

2021 Floriculture Crops

About the Survey

The 2021 Commercial Floriculture Survey collected data about the number of growers, area of production, quantity sold, prices, and value of sales for floriculture crops as well as average number of agricultural workers per operation.

NASS conducted the survey among operations that annually produce and sell at least \$10,000 of fresh cut flowers, potted flowering plants, foliage plants, annual bedding and garden plants, potted herbaceous perennials, cut cultivated florist greens, and propagative (unfinished) floriculture material. Annual sales include retail and wholesale sales of items surveyed.

Access the Data

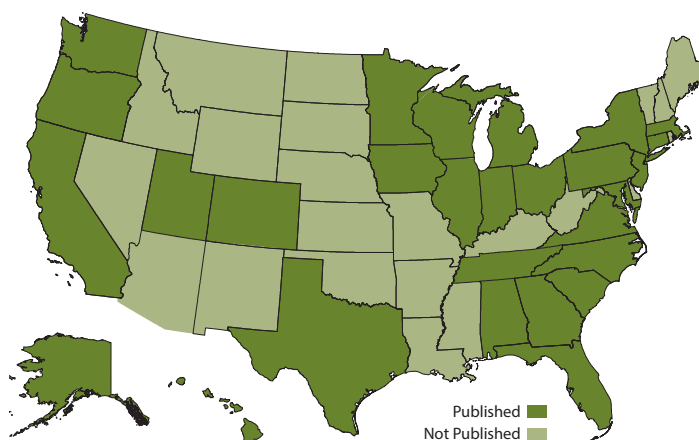
Access 2021 and earlier floriculture data through the Quick Stats database (<http://quickstats.nass.usda.gov>).

- In Program, select "Survey"
- In Sector, select "Crops"
- In Group, select "Horticulture"
- In Commodity, select the crop(s) for which you want data
- Select your category, data item, geographic level, and year

NASS made a number of changes to the floriculture estimating program in 2021, including expanding the survey to all 50 states. The top 28 states are published individually with the remaining states combined into an "other states" total. (Fig. 1) Care should be taken when comparing 2021 U.S. totals with the "Program States" totals from 2020 and prior years since fewer states contributed to the totals in the earlier years. More than 30 crops were added to the survey, further increasing program coverage across all crop categories.

Also in 2021, NASS began publishing sales as retail, wholesale, and total, rather than the previous practice of converting non-wholesale prices to a wholesale equivalent. This change provides estimates of price and value more directly related to the information provided by producers.

Fig. 1. States in the 2021 Floriculture Survey

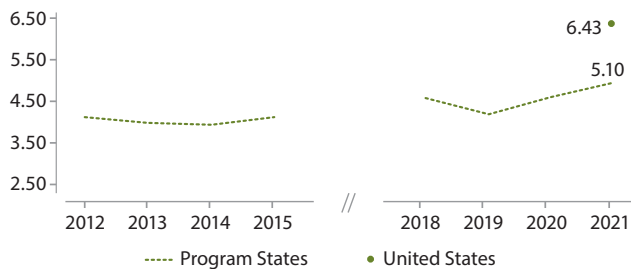


Floriculture in 2021

The **number of floriculture producers** totaled 9,558 in 2021. For the combined 17 states included in the program last year, the number of producers increased 8%.

The **total value of sales** across all floriculture crops totaled \$6.43 billion. For the combined 17 states included in the program in 2020, the value increased 6%.

Fig. 2 Value of Floriculture Sales, 2012-2021 (\$ billion)



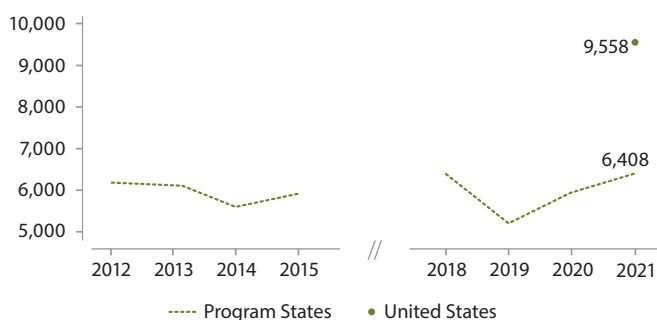
Estimates suspended in 2016 and 2017.
2021 reflects 17 comparable states as program states.

Of the 10 largest states, Florida had the highest sales, followed by California. Combined, these two states accounted for nearly one-third of all sales in the United States.

**Top States
Floriculture Sales, 2021 (\$ million)**

Florida	1,115
California	962
Michigan	635
New Jersey	356
Ohio	269
Texas	253
North Carolina	199
Pennsylvania	188
New York	181
Connecticut	165

Fig. 3 Number of Floriculture Operations, 2012-2021



Estimates suspended in 2016 and 2017.
2021 reflects 17 comparable states as program states.

The top six states each had more than 500 floriculture operations in 2021. Nearly 40% of all operations were in these states.

**Top States
Floriculture Operations, 2021**

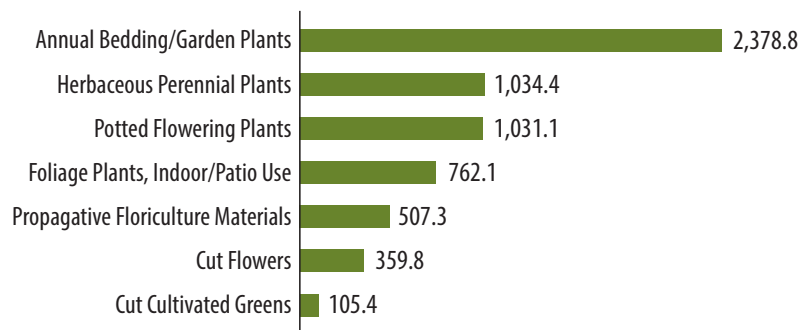
Pennsylvania	783
California	651
Florida	635
New York	600
Michigan	539
Ohio	512
Wisconsin	433
Washington	319
New Jersey	306
Oregon	296

Operations with Hired Workers in 2021

The **number of operations** with hired workers totaled 6,759 in 2021. For the combined 17 states included in the program in 2020, the total increased 7%.

The **average peak number** of workers per operation was 16.9 nationally in 2021. For the 17 states included in the program in 2020, the average number declined from 18.8 to 18.5 per operation.

Fig. 4 Value of Sales by Plant Category, Operations with \$100,000+ in Sales, 2021 (\$ million)



Sales of Annual Bedding/Garden Plants represented the largest total among all plant categories in 2021.