



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



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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. Tennessee had 547 horticultural operations that sold \$256.5 million in horticultural products in 2014, compared to 561 horticultural operations that sold \$259.3 million in horticultural products in 2009. Horticulture producers in Tennessee had \$191.8 million in total production expenses in 2014. Hired labor expenses in Tennessee accounted for 29 percent of the total production expenses. Of the 4,249 hired workers in Tennessee, 2,030 worked less than 150 days compared to 2,219 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
Tennessee .....	547	256,507	408	204,158	272	52,349
<b>Annual bedding/garden plants</b>						
United States .....	7,964	2,567,534	3,367	2,044,090	6,197	523,444
Tennessee .....	172	45,441	79	33,230	151	12,211
<b>Potted herbaceous perennial plants</b>						
United States .....	6,291	944,850	2,710	794,915	4,805	149,936
Tennessee .....	148	17,668	80	15,159	111	2,509
<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
Tennessee .....	58	8,676	29	6,649	50	2,027
<b>Foliage plants for indoor or patio use</b>						
United States .....	2,644	721,889	1,386	702,029	1,591	19,860
Tennessee .....	61	1,526	23	1,297	53	228
<b>Cut flowers and cut lei flowers</b>						
United States .....	1,998	462,098	974	417,108	1,350	44,990
Tennessee .....	29	331	3	(D)	27	(D)
<b>Nursery stock</b>						
United States .....	8,226	4,266,631	(NA)	3,834,953	(NA)	431,678
Tennessee .....	331	128,717	(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
Tennessee .....	48	9,400	44	6,866	8	2,534
<b>Sod, sprigs, or plugs</b>						
United States .....	1,289	1,138,465	(NA)	858,280	(NA)	280,185
Tennessee .....	35	26,891	(NA)	13,471	(NA)	13,420
<b>Food crops grown under protection</b>						
United States .....	2,521	796,664	(NA)	606,025	(NA)	190,639
Tennessee .....	52	14,804	(NA)	4,111	(NA)	10,692
<b>Transplants for commercial vegetable and strawberry production</b>						
United States .....	693	371,817	(NA)	339,123	(NA)	32,694
Tennessee .....	6	46	(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	Tennessee
<b>HORTICULTURAL PRODUCTION EXPENSES</b>		
All horticultural production expenses .....	operations \$1,000	547 191,808
Seeds, plants, vines, trees, etc. purchased .....	operations \$1,000	501 44,905
Containers purchased .....	operations \$1,000	314 11,606
Hired labor expenses, all .....	operations \$1,000	416 55,722
Gasoline, fuels, and oils purchased .....	operations \$1,000	526 10,232
All other production expenses <sup>1</sup> .....	operations \$1,000	241 8,265
<b>GREENHOUSE, NURSERY, AND OTHER HORTICULTURAL LABOR</b>		
Hired workers .....	operations workers	416 4,249

<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	Tennessee
Consumers (direct sales) .....	operations value (\$1,000)	312 42,612
Retail florists .....	operations value (\$1,000)	24 (D)
Retail garden centers/nurseries, excluding mass marketers .....	operations value (\$1,000)	247 70,437
Supermarkets/grocers .....	operations value (\$1,000)	32 5,115
Other mass marketers .....	operations value (\$1,000)	39 63,037
Interiorscapers .....	operations value (\$1,000)	17 760
Landscape contractors .....	operations value (\$1,000)	197 39,033
Wholesale florists .....	operations value (\$1,000)	7 (D)
Landscape redistribution yards .....	operations value (\$1,000)	82 18,156
Non-profit groups (fund raisers) .....	operations value (\$1,000)	52 1,773
Other marketing channels .....	operations value (\$1,000)	67 12,347

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

## 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
Tennessee .....	338	14,077	83	874	35	96	353	25,364

## 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
Tennessee .....	547	256,507	403	73,323	42	9,734	98	172,295	4	1,155