing, insurance premiums, etc. Excludes potting soils and growing media, fertilizer, lime, and soil conditioner, chemicals, contract labor, utilities, repairs, supplies, and maintenance costs, rent and lease expenses, interest paid on all debt, property taxes paid in 2014, marketing expenses, and packaging expenses.

## Value of Horticultural Specialty Crops Sold by Marketing Channels: 2014

Item	United States	Montana
Consumers (direct sales) .....	operations value (\$1,000)	109 11,545
Retail florists .....	operations value (\$1,000)	14 320
Retail garden centers/nurseries, excluding mass marketers .....	operations value (\$1,000)	31 4,014
Supermarkets/grocers .....	operations value (\$1,000)	28 902
Other mass marketers .....	operations value (\$1,000)	12 437
Interiorscapers .....	operations value (\$1,000)	11 (D)
Landscape contractors .....	operations value (\$1,000)	43 5,195
Wholesale florists .....	operations value (\$1,000)	11 (D)
Landscape redistribution yards .....	operations value (\$1,000)	15 157
Non-profit groups (fund raisers) .....	operations value (\$1,000)	18 253
Other marketing channels .....	operations value (\$1,000)	28 988

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## Land Area Used for Horticultural Production: 2014

Geographic area	Greenhouses		Shade structure area		Natural shade area		Area in the open	
	Operations	Area (1,000 sq ft)	Operations	Area (1,000 sq ft)	Operations	Acres	Operations	Acres
United States .....	14,593	894,907	4,058	429,708	1,804	5,404	12,927	497,339
Montana .....	105	1,652	14	63	7	16	46	2,441

## Horticultural Specialty Operations and Sales by Legal Status for Tax Purposes: 2014

Geographic area	Total		Family or individual		Partnership		Corporation		Other - cooperative, estate or trust, institutional, etc.	
	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)	Operations	Value (\$1,000)
United States .....	23,221	13,789,048	12,193	1,968,588	1,873	1,140,653	8,736	10,541,841	419	137,966
Montana .....	128	24,321	56	4,286	12	(D)	56	15,442	4	(D)

(D) Withheld to avoid disclosing data for individual operations.