ALL LINES OF BUSINESS 2021
(Based on 3,048 Responses)

- Garden Center 19.62%
- Landscape Contractor/Maintenance 12.89%
- Nursery Grower / Wholesaler 12.76%
- Greenhouse Grower 9.25%
- Landscape/Interiorscape Designer 7.51%
- Landscape / Hardscape Supplier 5.64%
- Landscape Architect 5.05%
- Lawn Maintenance 4.63%
- Professional Grounds Maintenance 3.94%
- Consulting Services 3.58%
- Education 2.62%
- Non-Profit/Gov't Organization 1.94%
- Arboriculture 1.48%
- Irrigation Specialist 1.44%
- Allied Product Supplier/Distributor 1.31%
- Other Line 6.33%
- All Lines of Business 2021
Purchasing Power 2021
(Based on 1,415 responses)

- Final Decision Maker: 69.40%
- Make Recommendations: 24.95%
- End User: 1.13%
- No Role: 4.52%
Job Description 2021
(Based on 1,415 Responses)

- **Owner / President / CEO**: 42.97%
- **Manager**: 20.64%
- **Buyer**: 13.14%
- **VP/General Manager**: 7.49%
- **Sales / Marketing**: 5.87%
- **Staff/Employee**: 8.48%
- **Student**: 1.41%
Top Attending States 2021
(Based on 1,407 Responses)

- Maryland: 18.59%
- Pennsylvania: 14.58%
- Virginia: 10.50%
- New York: 9.54%
- New Jersey: 8.02%
- Connecticut: 5.46%
- Other: 13.06%
- MA, OH, MI, and DE: 12.51%
- IL, NC, ME, and NH: 7.74%
- Other: 13.06%