

# Top 100

## FOCUS ON

# Workforce STABILITY

With lots of movement in our Top 100 Growers list, respondents are dealing with finding legal workers and grooming them to become great employees.

by **SARA TAMBASCIO**, Associate Editor  
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**T**HERE have been quite a few shifts around our Top 100 Growers list this year, including eight new companies. The Top 10 list didn't endure many changes, but some of the players added environmentally controlled area. Six of the 10 from last year retain their previous rankings, but three companies rose from their positions last year.

Our top two companies, Hines Horticulture and Yoder Brothers Inc., kept the top two spots from last year. Kurt Weiss, No. 3, added 180,000 square feet, switching places with No. 4, Color Spot Nurseries. Speedling Inc. added 22,000 square feet, but remained in position No. 5.

Metrolina Greenhouses jumped three spots this year to No. 6, after adding 600,000 square feet of greenhouse area compared to last year's number. Paul Ecke Ranch stayed at No. 7 with 200,000 new square feet of growing area.

Altman Plants and The Sun Valley

Group remained at Nos. 8 and 9 respectively. Delray Plants landed in position No. 10, up one spot from last year. Other leaps this year included Kerry's Bromeliad Nursery. With the acquisition of Twyford, it jumped from No. 21 to No. 12. Bell Nursery moved up 14 spots to No. 23. Tagawa Greenhouses added 970,000 square feet through purchases of existing facilities, jumping from No. 27 to No. 21. Timberline Nursery also made a big move this year, from No. 95 last year to No. 52 this year as we account for contracted production area.

Making it onto our list this year are Polk Nursery Company (29), Young's Nursery and Greenhouses (tied for 56), Welby Gardens (61t), Richardson Brothers Inc. (77), Kietzer Farms Inc. (92t), Shephard Greenhouses (95t), Kaw Valley Greenhouses (95t) and Stacy's Greenhouses (97t).

In our coverage of the Top 100 Growers, labor and human resources stand out as major concerns, in light of the immigration reform movement. Solutions to energy problems – which

many of our growers solve with conservation and renewable energy techniques – were also on the minds of our survey respondents. To see those solutions, see "Big Solutions For Big Growers" on page 76.

### Accessing Human Resources

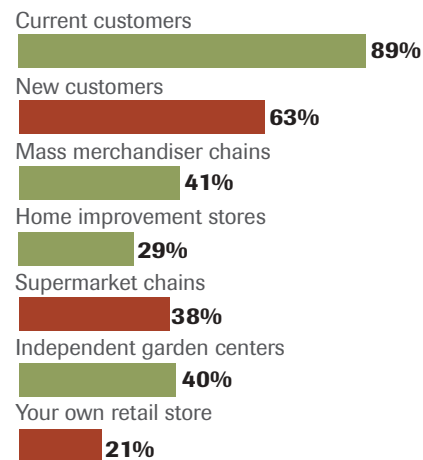
As the government is still working out how or if it will change current immigration legislation, growers are watching carefully. Two very different bills have come out of Congress, one that weighs heavily on an enforcement approach and one that is comprehensive and includes AgJOBS legislation.

Thirty percent of our respondents report having trouble finding labor. "There is not enough labor, especially for our Mount Dora facility," say Rob and Don Deleon of Deleon's Bromeliads, No. 32.

"As demand has increased in the last few years in competing industries (construction, especially in hurricane-damaged areas), both the quantity and quality of skilled labor has negatively impacted our industry," says Mindy Legler, Speedling Inc., No. 5.

But faced with the threat of an enforcement-only approach to the immi-

### Opportunities For Growth



gration issue, survey respondents are nearly unanimous in agreeing that business would be operating under hardship, if that approach wouldn't



cause them to shutter their doors. In the survey, 85 percent of respondents predicted negative consequences should an enforcement-only bill pass, including increased price of product, shortage of labor, downsizing, moving production offshore or going out of business completely.

"This would have a major impact on our business, creating huge labor shortages," says Al Gerace of Welby Gardens Inc., No. 61.

One grower estimated that such an action could take 50 percent of his best workers. Another put that number at 40 percent. Three respondents use a single word to describe that situation – disaster. An enforcement-only approach would not only affect the businesses, but the consumers who rely on their products and services.

"All business in several industries would suffer," says Michael Arisco of Michael's Greenhouses. "The consumer needs to be ready to pay more for products and services affected." A small segment, 12 percent, reported enforcement-only legislation would not directly affect their business or were not sure what the effect would be.

### Problem Solutions

Growers are thinking ahead and making plans in case enforcement-only legislation is passed by Congress.

"We will need more automation," says Bill Tuinier, Post Gardens Inc., No. 35. H2A and H2B programs are also popular recourses to the labor squeeze. More than 31.5 percent use H2A or H2B programs. Tagawa Greenhouses and White's Nursery report they are pleased with the programs, but Russell Weiss, CEO of Kurt Weiss Greenhouses, No. 3, has the opposite opinion.

"The government has made H2A impossible to implement after 20 years," says Weiss.

Suggestions vary on how the government can handle this situ-

ation. The majority, 65 percent, are in favor of a legal work status for migrant workers, be that a temporary work status, H2A/B programs, permanent legal status or amnesty. One quarter of respondents mention a guestworker program.

"Set up a grandfather clause so current employees can gain legal status," says Laurie Boven, Bovens Quality Plants, No. 69.

A few have suggestions for the government – "stay out of the process," "understand that our business cannot function in certain areas without immigrant workers," and a blunt "get off their a-- and do what is right."

Outside of government involvement, less than one quarter (23 percent) are using other means to find legal labor, including staffing services, state-level programs and labor contractors.

"Communicating For Agriculture and Minnesota Agricultural Trainee Programs allow us to work with college students from abroad," says Christopher Bergen of Bergen's Greenhouses, No. 74t. Even those services that provide labor are having challenges.

"They are finding it harder to find legal employees to supply the seasonal demand for ag in California," says Nancy Welty of Gallup and Stribling Orchids, No. 55.

### What can our government do to ensure access to a legal workforce?

"Allow workers to apply for a work visa in a timely fashion. Don't take months to process."

– Nancy Welty, Gallup & Stribling Orchids, No. 55

"There are no labor candidates, other than immigrant workers, in the U.S. available or seemingly interested in this type of job."

– Snow Maestas, senior marketing coordinator, Paul Ecke Ranch, No. 7

"We need a way to get the labor that we need. Many agricultural companies feel they have no other choice but to hire illegal workers."

– Deleon's Bromeliads, No. 31

"Give us a guestworker program that works... Our whole economy needs an extra million workers per year to continue our current growth. Without them, we will see another Great Depression."

– Tony Godfrey, president, Olive Hill Greenhouses, No. 90

"Allow enough people to enter the country to meet the demands of labor. I like permanent status rather than temporary because it allows people to establish communities and become part of the American dream."

– Cortland Smith, president, Walnut Springs

"In light of current security needs, we, as a nation, need to secure our borders (all of them). We need more guestworkers, but they need to be accounted for."

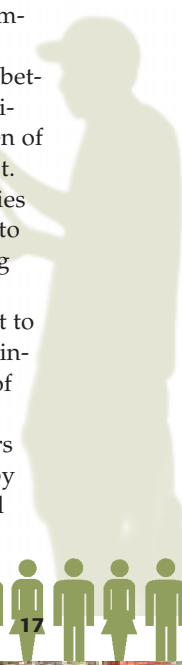
– Richard Cartwright, vice president of marketing, Ran-Pro Farms

### Who Will Manage Them?

How are our Top 100 Growers dealing with keeping qualified employees and rewarding hard work? Positive incentives are a popular technique to keep staff motivation high. Cash bonuses are offered by 82 percent of our respondents and 25 percent offer extra time or days off. One innovative idea offers scholarship after school programs for employees' children. Other benefits mentioned include steady employment, job security, insurance, 401(k), vacation and sick days.

When growers find a strong labor pool, a whole new set of issues arise – human resources. We asked growers how they recruit and groom managers. Plants aren't the only things these companies are growing.

"Growing our people to be better is a top priority in our business," says Christopher Bergen of Bergen's Greenhouses, No. 74t. Almost 30 percent of companies in our survey say they prefer to promote from within. Keeping employees sharp and in tune with the industry is important to our respondents. In-house training is the most popular type of program, with 72 percent of growers. Educational seminars and conferences are utilized by 66 percent of respondents and



**TOP 100 GROWERS  
SPECIAL REPORT**

consultants by 48 percent.

Local Extension agents and programs are used by 35 percent and 30 percent educate employees with industry certification programs.

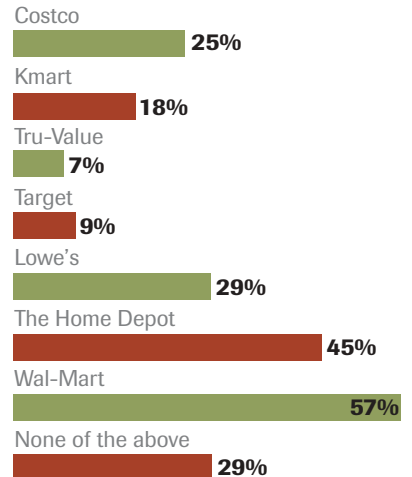
**Keeping It In The Family**

In an industry made up of so many

family businesses, future generations can have an great effect on the future of horticulture. Our respondents are planning ahead and preparing for the futures of their businesses. While 74 percent of respondents have a plan for succession in place, some (18 percent) do have concerns about turning the business over to the next generation.

“Yes, there are concerns,” says one grower. “We are working diligently to train the next generation.”

**Who Are Their Customers?**



“We have plans for succession, but anticipate selling rather than passing on to the next generation, as there is no one who is truly interested within the family in managing the business,” says Richard Cartwright of Ran-Pro Farms.

Still, there is optimism from our re-

**Top 100 By The Numbers**

**2.76**

Average turns per square foot

**\$9.49**

Average sales per square foot

**36.5**

Percentage planning expansion in the next year

spondents about the future. A few mention their children are being groomed for succession. For some, the future is a bit farther down the road than others.

“We are a family-run business, but we are young entrepreneurs,” says survey respondent Beatriz Garces of First Foliage. “We have four children but we are not worried about the next generation just yet, as we are in our mid-30s and early 40s.”

“The next generation is interested, but still a bit young,” says Eduard Van Wingerden of Ever-Bloom Inc. **GG**

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# Top 100 Growers

1 through 17

2006 Rank	2005 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
1	1	12,100,000	Hines Horticulture	CA	1920	100% container perennials	
2	2	9,288,500 (7%)	Yoder Brothers Inc.	OH	1920	64.7% plugs and propagation 35.3% flowering potted plants	
3	4	8,841,000	Kurt Weiss Greenhouses	NY	1960	50% ornamental bedding plants 20% flowering potted plants 10% woody ornamentals 5% potted foliage 5% container perennials 5% plugs and propagation 2% herbs 3% other	
4	3	8,825,818	Color Spot Nurseries Inc.	CA	1982	56% ornamental bedding plants 14% shrubs and ornamentals 13% plugs and propagation 12% container perennials 5% flowering potted plants	
5	5	5,322,000 (37%)	Speedling Inc.	FL	1968	85% plugs and propagation 5% ornamental bedding plants 5% flowering potted plants 5% container perennials	
6	9t	4,600,000	Metrolina Greenhouses	NC	1972	65% ornamental bedding plants 15% flowering potted plants 10% container perennials 10% plugs and propagation	
7	7	4,284,723 (76.9%)	Paul Ecke Ranch	CA	1926	95% plugs and propagation 5% flowering potted plants	
8	8	4,214,254	Altman Plants	CA	1973	55% ornamental bedding plants 40% container perennials 5% plugs and propagation	
9	9t	4,000,000	The Sun Valley Group	CA	1991	100% fresh cut flowers	
10	11	3,868,116	Delray Plants Inc.	FL	1967	100% potted foliage	
11	12	3,700,000	Nurserymen's Exchange	CA	N/A	85% flowering potted plants* 10% container perennials* 5% fresh cut flowers*	
12	21	3,650,000	Kerry's Bromeliad Nursery/ Twyford	FL	N/A	67% flowering potted plants 33% plugs and propagation	
13	13	3,520,000 (80%)	Oglevee Ltd.	PA	1876	90% plugs and propagation 10% ornamental bedding plants	
14	14	3,500,000	Milgro Nursery Inc.	CA	1980	65% flowering potted plants 25% fresh cut flowers 10% plugs and propagation	
15	17	3,178,000	Matsui Nursery	CA	1967	100% flowering potted plants	
16	16	3,100,000	Powell Plant Farm	TX	1957	80% ornamental bedding plants 10% container perennials 10% flowering potted plants	
17	18	2,999,658	Floral Plant Growers LLC	WI	1961	68% ornamental bedding plants 13% flowering potted plants 9% plugs and propagation 8% container perennials 2% vegetables	

\* = estimate t = tie



# Top 100 Growers

18 through 33

2006 Rank	2005 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
18	15	2,900,000	Woodburn Nursery & Azaleas	OR	1969	65% flowering potted plants 35% woody ornamentals and shrubs	
19	20	2,799,920	Green Circle Growers	OH	1968	45% plugs and propagation* 35% ornamental bedding plants* 12% flowering potted plants* 8% potted foliage*	
20	19	2,600,000	Hermann Engelmann Greenhouses	FL	1971	100% potted foliage	
21t	22	2,500,000	Mid American Growers	IL	1971	60% ornamental bedding plants 25% flowering potted plants 10% plugs and propagation 5% potted foliage	
21t	27	2,500,000	Tagawa Greenhouses	CO	1969	50% plugs and propagation 40% ornamental bedding plants 5% flowering potted plants 5% container perennials	
23	37	2,250,000	Bell Nursery	MD	1994	80% ornamental bedding plants 5% flowering potted plants 10% container perennials 5% vegetables	\$46,000,000
24	23	2,200,000*	Color Star Growers	CO	N/A	80% ornamental bedding plants* 20% flowering potted plants*	
25	24	2,178,000	Color Ink (Dallas Johnson Greenhouses)	IA	1984	85% ornamental bedding plants 10% container perennials 5% flowering potted plants	
26	68t	1,829,520	Wenke Greenhouses	MI	1945	70% ornamental bedding plants 20% plugs and propagation 5% container perennials 5% vegetables	
27	25	1,800,000	Baucom's Nursery Co.	NC	1947	55% ornamental bedding plants 30% flowering potted plants 5% container perennials 5% plugs and propagation 5% woody ornamentals and shrubs	
28	26	1,765,000 (58.6%)	GroLink Plant Company Inc.	CA	1985	48% ornamental bedding plants 35% fresh cut flowers 11% flowering potted plants 6% plugs and propagation	
29	N/A	1,742,400	Polk Nursery Company Inc.	FL	1916	60% potted foliage 20% woody ornamentals 20% trees	\$4,500,000
30	48	1,614,000	Ocean Breeze International	CA	1973	100% fresh cut flowers	
31	6	1,611,720	Costa Nursery Farms	FL	1961	60% potted foliage 35% ornamental bedding plants 5% plugs and propagation	\$150,000,000
32	44	1,583,741	Deleon's Bromeliads	FL	1980	100% flowering potted plants	
33	29t	1,560,000	Van Wingerden International Inc.	NC	1972	50% ornamental bedding plants 40% flowering potted plants 10% potted foliage	

\* = estimate t = tie



# Top 100 Growers

34 through 50

2006 Rank	2005 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
34	28	1,530,000	Smith Gardens Inc.	WA	1901	70% ornamental bedding plants 20% container perennials 10% plugs and propagation	
35	31	1,527,000	Post Gardens Inc.	MI	1938	60% ornamental bedding plants 25% flowering potted plants 10% potted foliage 5% plugs and propagation	
36	29t	1,525,000	Clearwater Nursery	CA	1986	95% flowering potted plants 2.5% potted foliage 2.5% plugs and propagation	
37	47	1,515,800	Kawahara Nursery	CA	1950	60% ornamental bedding plants 20% container perennials 20% flowering potted plants	
38t	38	1,500,000	Colorama Wholesale Nursery	CA	1984	35% ornamental bedding plants 35% container perennials 20% flowering potted plants 10% herbs	
38t	32t	1,500,000	El Modeno Gardens Inc.	CA	1958	50% container perennials 30% woody ornamentals & shrubs 10% ornamental bedding plants 10% flowering potted plants	\$50,000,000
38t	32t	1,500,000*	N.G. Heimos Greenhouses	MO	1957	50% ornamental bedding plants* 30% flowering potted plants* 10% plugs and propagation* 5% container perennials* 5% potted foliage*	
41	39	1,486,420	Dan & Jerry's Greenhouses Inc.	MN	1979	80% ornamental bedding plants 10% container perennials 5% plugs and propagation 5% flowering potted plants	
42t	35t	1,470,000*	Geerlings Greenhouses	NJ	1964	52% flowering potted plants* 30% potted foliage* 15% ornamental bedding plants* 3% plugs and propagation*	
42t	35t	1,470,000	Johannes Flowers Inc.	CA	1970	100% fresh cut flowers	
44	45t	1,400,000	Panzer Nursery Inc.	OR	1963	100% flowering potted plants	
45	40	1,370,000	Westland Floral Co.	CA	1971	90% fresh cut flowers 10% flowering potted plants	
46	42	1,325,680	Young's Plant Farm	AL	1963	52% ornamental bedding plants 28% flowering potted plants 20% plugs and propagation	
47	43	1,317,000	Aldershot of New Mexico Inc.	NM	1984	89% flowering potted plants 11% potted foliage	
48	45t	1,300,000	Burgett Geothermal Greenhouses	NM	1974	100% fresh cut flowers	
49	53	1,270,000	Rockwell Farms Inc.	NC	1979	80% ornamental bedding plants 10% flowering potted plants 10% plugs and propagation	
50	50t	1,243,000	B&H Flowers	CA	1986	98% fresh cut flowers 2% plugs and propagation	

\* = estimate t = tie



# Top 100 Growers

51 through 68

2005 Rank	2004 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
51	49	1,240,000	Valley Flowers	CA	1977	100% fresh cut flowers	
52t	50t	1,200,000*	Bay City Flowers	CA	N/A	80% flowering potted plants* 20% ornamental bedding plants*	
52t	95t	1,200,000	Timberline Nursery Inc.	TX	N/A	90% ornamental bedding 10% potted plants	
54	52	1,125,000	Dix Greenhouse Inc.	MO	1938	75% ornamental bedding plants 20% flowering potted plants 5% herbs	\$5,000,000
55	32t	1,100,000	Gallup & Stribling Orchids Inc.	CA	1959	50% flowering potted plants 40% fresh cut flowers 10% plugs and propagation	
56t	54t	1,089,000	Alex R. Masson	KS	1919	85% flowering potted plants 15% potted foliage	
56t	N/A	1,089,000	Young's Nursery and Greenhouses	TN	1975	55% ornamental bedding plants 20% flowering potted plants 18% plugs and propagation 5% potted foliage 2% container perennials	\$6,000,000
58	57	1,032,111*	Battlefield Farms Inc.	VA	1990	55% ornamental bedding plants* 25% container perennials* 20% flowering potted plants*	
59	56	1,027,076	Sawyer Nursery	MI	1956	70% container perennials 30% plugs and propagation	
60	86	1,000,003	Plant Marketing LLC	WI	1921	77% potted foliage 23% ornamental bedding plants	
61t	59t	1,000,000	Brand Flowers Inc.	CA	1990	100% fresh cut flowers	
61t	54t	1,000,000	Northwest Horticulture	WA	2002	60% plugs and propagation 40% container perennials	\$18,000,000
61t	59t	1,000,000	Sunshine Floral Inc.	CA	1983	100% fresh cut flowers	
61t	N/A	1,000,000	Welby Gardens	CO	1948	70% ornamental bedding plants 16% container perennials 7.6% plugs and propagation 1.6% herbs 4.8% other	\$13,217,000
65	62	957,000	Garden State Growers	NJ	1976	59% ornamental bedding plants 40% container perennials 1% plugs and propagation	
66t	63	950,000	Dramm & Echter	CA	1974	95% fresh cut flowers 5% plugs and propagation	
66t	77t	950,000	Heartland Growers	IN	1976	60% ornamental bedding plants 30% flowering potted plants 5% potted foliage 5% plugs and propagation	\$10,200,000
68	76	935,324	Hiebert Greenhouse of South Dakota	SD	1938	51% ornamental bedding plants 26% flowering potted plants 18% container perennials 2% herbs 2% woody ornamentals 1% plugs and propagation	

\* = estimate t = tie



# Top 100 Growers

69 through 81

2005 Rank	2004 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
69	64	905,000	Boven's Quality Plants	MI	1961	74% flowering potted plants 15% ornamental bedding plants 10% plugs and propagation 1% herbs	\$6,523,000
70	66	904,392	Dan Schantz Farm	PA	1957	55% flowering potted plants* 37% ornamental bedding plants* 5% container perennials* 3% plugs and propagation*	\$20,974,825
71	82	904,000	Kent's Bromeliad Nursery Inc.	CA	1975	100% flowering potted plants	
72	88	903,800	Dewar Nurseries	FL	1962	50% woody ornamental shrubs 25% flowering potted plants 15% ornamental bedding plants 5% container perennials 5% potted foliage	
73	58	900,000	Harts Nursery	OR	1968	78% ornamental bedding plants* 20% container perennials* 2% herbs*	
74t	77t	895,000	Bergens Greenhouses Inc.	MN	1921	55% ornamental bedding plants 20% flowering potted plants 10% container perennials 10% plugs and propagation 5% potted foliage	
74t	77t	895,000	Petitti Garden Center (Casa Verde)	OH	1967	53% ornamental bedding plants 40% container perennials 3% potted foliage 2% plugs and propagation 2% herbs	
76	65	893,500	Mainland Nursery	CA	1919	50% potted foliage 40% flowering potted plants 10% container perennials	
77	N/A	892,980	Richardson Bros. Inc.	IL	1936	53% ornamental bedding plants 30% flowering potted plants 15% plugs and propagation 2% potted foliage	
78	67	879,370	White's Nursery & Greenhouses Inc.	VA	1956	68% flowering potted plants 30% ornamental bedding plants 2% herbs	
79t	68t	871,200	Maria Gardens Greenhouses Inc.	OH	1972	55% ornamental bedding plants 20% flowering potted plants 20% potted foliage 5% container perennials	
79t	68t	871,200	O.F. Nelson & Sons Nursery Inc.	FL	1950	100% flowering potted plants	
81t	59t	850,000	Ameri-Cal Floral	CA	1975	100% fresh cut flowers	
81t	72	850,000	Blue Ridge Growers	VA	1996	45% flowering potted plants 25% ornamental bedding plants 15% plugs and propagation 10% container perennials 5% herbs	\$7,400,000
81t	73	850,000	Pajaro Valley Greenhouses	CA	1962	100% fresh cut flowers	
81t	87	850,000	Silver Terrace Nursery	CA	1934	100% fresh cut flowers	

\* = estimate t = tie



# Top 100 Growers

85 through 92

2006 Rank	2005 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
85	75	836,000	Henry Mast Greenhouses	MI	1971	65% ornamental bedding plants 27% flowering potted plants 7% plugs and propagation 1% container perennials	
86	81	803,000	Cuthbert Greenhouses	OH	1950	65% ornamental bedding plants 30% flowering potted plants 5% potted foliage	
87	83	802,000	Kube-Pak Corp.	NJ	1957	49% ornamental bedding plants 35% plugs and propagation 10% flowering potted plants 5% container perennials 1% herbs	
88	80	800,000	Greenleaf Wholesale (Kitayama Brothers)	CO	1948	100% fresh cut flowers	
89	84t	760,000	Olive Hill Greenhouses	CA	1973	61% flowering potted plants 39% potted foliage	\$9,200,000
90	84t	757,000	California Pajarosa	CA	1979	100% fresh cut flowers	\$3,000,000
91	89	740,520	Myriad Flowers International	CA	1999	100% fresh cut flowers	
92t	99t	740,000	Grower Direct Farms	CT	1981	85% ornamental bedding plants 12% flowering potted plants 2% container perennials 1% herbs	

\* = estimate t = tie



# Top 100 Growers

92 through 100

2006 Rank	2005 Rank	Square Feet (% Offshore)	Operation Name	State	Year Founded	Crops By Percentage (%)	\$ Sales
92t	N/A	740,000	Kietzer Farms Inc.	MI	2001	100% plugs and propagation	
94	68t	717,000	EuroAmerican Propagators	CA	1992	100% plugs and propagation*	
95t	N/A	700,000	Kaw Valley Greenhouses	KS	1967	70% ornamental bedding plants 24% flowering potted plants 5% container perennials 1% herbs	\$4,200,000
95t	N/A	700,000	Shephard Greenhouses LLC	OR	1968	100% ornamental bedding plants	
97t	N/A	696,960	Stacy's Greenhouses	SC	1972	57.8% container perennials 37.5% plugs and propagation 4.7% ornamental bedding plants	\$35,000,000
97t	92t	696,960	Sunrise Ranch Greenhouse	CA	1978	80% fresh cut flowers 20% container perennials	
99	91	680,000*	Ulery Greenhouse Co.	OH	1908	75% ornamental bedding plants* 22% flowering potted plants* 3% plugs and propagation*	
100t	92t	660,000	Esbenshades Greenhouse	PA	1960	61% ornamental bedding plants 30% flowering potted plants 8% plugs and propagation 1% container perennials	
100t	92t	660,000	Riverview Flower Farm Inc.	FL	1982	50% container perennials* 50% ornamental bedding plants*	

\* = estimate t = tie



# Top 100 Growers

## Top By Crop

### Potted Foliage

Rank	Company	Square Footage
1	Delray Plants Inc.	3,868,116
2	Hermann Engelmann Greenhouses	2,600,000
3	Polk Nursery Company Inc.	1,045,200
4	Costa Nursery Farms	967,032
5	Plant Marketing LLC	770,023

### Ornamental Bedding Plants

Rank	Company	Square Footage
1	Color Spot Nurseries Inc.	4,942,458
2	Kurt Weiss Greenhouses	4,420,500
3	Metrolina Greenhouses	2,990,000
4	Powell Plant Farm	2,480,000
5	Altman Plants	2,317,839

### Fresh Cut Flowers

Rank	Company	Square Footage
1	The Sun Valley Group	4,000,000
2	Ocean Breeze International	1,614,000
3	Johannes Flowers	1,470,000
4	Burgett Geothermal Greenhouses	1,300,000
5	Valley Flowers	1,240,000

### Flowering Potted Plants

Rank	Company	Square Footage
1	Yoder Brothers	3,647,902
2	Matsui Nursery	3,178,000
3	Nurserymen's Exchange	3,145,000
4	Kerry's Bromeliads/Twyford	2,409,000
5	Milgro Nursery Inc.	2,275,000

### Plugs & Propagation Material

Rank	Company	Square Footage
1	Yoder Brothers Inc.	6,686,098
2	Speedling Inc.	4,523,700
3	Paul Ecke Ranch	4,070,486
4	Oglevee Ltd.	3,168,000
5	Green Circle Growers	1,259,964

### Perennials

Rank	Company	Square Footage
1	Hines Horticulture	12,100,000
2	Altman Plants	1,685,701
3	Color Spot Nurseries Inc.	1,059,098
4	El Modeno Gardens	750,000
5	Sawyer Nursery	718,953

## Top 100 Index

Aldershot of New Mexico Inc.	47	Garden State Growers	65	Pajaro Valley Greenhouses	81t
Alex R. Masson	56t	Geerlings Greenhouses Inc.	42t	Panzer Nursery Inc.	44
Altman Plants	8	Green Circle Growers	19	Paul Ecke Ranch	7
Ameri-Cal Floral	81t	Greenleaf Wholesale/Kitayama Bros.	88	Petitti Garden Centers/Casa Verde	74t
B&H Flowers	50	GroLink	28	Plant Marketing LLC	60
Battlefield Farms Inc.	58	Grower Direct Farms	92t	Polk Nursery Company Inc.	29
Baucom's Nursery Co.	27	Harts Nursery	73	Post Gardens Inc.	35
Bay City Flower	52t	Heartland Growers	66t	Powell Plant Farm	16
Bell Nursery	23	Henry Mast Greenhouses, Inc.	85	Richardson Bros. Inc.	77
Bergen's Greenhouses Inc.	74t	Hermann Engelmann Greenhouses	20	Riverview Flower Farm Inc.	100t
Blue Ridge Growers	81t	Hiebert Greenhouse of South Dakota	68	Rockwell Farms Inc.	49
Boven's Quality Plants	69	Hines Horticulture	1	Sawyer Nursery	59
Brand Flowers Inc.	61t	Johannes Flowers Inc.	42t	Shepard Greenhouses LLC	95t
Burgett Geothermal Greenhouses	48	Kaw Valley Greenhouses	95t	Silver Terrace Nursery	81t
California Pajaro	90	Kawahara Nursery Inc.	37	Smith Gardens Inc.	34
Clearwater Nursery	36	Kent's Bromeliad Nursery Inc.	71	Speedling Inc.	5
Color Ink (Dallas Johnson Greenhouses)	25	Kerry's Bromeliad Nursery/Twyford	12	Stacy's Greenhouses	97t
Color Spot Nurseries Inc.	4	Kietzer Farms Inc.	92t	The Sun Valley Group	9
Color Star Growers	24	Kube-Pak Corp.	87	Sunrise Ranch Greenhouse	97t
Colorama Wholesale Nursery	38t	Kurt Weiss Greenhouses	3	Sunshine Floral Inc.	61t
Costa Nursery Farms	31	Mainland Nursery Inc.	76	Tagawa Greenhouses	21t
Cuthbert Greenhouses	86	Maria Gardens Greenhouses Inc.	79t	Timberline Nursery Inc.	52t
Dan & Jerry's Greenhouses Inc.	41	Matsui Nursery Inc.	15	Ulerly Greenhouse Co.	99
Dan Schantz Farm	70	Metrolina Greenhouses Inc.	6	Valley Flowers Inc.	51
Delray Plants Inc.	10	Mid American Growers	21t	Van Wingerden International Inc.	33
DeLeon's Bromeliads	32	Milgro Nursery Inc.	14	Welby Gardens	61t
Dewar Nurseries	72	Myriad Flowers International	91	Wenke Greenhouses	26
Dix Greenhouse Inc.	54	N.G. Heimos Greenhouses	38t	Westland Floral Co.	45
Dramm & Echter	66t	Northwest Horticulture	61t	White's Nursery & Greenhouses Inc.	78
El Modeno Gardens Inc.	38t	Nurserymen's Exchange	11	Woodburn Nursery & Azaleas	18
Esbenshades Greenhouse	100t	Ocean Breeze International	30	Yoder Brothers Inc.	2
EuroAmerican Propagators LLC	94	O.F. Nelson & Sons Nursery Inc.	79t	Young's Nursery and Greenhouses	56t
Floral Plant Growers LLC	17	Oglevee Ltd.	13	Young's Plant Farm Inc.	46
Gallup & Stribling Orchids Inc.	55	Olive Hill Greenhouses	89		