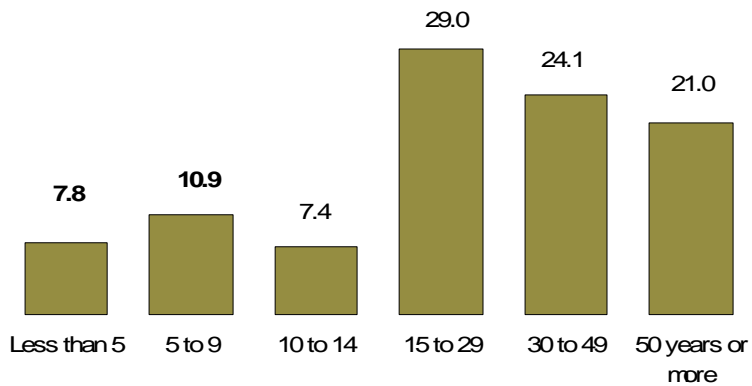


Question 4: Approximately, how many years has your company been in business?

ANALYSIS

The average grower has been in business for 32 years. More than one in five have had their businesses for 50 or more years.

Average years in business
Mean = 32.0



Percent of Mentions

2006 GPN SOI Survey
(Excludes retail)

Q4.

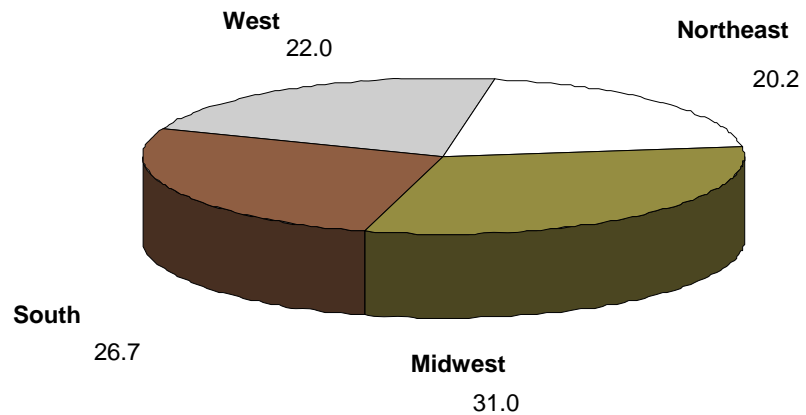
			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Years in business	Less than 5	Count	27	27	10	17	20	6	1	0	16	5	3	1
		Col %	6.3%	6.3%	4.6%	8.0%	21.5%	5.1%	1.0%	.0%	13.6%	8.6%	2.9%	.8%
	5 to 9	Count	44	44	15	29	25	12	4	3	19	8	6	7
		Col %	10.2%	10.2%	6.9%	13.6%	26.9%	10.3%	4.2%	2.5%	16.1%	13.8%	5.8%	5.3%
	10 to 14	Count	33	33	10	23	13	15	3	2	17	3	6	7
		Col %	7.7%	7.7%	4.6%	10.8%	14.0%	12.8%	3.1%	1.7%	14.4%	5.2%	5.8%	5.3%
	15 or more	Count	327	327	183	144	35	84	88	114	66	42	89	118
		Col %	75.9%	75.9%	83.9%	67.6%	37.6%	71.8%	91.7%	95.8%	55.9%	72.4%	85.6%	88.7%

ABR Research, Inc. (May 2006)

Question 5: In which state (region) is your company located in?

ANALYSIS

The growers studied represent all areas of the country with 31% stating their company is located in the Midwest. Another 27% work in the South, 22% in the West and 20% are employed in the Northeast.



Percent of Mentions

2006 GPN SOI Survey
(Excludes retail)

Q5.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Census region	Northeast	Count	84	84	41	43	13	32	22	17	27	12	18	23
		Col %	20.3%	20.3%	19.7%	21.0%	14.0%	28.6%	24.4%	14.9%	23.3%	22.6%	18.0%	18.0%
	Midwest	Count	113	113	44	69	27	30	25	31	39	14	22	33
		Col %	27.4%	27.4%	21.2%	33.7%	29.0%	26.8%	27.8%	27.2%	33.6%	26.4%	22.0%	25.8%
	South	Count	121	121	63	58	32	26	23	38	30	10	38	41
		Col %	29.3%	29.3%	30.3%	28.3%	34.4%	23.2%	25.6%	33.3%	25.9%	18.9%	38.0%	32.0%
	West	Count	95	95	60	35	21	24	20	28	20	17	22	31
		Col %	23.0%	23.0%	28.8%	17.1%	22.6%	21.4%	22.2%	24.6%	17.2%	32.1%	22.0%	24.2%

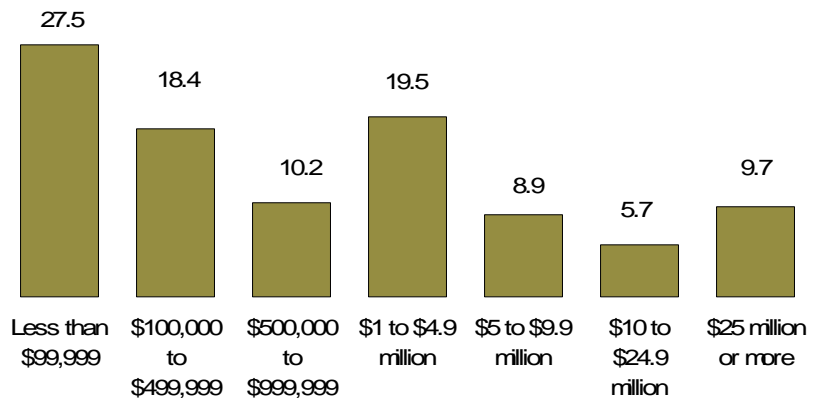
ABR Research, Inc. (May 2006)

Question 6: Approximately, what was your company's gross sales in 2005?

ANALYSIS

Gross sales in 2005 averaged \$4.8 million. Fifteen percent (15%) had sales exceeding \$10 million and 10% exceeded \$25 million.

Average gross sales
Mean = \$4.8 Million



Percent of Mentions

2006 GPN SOI Survey
(Excludes retail)

Q6.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
2005 Gross sales	Less than \$99,999	Count	93	93	16	77	93	0	0	0	62	16	6	6
		Col %	21.8%	21.8%	7.4%	36.7%	100.0%	.0%	.0%	.0%	52.5%	28.1%	5.9%	4.5%
	\$100,000 to \$499,999	Count	73	73	20	53	0	73	0	0	37	17	14	3
		Col %	17.1%	17.1%	9.3%	25.2%	.0%	62.4%	.0%	.0%	31.4%	29.8%	13.9%	2.3%
	\$500,000 to \$99,999	Count	44	44	21	23	0	44	0	0	9	13	15	4
		Col %	10.3%	10.3%	9.7%	11.0%	.0%	37.6%	.0%	.0%	7.6%	22.8%	14.9%	3.0%
	\$1 to \$4.9 million	Count	96	96	59	37	0	0	96	0	7	8	50	26
		Col %	22.5%	22.5%	27.3%	17.6%	.0%	.0%	100.0%	.0%	5.9%	14.0%	49.5%	19.7%
	\$5 to \$9.9 million	Count	46	46	37	9	0	0	0	46	0	3	11	30
		Col %	10.8%	10.8%	17.1%	4.3%	.0%	.0%	.0%	38.3%	.0%	5.3%	10.9%	22.7%
\$10 to \$24.9 million	Count	29	29	22	7	0	0	0	29	1	0	4	24	
	Col %	6.8%	6.8%	10.2%	3.3%	.0%	.0%	.0%	24.2%	.8%	.0%	4.0%	18.2%	
\$25 million or more	Count	45	45	41	4	0	0	0	45	2	0	1	39	
	Col %	10.6%	10.6%	19.0%	1.9%	.0%	.0%	.0%	37.5%	1.7%	.0%	1.0%	29.5%	

ABR Research, Inc. (May 2006)

			Total			Gross Sales				Total Growing Area				
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Mean			\$5,457,864	\$5,457,864	\$8,736,343	\$2,085,714	\$50,000	\$469,231	\$3,000,000	\$16,479,167	\$927,542	\$1,090,351	\$3,398,515	\$12,895,455

Question 7: Please indicate which range identifies your company's production space for each of the following?

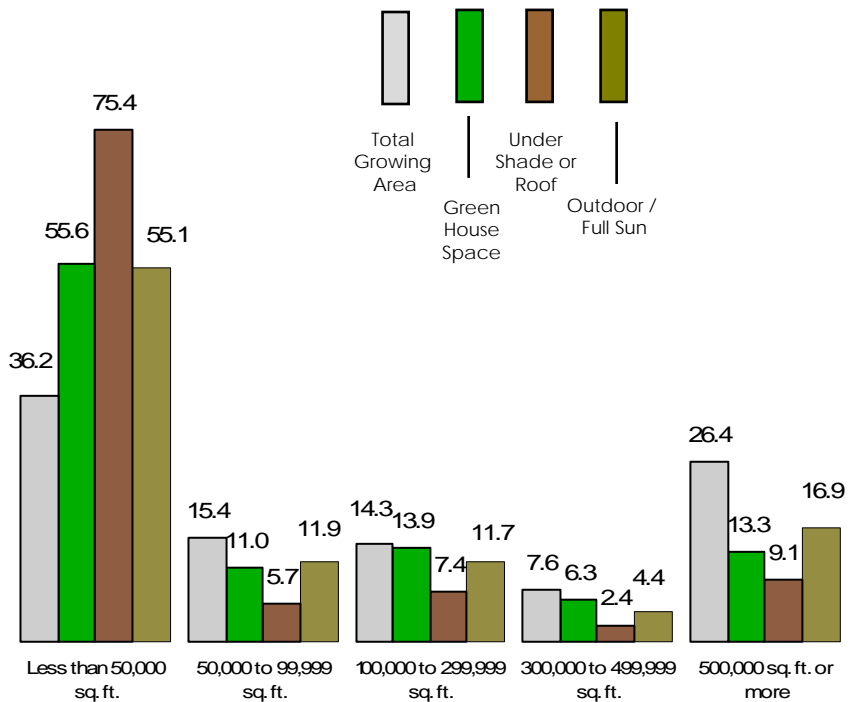
ANALYSIS

More than one-third (36%) of growers state their total growing area is less than 50,000 square feet while another 26% state their growing area is 10 times that or 500,000 square feet or more.

More than half (56%) have enclosed greenhouse space of under 50,000 square feet.

Three-quarters (75%) state their production space under shade or a roof structure is under 50,000 square feet.

Slight more than half (55%) of growers have 50,000 square feet or less of production space in outdoor/full sun.



Percent of Mentions

2006 GPN SOI Survey
(Excludes retail)

Q7a.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Total growing area	Less than 50,000 sq ft	Count	118	118	28	90	62	46	7	3	118	0	0	0
		Col %	28.5%	28.5%	13.3%	44.3%	68.9%	41.1%	7.7%	2.6%	100.0%	.0%	.0%	.0%
	50,000 to 99,999 sq ft	Count	58	58	23	35	16	30	8	3	0	58	0	0
		Col %	14.0%	14.0%	10.9%	17.2%	17.8%	26.8%	8.8%	2.6%	.0%	100.0%	.0%	.0%
	100,000 to 299,999 sq ft	Count	66	66	34	32	6	21	30	7	0	0	66	0
		Col %	15.9%	15.9%	16.1%	15.8%	6.7%	18.8%	33.0%	6.1%	.0%	.0%	63.5%	.0%
	300,000 to 499,999 sq ft	Count	38	38	26	12	0	8	20	9	0	0	38	0
		Col %	9.2%	9.2%	12.3%	5.9%	.0%	7.1%	22.0%	7.8%	.0%	.0%	36.5%	.0%
	500,000 sq ft or more	Count	134	134	100	34	6	7	26	93	0	0	0	134
		Col %	32.4%	32.4%	47.4%	16.7%	6.7%	6.3%	28.6%	80.9%	.0%	.0%	.0%	100.0%

ABR Research, Inc. (May 2006)

2006 GPN SOI Survey
(Excludes retail)

Q7b.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Enclosed greenhouse prod. space	Less than 50,000 sq ft	Count	192	192	56	136	87	79	14	11	110	30	22	24
		Col %	47.4%	47.4%	27.3%	68.0%	100.0%	71.8%	15.7%	9.6%	100.0%	56.6%	21.8%	18.2%
	50,000 to 99,999 sq ft	Count	47	47	22	25	0	24	15	5	0	23	17	6
		Col %	11.6%	11.6%	10.7%	12.5%	.0%	21.8%	16.9%	4.4%	.0%	43.4%	16.8%	4.5%
	100,000 to 299,999 sq ft	Count	67	67	43	24	0	7	45	14	0	0	49	16
		Col %	16.5%	16.5%	21.0%	12.0%	.0%	6.4%	50.6%	12.3%	.0%	.0%	48.5%	12.1%
	300,000 to 499,999 sq ft	Count	32	32	26	6	0	0	9	23	0	0	13	19
		Col %	7.9%	7.9%	12.7%	3.0%	.0%	.0%	10.1%	20.2%	.0%	.0%	12.9%	14.4%
500,000 sq ft or more	Count	67	67	58	9	0	0	6	61	0	0	0	67	
	Col %	16.5%	16.5%	28.3%	4.5%	.0%	.0%	6.7%	53.5%	.0%	.0%	.0%	50.8%	

ABR Research, Inc. (May 2006)

2006 GPN SOI Survey
(Excludes retail)

Q7c.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Prod. space under shade / roof structure	Less than 50,000 sq ft	Count	225	225	80	145	77	80	39	27	97	42	48	35
		Col %	70.5%	70.5%	53.7%	85.3%	98.7%	87.0%	63.9%	32.5%	100.0%	89.4%	69.6%	34.0%
	50,000 to 99,999 sq ft	Count	21	21	12	9	1	5	7	6	0	4	6	11
		Col %	6.6%	6.6%	8.1%	5.3%	1.3%	5.4%	11.5%	7.2%	.0%	8.5%	8.7%	10.7%
	100,000 to 299,999 sq ft	Count	28	28	16	12	0	7	11	9	0	1	14	13
		Col %	8.8%	8.8%	10.7%	7.1%	.0%	7.6%	18.0%	10.8%	.0%	2.1%	20.3%	12.6%
	300,000 to 499,999 sq ft	Count	9	9	8	1	0	0	3	6	0	0	1	8
		Col %	2.8%	2.8%	5.4%	.6%	.0%	.0%	4.9%	7.2%	.0%	.0%	1.4%	7.8%
	500,000 sq ft or more	Count	36	36	33	3	0	0	1	35	0	0	0	36
		Col %	11.3%	11.3%	22.1%	1.8%	.0%	.0%	1.6%	42.2%	.0%	.0%	.0%	35.0%

ABR Research, Inc. (May 2006)

2006 GPN SOI Survey
(Excludes retail)

Q7d.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Prod. space in outdoor / full sun	Less than 50,000 sq ft	Count	179	179	65	114	60	59	33	25	88	34	36	16
		Col %	49.0%	49.0%	38.2%	58.5%	72.3%	58.4%	41.8%	25.5%	88.0%	68.0%	40.9%	13.6%
	50,000 to 99,999 sq ft	Count	47	47	16	31	11	17	11	8	7	14	21	4
		Col %	12.9%	12.9%	9.4%	15.9%	13.3%	16.8%	13.9%	8.2%	7.0%	28.0%	23.9%	3.4%
	100,000 to 299,999 sq ft	Count	49	49	25	24	5	14	13	15	3	2	26	17
		Col %	13.4%	13.4%	14.7%	12.3%	6.0%	13.9%	16.5%	15.3%	3.0%	4.0%	29.5%	14.4%
	300,000 to 499,999 sq ft	Count	20	20	10	10	1	6	8	5	0	0	5	13
		Col %	5.5%	5.5%	5.9%	5.1%	1.2%	5.9%	10.1%	5.1%	.0%	.0%	5.7%	11.0%
	500,000 sq ft or more	Count	70	70	54	16	6	5	14	45	2	0	0	68
		Col %	19.2%	19.2%	31.8%	8.2%	7.2%	5.0%	17.7%	45.9%	2.0%	.0%	.0%	57.6%

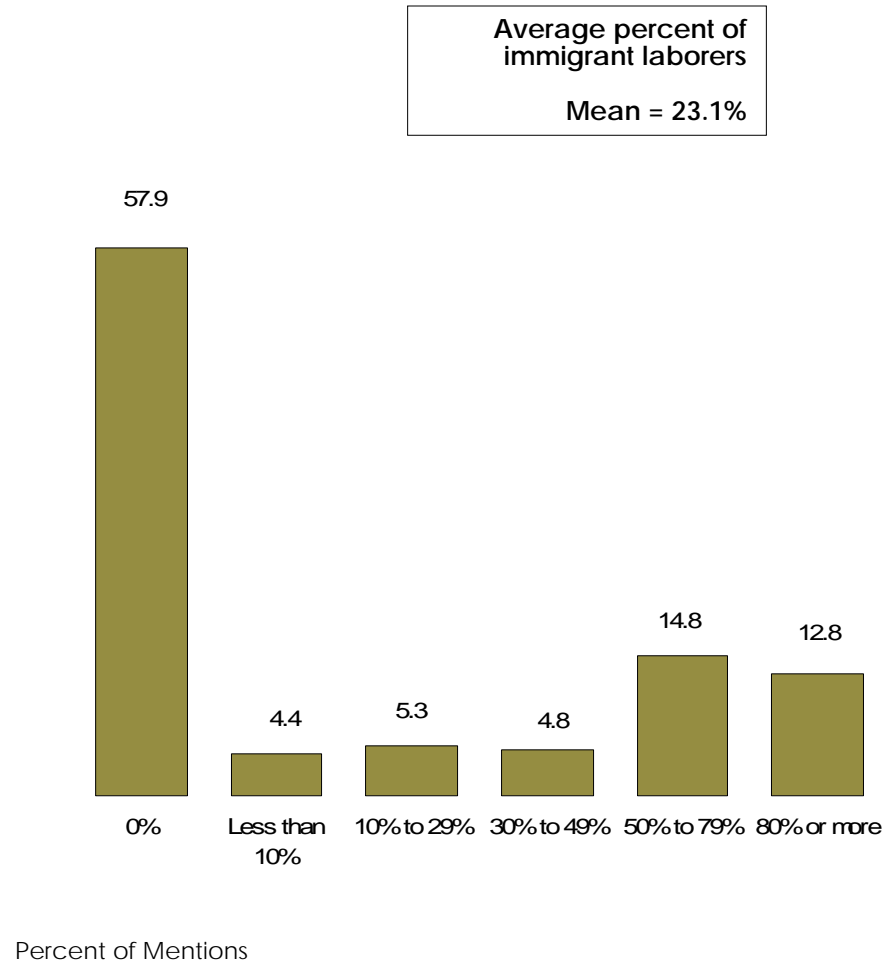
ABR Research, Inc. (May 2006)

Question 14: What percentage of your employees are immigrant laborers?

ANALYSIS

On average, almost one-quarter (23%) of reader company's work force is made up of immigrant laborers, but more than half (58%) state that they don't hire any immigrant laborers.

More than one-quarter (28%) state that the majority of their workforce is made up of immigrant laborers.



2006 GPN SOI Survey
(Excludes retail)

Q14.

	Total				Gross Sales				Total Growing Area				
	Respondents	All - exclude retail	Wholesale only	Wholesale/ retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more	
Average percent of immigrant laborers	Mean	28.0%	28.0%	43.1%	13.9%	5.5%	19.1%	37.6%	50.3%	7.1%	18.0%	33.4%	49.7%