



OREGON  
ASSOCIATION OF  
NURSERIES™

# OREGON NURSERIES

Growing into 2021 and beyond

Oregon nurseries employed

**9,162  
workers**

and had an annual payroll of  
**\$347.6 million**  
(2019)

**\$1.02  
BILLION**  
in sales

2019 USDA Census of Horticultural Specialties

- |                                  |               |
|----------------------------------|---------------|
| 1. <b>Nursery and Greenhouse</b> | \$955 million |
| 2. <b>Hay</b>                    | \$674 million |
| 3. <b>Cattle/Calves</b>          | \$625 million |
| 4. <b>Milk</b>                   | \$552 million |
| 5. <b>Grass Seed</b>             | \$517 million |

2019, Oregon Department of Agriculture.

## WE GO EVERYWHERE

**74%**

of Oregon's gross nursery sales are to other states and countries, injecting **traded sector dollars** into Oregon's economy

### PLANTS PROVIDE BENEFITS

- Clean Water
- Clean Air
- Increase Property Values
- Reduce Stress
- Prevent Crime
- Promote Public Safety
- Promote Health
- Improve Neighborhoods

PlantSomethingOregon.com/pmlb

**No. 1  
in U.S.**

Sales of conifers, shade trees, Christmas trees and flowering trees.

Source: USDA Census of Agriculture 2019

Oregon is  
**#3**  
in **U.S. Nursery Production**

(behind California and Florida)

## INDUSTRY-FUNDED NURSERY RESEARCH

Production • Breeding • Pests • Diseases

**\$394,907**

(2021)

**700+**  
MEMBERS

### Oregon Association of Nurseries

- Wholesale Nurseries • Retailers
- Suppliers • Service Providers
- Landscape Trade
- Christmas Tree Growers

JEFF STONE, Executive Director

29751 S.W. Town Center Loop West, Wilsonville, OR 97070

jstone@oan.org • www.oan.org • PORTLAND: 503-682-5089 • TOLL FREE: 888-283-7219



OREGON  
ASSOCIATION OF  
NURSERIES™

# Federal Priorities

2021

## At a Glance



### Labor and Immigration

- **Immigration reform:** Support worker visa system; provide authorized workforce for the industry with employer accountability.
- **H-2A visa changes:** Support a flexible cap for returning workers and remove barriers for agriculture and enable farm housing; support a West Coast exemption to Adverse Effect Wage increases.
- **H-2B visa changes:** Support a returning worker exemption and a flexible cap.
- **PRO Act:** Oppose the Protecting the Right to Organize (PRO) Act, which eliminates Right to Work laws, enables card checks and secondary boycotts of agricultural operations, and imposes mandatory union contracts.



### Trade and Natural Resources

- **US Department of Agriculture budget:** Support programs to control pests and diseases, ensure access to domestic and international markets; and perform research to benefit the nursery industry.
- **USDA Plant Health:** Support efforts to modernize plant quarantine and certification programs to facilitate domestic and international trade in healthy nursery and greenhouse plants. Key priorities include completing the “offshore cuttings pilot” and domestic Systems Approach to Nursery Certification (SANC) pilot programs and implementing the revised U.S.-Canada Greenhouse Grown Plant Certification Program



### Regulatory

- **Internet Sales Tax:** Repeal or fix the overarching court decision on an Internet sales tax.
- **EPA Pollinator Protection:** Protect science-based policy; support increased research and enable national campaigns for educating policymakers and general public.
- **EPA Worker Protection Standard:** Support rulemaking to support agricultural best practices for applications of pesticides and support training and resources to the industry.
- **EPA Waters of the United States:** Protect against the expansion of the Obama-era regulations and definition of Waters of the United States.



### Transportation, Infrastructure and Environment

- **Transportation infrastructure:** Support comprehensive transportation investment, including the use of plant material as an environmental offset on road and bridge projects.
- **Water infrastructure:** Support significant increases in federal dollars for water infrastructure in Oregon.



OREGON  
ASSOCIATION OF  
NURSERIES™

# State Priorities

2021

## At a Glance



### Taxes and budget

- **Taxes:** Oppose revenue-raising measures, including cancellation of tax credits, that unfairly harm or target agricultural producers or traded-sector industries.
- **Natural Resources Agency programs:** Support funding for programs and services that impact the nursery industry and agriculture. Protect the ODA nursery emergency fund against potential fund sweeps by the Legislature.
- **Property Tax Exemption for Farm Equipment:** Develop a clarifying fix for the exemption on personal tangible property used for farming.
- **Commercial Activities Tax (CAT):** Advocate for an exemption or reduced rate for agriculture. Monitor technical and other changes to the CAT law.
- **Public Employee Pension System:** Support reforms to fix the cost curve and reduce unfunded actuarial liability.



### Labor

- **Workplace safety during COVID-19:** Support pandemic-related safety measures that are fair and recognize the additional burden on employers. Oppose permanent legislation or rulemaking based on a temporary situation caused by the current pandemic.
- **Workers' Compensation:** Oppose "presumption" or other pandemic-related policies inappropriate to the workers' compensation system.
- **Mandates:** Oppose new employer mandates until the ones that have passed go into effect.
- **Workforce availability:** Support state-level efforts to address agricultural worker shortages, including H-2A assistance.



### Energy and Environment

- **Future of Water:** Support bipartisan efforts to modernize Oregon's water supply system. Set the conversation for a big infrastructure bill in 2022.
- **Climate change:** Support climate policies that promote best practices and acknowledge growers' positive contribution to fighting climate change. OAN is a member of the Greenhouse Gas Rules Advisory Committee to shape a neutral impact on the nursery and greenhouse industry.
- **Pesticides:** Protect growers' ability to apply science-based best practices in cultivation.



# Oregon Agriculture Regions

## Top 20 commodities

(Source: Oregon Department of Agriculture)

OREGON  
ASSOCIATION OF  
NURSERIES™

### WILLAMETTE VALLEY

- Apples
- Beef
- Blueberries
- Cherries
- Christmas trees
- Eggs
- Grapes for wine
- Grass seed
- Greenhouse & nursery**
- Hay
- Hazelnuts
- Hops
- Milk
- Mint
- Onions
- Pears
- Potatoes
- Sweet corn
- Wheat

### MID-COLUMBIA

- Apples
- Blueberries
- Cherries
- Grapes for wine
- Pears
- Sweet corn

### COLUMBIA PLATEAU

- Apples
- Beef
- Blueberries
- Cherries
- Grapes for wine
- Grass seed
- Hay
- Milk
- Onions
- Potatoes
- Sweet corn
- Wheat

### NORTHEAST OREGON

- Beef
- Cherries
- Grapes for wine
- Hay
- Hops
- Mint
- Onions
- Potatoes
- Wheat

### COASTAL OREGON

- Christmas trees
- Greenhouse & nursery**
- Dungeness crab
- Milk

### SOUTHERN OREGON

- Apples
- Beef
- Blueberries
- Grapes for wine
- Hay
- Milk
- Mint
- Pears
- Potatoes

### CENTRAL OREGON

- Beef
- Blueberries
- Grass seed
- Hay
- Mint
- Potatoes
- Wheat

### SOUTHEAST OREGON

- Beef
- Hay
- Milk
- Potatoes
- Wheat

**OVERALL,**  
nursery and  
greenhouse is  
**Oregon's #1**  
**agricultural**  
**commodity** by  
annual sales.  
(2019)

