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## The Economic Impact of the Landscape and Lawn Care Services Industry on U.S. Latinos

### A Report to the United States Hispanic Chamber of Commerce



November, 2011

## Introduction

This report presents findings of a study commissioned by the United States Hispanic Chamber of Commerce (USHCC) and conducted by the Inter-University Program for Latino Research (IUPLR) to examine the economic impact of the Landscape and Lawn Care Services Industry<sup>1</sup> on US Latinos. It includes analysis of income, employment and business ownership data and is intended to provide insight into the industry's impact upon (and value to) the U.S. Latino community. For purposes of editorial clarity, the report uses rounded numbers throughout. Please refer to the appropriate tables in attached Appendices for additional specificity.

This report establishes a socioeconomic profile of Latinos employed both directly by the Landscape and Lawn Care Services Industry and indirectly by the industries from which the Landscape and Lawn Care Services Industry procures goods and services. All of the data presented and analyzed were collected from publicly available sources such as the five-year-estimate American Community Survey, the 2007 Economic Census, the 2007 Survey of Business Owners, and the input-output matrix from the Bureau of Labor Statistics. The quantitative data is supplemented with a series of interviews across a wide array of geographies in order to assure that qualitative perspective is included and contemplated in the findings and conclusions.

The report has three sections:

- A national profile of Latinos in the Landscape and Lawn Care Services Industry.
- A state-by-state “report card” presenting economic indicators on Latinos and the Landscape and Lawn Care Services Industry.
- A qualitative analysis of the industry's impact based on multi-geographic interviews with firms in the industry.

## National Profile of Latinos in the Landscape and Lawn Care Services Industry

### *Income*

The total household income of households with at least one worker in the Landscape and Lawn Care Services Industry totals almost \$75 billion<sup>2</sup>, which corresponds to almost one

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<sup>1</sup> As defined in the US Census Bureau, North American Industry Classification System, 2007 NAICS Definition Section as “561730 Landscaping Services.” This industry comprises 1) establishments primarily engaged in providing landscape care and maintenance services and/or installing trees, shrubs, plants, lawns, or gardens and 2) establishments primarily engaged in providing these services along with the design of landscape plans and/or the construction (i.e., installation) of walkways, retaining walls, decks, fences, ponds, and similar structures.” See <http://www.census.gov/cgi-bin/sssd/naics/naicsrch>.

<sup>2</sup> U.S. Census Bureau. 2009 American Community Survey.

percent of the total household income of the nation. White<sup>3</sup> households obtain 67 percent while Latino households obtain 25 percent of the approximately \$75 billion in household income associated with the Landscape and Lawn Care Services Industry. However, the Landscape and Lawn Care Services Industry provides disproportionately more income to Latino households than to other population groups. One percent of whites' total household income comes from the Landscape and Lawn Care Services Industry, but for Latinos that share is three percent.<sup>4</sup>

Households with at least one worker in the Landscape and Lawn Care Services Industry have, in general, a median household income similar to that of other households, around \$50,000 per year.<sup>5</sup> The median household income of whites and Latinos with at least one worker in the Landscape and Lawn Care Services Industry is close to the overall median household income of other workers from the same group.<sup>6</sup>

When earnings due to employment are taken into account, the differences in earnings between whites and Latinos are not significant.<sup>7</sup> As such it more accurately reflects wage disparities among employees. The median earnings of whites and Latinos in the Landscape and Lawn Care Services Industry is around \$20,000 a year, while the earnings of African Americans are half that amount.<sup>8</sup>

The most significant difference in median earnings is between earnings of workers in the Landscape and Lawn Care Services Industry and workers in other industries. Overall, the median income for workers in the Landscape and Lawn Care Services Industry is \$6,000 lower than for workers in other industries.<sup>9</sup> For whites that gap is \$13,000 and for African Americans it is \$14,000. But Latinos show a much smaller gap, \$3,000, perhaps reflecting the high proportion of Latinos who are low-skill workers (35 percent, compared to 15 percent for African Americans and nine percent for whites).<sup>10</sup>

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<sup>3</sup> References in this report to various ethnic and/or racial groups (i.e., “White”, “African American”, “Asian”, and “Hispanic or Latino”) employ definitions set forth the White House Office of Management and Budget relative to such designations.

<sup>4</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>5</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>6</sup> However, whites in the Landscape and Lawn Care Services Industry have a median household income significantly higher than that of Latino and African American households. This gap is almost \$15,000 per year for Latinos and almost \$20,000 per year for African Americans. This difference might be explained by the fact that whites tend to be the owners of the businesses.

<sup>7</sup> “Earnings” include all monies earned by being employed by a person and, consequently, excludes business revenues, rents received, and other income.

<sup>8</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>9</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>10</sup> U.S. Census Bureau. 2009 American Community Survey.

## ***Employment***

The Landscape and Lawn Care Services Industry in the United States employs almost 1.6 million workers.<sup>11</sup> More than half of the workers (54 percent) in the Landscape and Lawn Care Services Industry self-identified as non-Latino whites. At 35 percent, Latinos represent the second-largest group employed in the Landscape and Lawn Care Services Industry while African-Americans make up just over eight percent of the Landscape and Lawn Care Services Industry labor force.

Although employment in the Landscape and Lawn Care Services Industry represents less than one percent of total employment in the United States,<sup>12</sup> for Latinos it is an important source of employment. The share of Latino employment in the Landscape and Lawn Care Services Industry amounts to 2.3 percent of total Latino employment. This is 2.6 times higher than the national average and 3.4 times higher than the share of total employment that the Landscape and Lawn Care Services Industry represents for whites.

The Landscape and Lawn Care Services Industry is very important for first-generation Latinos. Nationally, the percentage of Latino workers who are foreign-born is close to 55 percent.<sup>13</sup> That percentage is over 80 percent in the Landscape and Lawn Care Services Industry. By comparison, the proportion of foreign-born whites and African Americans in the Landscape and Lawn Care Services Industry is lower than in other industries.

The heavily migrant character of the Latino workforce in the Landscape and Lawn Care Services Industry helps to account for the age, educational characteristics and skill levels found in the workforce. For example, the Landscape and Lawn Care Services Industry employs a larger proportion of low-skill Latino workers than other groups.<sup>14</sup> About two-thirds (67 percent) of Latinos working in the Landscape and Lawn Care service industry are low-skill workers (meaning they lack a high school diploma), compared to 35 percent of the Latino workforce generally. Although only four percent of the Latino low-skill workforce is employed in the Landscape and Lawn Care Services Industry, this proportion is almost 54 percent higher than the national average. Nationwide, 2.6 percent of low-skill workers are employed in the Landscape and Lawn Care Services Industry.

Most of the Latino workers employed in the Landscape and Lawn Care Services Industry are at their prime working age.<sup>15</sup> Almost half of the Latinos employed in this industry (49 percent) are between the ages of twenty-five and thirty-nine. This is also an expected characteristic of the workforce given that the foreign-born population usually migrates

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<sup>11</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>12</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>13</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>14</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>15</sup> U.S. Census Bureau. 2009 American Community Survey.

during those years. At 32 percent, Latinos older than forty years old constitute the second largest group.

It is not surprising that the most populous states have the largest number of workers employed in the Landscape and Lawn Care Services Industry. California, Texas, and Florida account for one-third of all the workers employed in the Landscape and Lawn Care Services Industry in the country.<sup>16</sup> These three states also have the largest Latino populations, which combined account for almost 55 percent of the US Latino population. Coincidentally, these three states also account for the same percentage (55 percent) of all Latinos working in the Landscape and Lawn Care Services Industry.

Another interesting way to look at the importance of the Landscape and Lawn Care Services Industry for Latino employment is to examine those cases where the proportion of Latinos employed in the Landscape and Lawn Care Services Industry is higher than the proportion of Latinos in the general population of the state. This “index of disproportionality” helps us understand the importance and the concentration of a specific group in a particular industry.

The index of disproportionality for the whole United States is about 2.1, meaning that the proportion of Latinos found in the Landscape and Lawn Care Services Industry is more than twice the proportion of Latinos in the US population. The states with an index of disproportionality of three or more are South Dakota, Delaware, Alaska, Maryland, Tennessee, South Carolina, Arkansas, and Oregon. In these states there may be a perception that Latinos dominate the Landscape and Lawn Care Services Industry. At the other end of the spectrum, the District of Columbia, Massachusetts, New Mexico, West Virginia, Hawaii, and Wyoming have the lowest index of disproportionality. However, in all these cases but Wyoming the index of disproportionality ranges from 1 to 1.5, indicating that the proportion of Latinos in the Landscape and Lawn Care Services Industry is still higher than the proportion of Latinos in the total working population.

Beyond the “direct” impact of the Landscape and Lawn Care Services Industry on Latino employment, it is also important to note the indirect employment impact of the Landscape and Lawn Care Services Industry. The goods and services that the Landscape and Lawn Care Services Industry produces, in turn, requires the production of goods and services by other industries. The production of these intermediate goods and services requires labor and capital that can usually be regarded as part of the contribution of the Landscape and Lawn Care Services Industry to the overall economy. Thus, the “indirect” impact on employment generated by the Landscape and Lawn Care Services Industry can be analyzed. The relationships between industries are calculated by the Bureau of Labor Statistics in what is called an input-output matrix.<sup>17</sup>

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<sup>16</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>17</sup> Given that the level of detail at the industry code level does not provide complete specificity, certain assumptions as to the distribution of employment were made. Data from the Bureau of Economic Analysis’ (BEA) 2002 Benchmark Input Output Accounts (BIOA) and the Census’ 2005–2009 American Community Survey (ACS) were analyzed to determine the number of people employed as a result of the demands of the Landscape and Lawn Care Services Industry.

This report estimates that the US Landscape and Lawn Care Services Industry generates almost 959,000 jobs in other industries.<sup>18</sup> Whites and Latinos are the ones who benefit most from the employment generated indirectly by that industry. Whites occupy more than half a million of these jobs, while Latinos occupy 279,409 jobs, or 29 percent, of the employment generated indirectly by the Landscape and Lawn Care Services Industry.

### ***Business Ownership***

Overall, the Landscape and Lawn Care Services Industry is an important source of entrepreneurial opportunity for Latinos. According to the 2007 Economic Census, there were almost 92,000 establishments with payrolls in the Landscape and Lawn Care Services Industry. Although this figure may appear small for the whole country, it is important to recognize that it only includes establishments with payroll, ***thus excluding family and sole-proprietor businesses***. Nonetheless, the number of establishments with payroll in the Landscape and Lawn Care Services Industry is the second largest within the administrative and support and waste management and remediation services sector. The Landscape and Lawn Care Services Industry is the third largest industry in revenue received, around \$53 billion in 2007, and the fourth largest industry in annual payroll in the amount of \$17 billion within the same sector.<sup>19</sup>

Information on the race/ethnicity and gender of business owners is collected through the 2007 Survey of Business Owners. Although the survey data were collected in the same year as the 2007 Economic Census, there are differences in the figures reported in the two surveys primarily due to the staggered timing of the data collection and differences in the definitions of business “firm”. For example, as mentioned above, the Economic Census defines a “firm” as any establishment with a payroll, but the Survey of Business Owners includes all small businesses without differentiating those with and without payroll.

Although the level of business ownership in the Landscape and Lawn Care Services Industry by Latinos could be deemed low, it is nonetheless almost double the national average for all industries.<sup>20</sup> Over 16 percent of the business owners in the Landscape and Lawn Care Services Industry are Latinos, while Latinos in general own only 8.6 percent of businesses nationwide.

A similar, but more striking, difference can be found in the amount of receipts captured by Latinos in the Landscape and Lawn Care Services Industry compared to the national average. Latino-owned businesses in the Landscape and Lawn Care Services Industry

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<sup>18</sup> U.S. Census Bureau. 2009 American Community Survey.

<sup>19</sup> U.S. Census. 2007 Economic Census.

<sup>20</sup> U.S. Census. 2007 Survey of Business Ownership.

capture about nine percent of the total receipts, while the share of Latino-owned business receipts across all industries is about 1.2 percent of the receipts received in 2007.<sup>21</sup>

### ***Insight and Analysis from Qualitative Interviews***

Separate from and in addition to the quantitative data analysis, substantial qualitative data was collected through a series of interviews across the country in eleven cities and eight counties. The purpose of this additional data collection was to assure that qualitative perspective and validation were contemplated in the report.

The qualitative research methodology began with the identification of landscape and lawn care companies in targeted cities using publicly available data from a variety of sources. The targeted cities included Austin, TX, Columbus, OH, Grand Rapids, MI, Lancaster, PA, Lynn, MA, Riverside, CA, Tucson, AZ, Tampa, FL, Waukegan, IL, Winston Salem, NC, and White Plains, NY. Fifteen companies in each city were randomly selected and companies were screened for the purpose of determining whether or not they were eligible to participate in the study. Each company was contacted and key information confirmed, including name, business address, and whether the company provides landscaping or lawn care services and/or products. Businesses which responded affirmatively were asked for total employment and the specific number of Latinos/Hispanics employed (if any). Companies which responded in the negative (i.e., did not report having at least one Latino employee or which did not provide landscaping services and/or products) were eliminated. In those instances where a company was eliminated, a new company was randomly chosen to replace the ineligible one.

The findings of the qualitative research and interviews included several key insights centering on work place satisfaction, job stability and mobility, and experiences with the recent economic recession (2008 to the present). Participants included both Latino and non-Latino supervisors and employees.

### ***Job Satisfaction and Work Place Culture***

*“Two things are important, being treated well and making good money...We work united, we are in the same struggle, we all work for the same cause, which is to make money every day to feed our families.” (Javier, a 33-year-old immigrant from El Salvador with 12 years of landscaping experience living in New York)*

*“I’m very satisfied in my current job because I have more responsibilities compared to my last job, I’m working more hours and making more money.” (Bob, a 35 year-old non-Hispanic White supervisor in North Carolina, with 17 years of landscaping experience.)*

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<sup>21</sup> U.S. Census. 2007 Survey of Business Ownership.

Those who work in the landscape and lawn care industry indicated that participation in the industry has many rewards, including the ability to earn competitive compensation. Overall, most of the people in the industry, both supervisors and employees as well as Hispanics and non-Hispanics, found the work satisfying. One of the most cited reasons for job satisfaction was the feeling that the effort put into the job was or would someday be financially rewarded.

For supervisors, the effort put into making clients happy and successfully seeking new business brought visible returns that were seen as contributing to the growth of their business and, along with it, increased wages for their workers and them. For employees, fair wages were also cited as a key source of job satisfaction and motivation. In addition to fair wages, employees were pleased that their supervisors consistently both verbally and financially acknowledge and value the effort that employees put into their jobs. As the following respondent explains:

*“I’m very satisfied with my job because my supervisor teaches me a lot and I enjoy working with my coworkers as a team, we all get along like a family.” (Jose, a 33 year-old second-generation Mexican-American and employee working in Arizona, with 5 years of landscaping experience.)*

The notion of “hard work paying off” translated to a unique and satisfying work culture in the landscape and lawn care industry. Both employees and supervisors valued the industry’s team oriented culture in which everyone “pulls their own weight”. In addition, most participants in the industry value the opportunity to work outdoors, rather than in a fixed office or facility. There was also a clear conviction that landscaping and lawn care work is not easy and that success – from both the client’s and their own point of view – requires everyone to work together at a coordinated pace. When citing what part of working in the landscape and lawn care industry they liked the least, many employees evidenced a frustration with having to occasionally work with less motivated employees or employees which require a lot of supervision to successfully complete assignments. Most employees indicated that stress on the job was often associated with others who simply did not “pull their own weight”. Other sources of work-related stress were associated with weather fluctuations and the requirements of demanding clients.

### ***Job Stability and Mobility***

Most of the people interviewed said they preferred working in the landscape and lawn care industry to other industries in which they had previously worked. The reasons for this preference reflect those noted above. In addition, both supervisors and employees said they were very proud of the skills and experience they have gained in the industry and see them as providing enhanced levels of both job stability and job mobility. There is, however, a difference in how supervisors and employees view the benefits associated with the skills and experience gained in the landscape and lawn care industry. This was highlighted throughout the interview process by responses to a question which asked whether respondents’ skills were transferrable to other industries in the event the respondent needed to look for a new job. For example, supervisors stressed that the



management, finance and customer service/marketing experience they have gained in the landscape and lawn care industry would be valuable in seeking new employment.

*“Some of the skills that I have learned here are more business skills, better people skills and I’m getting smarter on the trees. I feel I’m able to start my own business in the future.” (Beth, a 40 year-old non-Hispanic White supervisor in Ohio, with 2 years of landscaping experience with her current company.)*

*“I have learned how to manage a company, manage money, and manage men and physical skills in landscaping. They should pay me more for having those skills in another job in the future.” (Bob, a 35 year-old non-Hispanic White supervisor in North Carolina, with 17 years of landscaping experience.)*

Whether trying to find another job in the landscape and lawn care industry or needing to find employment in a new industry, supervisors believe that the landscape and lawn care industry has provided them with highly valued skills in a variety of business disciplines. They stressed a belief that working in the landscape and lawn care industry has provided them with greater opportunity to acquire business and management skills and experience than other industries where their responsibilities may have been more limited.

For employees, there was significant satisfaction with the hands-on landscaping skills they have acquired. This was particularly true for Latino employees since many of them enter the workforce with minimal levels of formal education and little direct landscape and lawn care work experience. Latino respondents were very pleased with the technical knowledge they acquired and showed a definitive preference for remaining in the industry.

*“I’m very satisfied in this job because I grew up in the country in El Salvador and I like being outside. I didn’t receive a formal education therefore everything I’ve learned has been on my own. I like to get the job done with my coworkers and like the opportunities this work has given me to have my own house.” (Marcos, a 50 year-old immigrant from El Salvador and employee working in Ohio, with 20 years of landscaping experience.)*

Latino employees in the landscape and lawn care industry also believe that the industry is somewhat more stable than other industries where they might find employment.

*“Because of the economic situation it is very hard to find a job. The landscaping industry is the only job you can get now. I have experience in construction, but it’s difficult to get a job there.” (Luis, a 41 year-old immigrant from Mexico and employee working in Arizona, with 5 years of landscaping experience.)*

Given that many employees show a preference for staying in the landscape and lawn care industry, the employees interviewed felt that the technical skills and knowledge they have acquired enhance their marketability to other companies within the industry, giving them a certain amount of job security.

*“Some of the skills that I have learned here are planting, trimming, maintaining greenery, landscaping patio work and a lot of stuff. With this knowledge I’d be able to find another job with another landscaping company.” (Juan, a 28 year-old second-generation Mexican-American and employee working in Texas, with 2 years of landscaping experience.)*

### ***The Recession and Recovery***

Like many sectors of the U.S. economy, the landscaping industry was substantially impacted by the recession which began in the summer/fall of 2008.

*“The economic recession has negatively impacted my job. We don’t have so many customers, the clients don’t have the money to spend on landscaping, and I get fewer hours of work.” (Jose, a 33 year-old second-generation Mexican-American and employee working in Arizona, with 5 years of landscaping experience.)*

*“The economic situation has been very bad over the past five years. I worked fewer hours, and it was more difficult to find a job. But I have begun to have more work over the past year.” (Patricio, a 40 year-old, immigrant from Mexico and supervisor working in Arizona, with 7 years of landscaping experience.)*

During the trough of the recession, both supervisors and employees note that landscape and lawn care services are often one of the first services to be either reduced or eliminated from a family or business budget. When services were not cancelled altogether due to financial challenges, supervisors and employees noted that clients have often requested less expensive materials or ask for a reduced amount of work on site. Hours were reduced for everyone and those businesses that survived have had to do more with less. Many supervisors and employees reported that business has improved over the past year and that landscape and lawn care companies have been able to grow their client base and offer a more reliable and stable set of work hours per week.

In sum, both supervisors and employees in the landscape and lawn care industry reflect strong work ethics and a commitment to team work. There is tremendous pride in the industry’s focus on working collaboratively to create beautiful green spaces that families and the public can enjoy. There is also pride in owning, managing or working for the numerous small businesses common to the industry as supervisors and employees alike are able to see the results of their efforts and successfully provide for their families.

### ***Conclusion***

The Landscape and Lawn Care Services Industry is important to the Latino Community in several ways. It is an important source of employment, especially for first-generation Latinos and provides 2.6 times more employment to Latinos than the economy overall. Specifically, the data shows that while Latinos represent 13.4 percent of all U.S. workers they represent 35.2 percent of all workers in the Landscape and Lawn Care Services Industry. Moreover, the number of Latinos employed in the Landscape and Lawn Care

Services Industry in almost every state is disproportionately high relative to the Latino share of the state's population.

Similarly, the industry provides disproportionately more income to Latino households than the overall economy. It likewise provides proportionately more income to Latinos than it does to other population groups participating in the Landscape and Lawn Care Services Industry. To this point, the data confirms that 8.3 percent of the household income across the total U.S. economy is attributable to Latinos while nearly 25 percent of the household income within the Landscape and Lawn Care Services Industry is attributable to Latinos.

Similarly, the data confirms that the Landscape and Lawn Care Services Industry is a significant creator of entrepreneurial opportunity for the Latino community as the number of Latino-owned businesses is disproportionately high in the Landscape and Lawn Care Services Industry. The data shows that the proportion of businesses owned by Latinos in the Landscape and Lawn Care Industry is almost double the national average for all industries with Latinos accounting for over 16 percent of the business owners in the industry (vs. 8.6 percent for all industries nationwide). In addition, Latino-owned businesses in the Landscape and Lawn Care Services Industry capture some 7.5 times more of the total receipts than Latino-owned businesses across all industries with the Landscape and Lawn Care Services Industry reflecting an approximate nine percent of total industry receipts vs. 1.2 percent of total receipts across all industries.

The data also shows that California, Texas, and Florida account for one-third of all the Latino workers employed in the Landscape and Lawn Care Services Industry and that sixteen states, including California, Arizona, Nevada, Texas, New Mexico, Illinois, Colorado, New Jersey, New York, Oregon, Delaware, Florida, Utah, Maryland, Georgia, and Washington, all have Latino worker participation rates in the Landscape and Lawn Care Services industry at twice or more the national average of Latino worker participation across all industries.

## About the Authors

**Juan Carlos Guzman, PhD** obtained his PhD in Public Policy and Demographics from the Woodrow Wilson School at Princeton University. His research has been in student achievement and school performance. His dissertation looked at determinants of test scores and the effects of school competition.

After finishing his studies at Princeton, Dr. Guzman joined the American Institute for Research, where he conducted research for the National Center for Educational Statistics (NCES). Currently Dr. Guzman's research focuses on access to education among Latinos and their transition from high school to college and the labor market, particularly in Indiana. At Notre Dame, Juan Carlos is serving as the Director of Research for the Institute for Latino Studies, and he currently is a faculty fellow at the Center for Social Concerns, the Institute for Educational Initiatives, and the Kellogg Institute for International Studies. Additionally, he is a faculty member of the Eck Institute for Global Health.

**Cynthia V. Duarte, PhD** is a Sociologist who focuses on urban and suburban change in Los Angeles, CA and issues of Latino integration. Duarte foregrounds a pressing question for contemporary society in her research: How do our dynamically changing social structures—waves of immigration, class dynamics, public policies, housing patterns—influence daily interactions and life chances in urban communities in an age of globalization?

Dr. Duarte, a native of Los Angeles, is currently working on a book that examines how the changing urban and suburban landscape in Los Angeles over the last 50 years, particularly in the San Gabriel Valley, combined with a continuous flow of immigrants from Mexico frames the ethnic identity, racialization and life chances and choices for working class and middle class third-plus-generation Mexican Americans. She has also published work on segregation and inequality with the three city study of the Moving to Opportunity Project. Dr. Duarte received her degrees from UCLA and Columbia University.

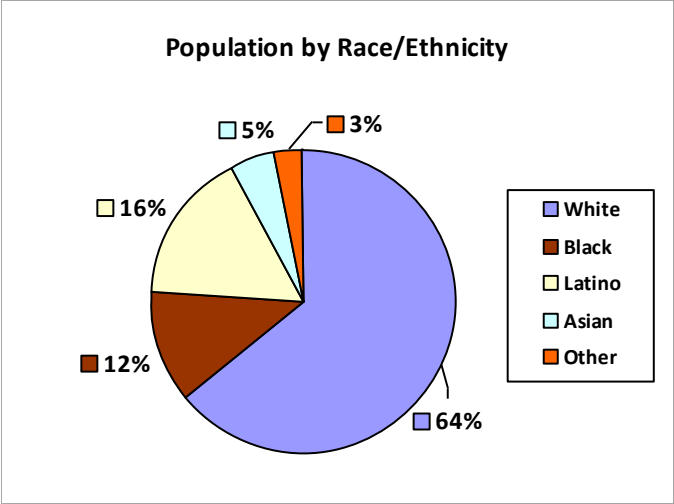
**Daniel E. Martínez** is currently Adjunct Faculty in the Institute for Latino Studies at the University of Notre Dame and an affiliate of the Binational Migration Institute in the Mexican American and Raza Studies Department at the University of Arizona. Martínez is a Ph.D. candidate in the Sociology Department at the University of Arizona. He holds Master's degrees in Sociology and Mexican American Studies from the University of Arizona, and received his Bachelor's Degree in Economics and Spanish from St. Cloud State University. His research interests include immigration, the sociology of race and ethnicity, social movements, criminology, and quantitative methods. Martinez has conducted extensive research on migrant deaths along the Arizona-Sonora border and, for his dissertation work, has surveyed hundreds of repatriated unauthorized migrants in Nogales, Sonora, about their most recent border-crossing attempts.

## APPENDIX 1

The graphs and tables contained in this Appendix reflect national summary data contained and referenced the Report. Primary data sources are from the U.S. Census Bureau, including the 2007 Survey of Business Ownership, the 2007 Economic Census, and the 2009 American Community Survey. In addition, data from the Bureau of Economic Analysis' 2002 Benchmark Input Output Accounts is contained and referenced in the Report and reflected in the graphs and tables of this Appendix.

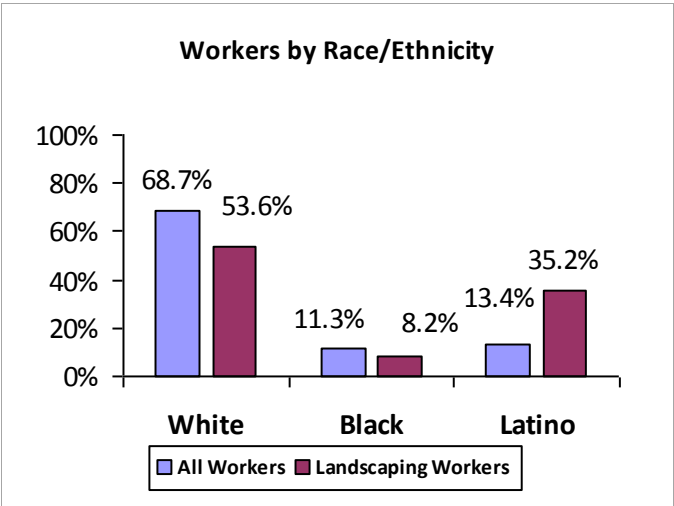
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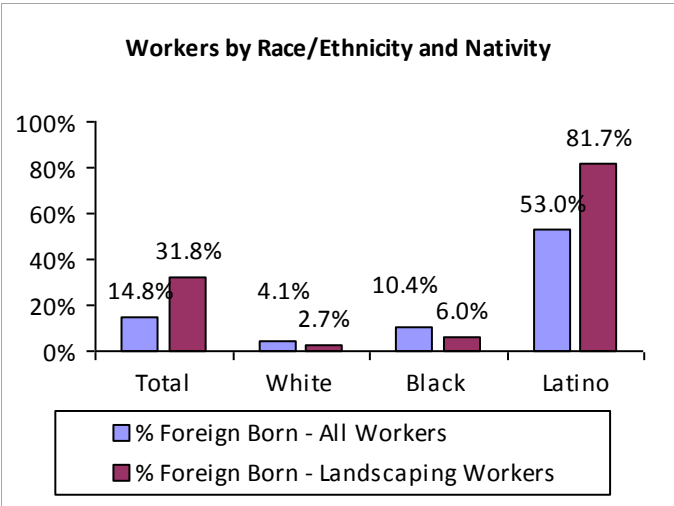
Population 2010<sup>1</sup>

Total	308,745,500
White	196,817,600
Black	37,685,800
Latino	50,477,600
Asian	14,465,100
Other	9,299,400



Number of Workers<sup>2</sup>

	All Workers	Landscaping Workers
Total	179,343,100	1,565,200
White	123,237,400	839,700
Black	20,246,200	128,100
Latino	24,057,100	550,800



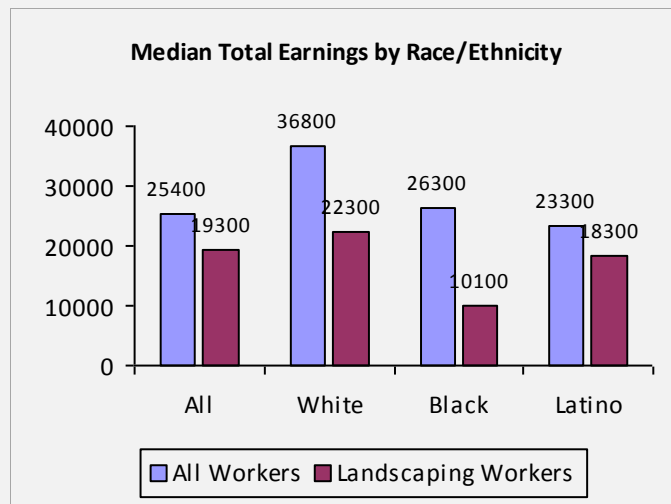
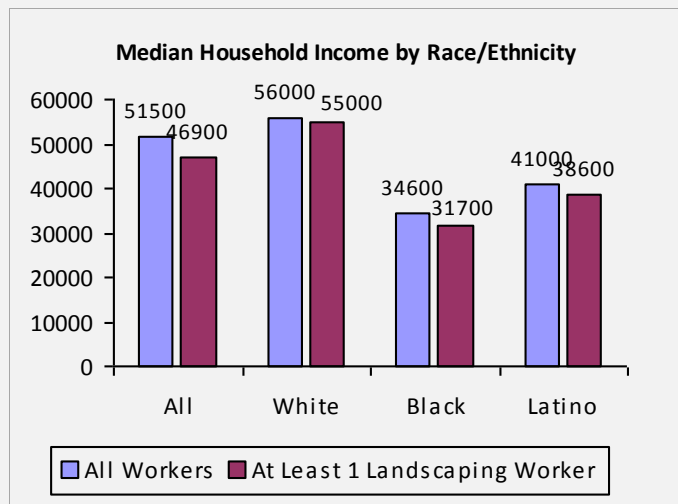
Business Ownership in the Landscaping Industry

Number of Establishments <sup>3</sup>	93,687
Receipts (in \$1000)	53,910,432
Annual Payroll (in \$1000)	17,388,531

	Non-Latino Owners	Latino/Equal Ownership
All Firms <sup>4</sup>	329,485	64,372
Receipts (\$1000)	48,619,157	4,756,310
Receipts all industries (\$1000)	29,680,858,667	350,661,243

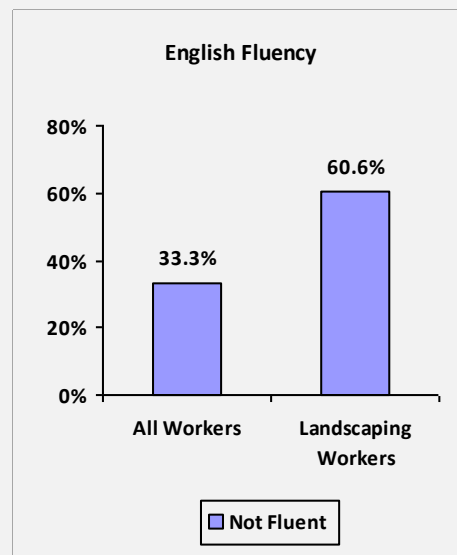
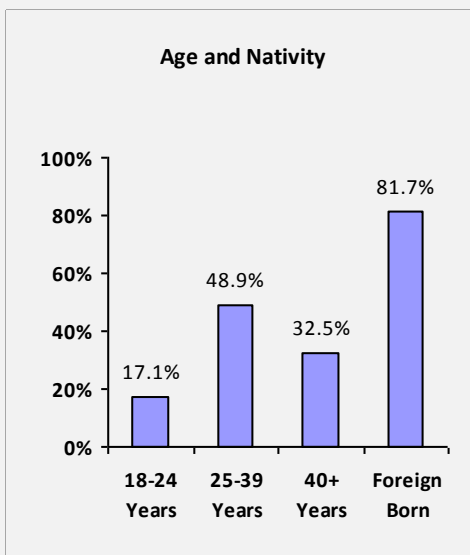
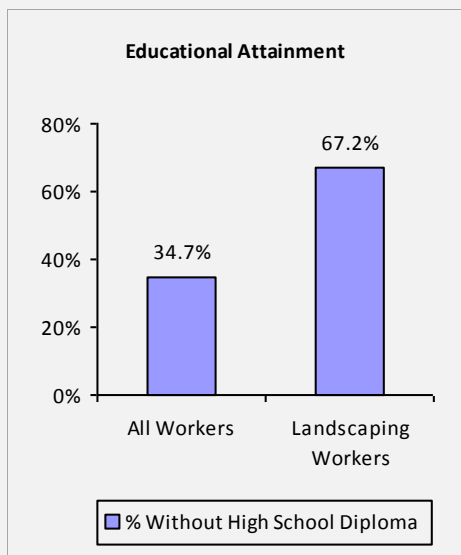
Data Source:  
1. Census 2010; 2. American Community Survey 2005-2009; 3.Economic Census 2007; 4. Survey of Business Owners 2007

## United States



\* Earnings based on 40 weekly working hours or more

## Demographic Characteristics of Latino Landscaping Workers



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

## Latino and Total Workers Employed in Landscaping Industry

	Number of Workers	Latino Workers	Total Landscaping Workers	Latino Landscaping Workers	% Latino Workers	% Latino Workers in Landscape Industry
United States	179,343,100	24,057,100	1,565,200	550,800	13%	35%
Alabama	2,649,000	65,300	23,600	1,900	2%	8%
Alaska	444,200	23,700	2,300	500	5%	21%
Arizona	3,572,300	948,900	50,900	36,100	27%	71%
Arkansas	1,628,100	76,600	13,000	2,500	5%	19%
California	20,917,000	6,813,500	233,600	169,600	33%	73%
Colorado	3,078,800	512,800	28,100	10,900	17%	39%
Connecticut	2,167,000	224,900	23,000	5,600	10%	24%
Delaware	527,700	29,100	5,000	1,700	6%	34%
District of Columbia	380,400	32,400	1,500	200	9%	14%
Florida	10,511,400	2,137,600	134,200	44,900	20%	33%
Georgia	5,557,700	384,500	52,400	13,800	7%	26%
Hawaii	782,700	60,000	6,600	600	8%	10%
Idaho	896,200	77,000	8,800	2,100	9%	24%
Illinois	7,662,400	994,700	53,700	24,800	13%	46%
Indiana	3,836,200	168,900	28,500	3,500	4%	12%
Iowa	1,887,800	62,800	9,800	900	3%	9%
Kansas	1,738,700	131,600	12,300	2,600	8%	21%
Kentucky	2,453,000	52,400	16,900	1,100	2%	6%
Louisiana	2,505,600	84,000	17,700	1,300	3%	7%
Maine	830,200	9,300	7,100		1%	
Maryland	3,547,700	221,500	26,000	7,600	6%	29%
Massachusetts	4,101,000	289,700	34,900	4,300	7%	12%
Michigan	5,920,600	214,400	52,100	5,500	4%	10%
Minnesota	3,332,600	109,800	20,700	1,800	3%	9%
Mississippi	1,605,800	33,400	12,300	700	2%	6%
Missouri	3,569,800	97,400	25,500	2,400	3%	10%
Montana	598,200	13,900	5,000		2%	
Nebraska	1,123,700	72,200	7,500	1,400	6%	19%
Nevada	1,537,200	338,700	14,400	10,100	22%	70%
New Hampshire	855,700	18,900	8,300	400	2%	4%
New Jersey	5,196,800	781,100	37,900	14,600	15%	38%
New Mexico	1,125,800	478,700	9,200	5,400	43%	58%
New York	11,362,000	1,681,700	58,300	20,300	15%	35%
North Carolina	5,435,300	335,300	50,400	10,100	6%	20%

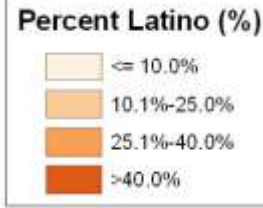


	Number of Workers	Latino Workers	Total Landscaping Workers	Latino Landscaping Workers	% Latino Workers	% Latino Workers in Landscape Industry
United States	179,343,100	24,057,100	1,565,200	550,800	13%	35%
North Dakota	418,900	7,900	2,300		2%	
Ohio	6,931,900	157,900	53,500	3,700	2%	7%
Oklahoma	2,110,700	139,800	16,900	3,400	7%	20%
Oregon	2,274,400	204,900	22,700	8,000	9%	35%
Pennsylvania	7,514,100	291,500	53,700	6,500	4%	12%
Rhode Island	653,900	63,500	4,500	1,100	10%	24%
South Carolina	2,596,600	96,500	27,200	4,200	4%	15%
South Dakota	504,300	10,400	2,400	300	2%	12%
Tennessee	3,643,100	120,100	31,900	4,800	3%	15%
Texas	13,674,600	4,409,400	136,700	86,800	32%	63%
Utah	1,561,700	159,100	13,500	4,100	10%	30%
Vermont	411,700	4,800	4,300		1%	
Virginia	4,824,300	306,500	38,300	6,800	6%	18%
Washington	3,984,900	329,500	35,200	9,100	8%	26%
West Virginia	993,800	10,000	6,700	100	1%	2%
Wisconsin	3,564,600	145,200	22,400	2,700	4%	12%
Wyoming	340,800	23,400	1,700	100	7%	7%

## APPENDIX 2

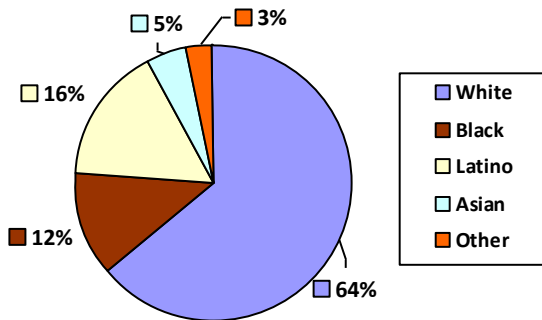
The graphs and tables contained in this Appendix reflect state-level summary data contained and referenced the Report. Primary data sources are from the U.S. Census Bureau, including the 2007 Survey of Business Ownership, the 2007 Economic Census, and the 2009 American Community Survey. In addition, data from the Bureau of Economic Analysis' 2002 Benchmark Input Output Accounts is contained and referenced in the Report and reflected in the graphs and tables of this Appendix.

# ALABAMA

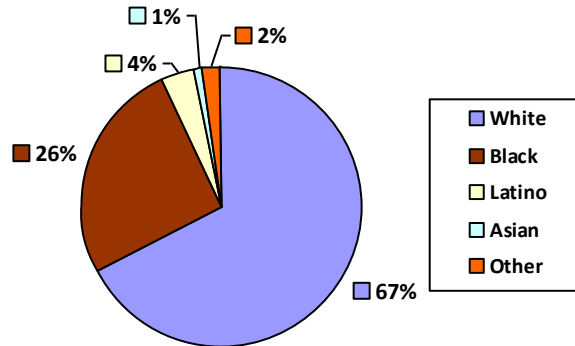


## Overview Comparison: US and State

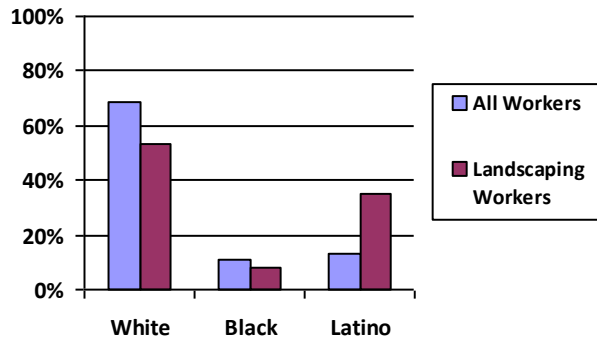
**Population by Race/Ethnicity: US**



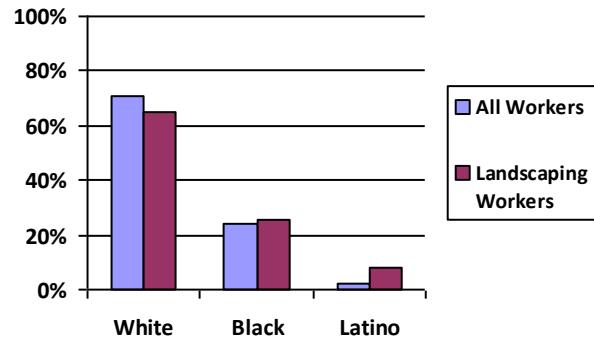
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	4,779,700	179,343,100	2,649,000	1,565,200	23,600
White	196,817,600	3,204,400	123,237,400	1,870,800	839,700	15,300
Black	37,685,800	1,244,400	20,246,200	647,100	128,100	6,000
Latino	50,477,600	185,600	24,057,100	65,300	550,800	1,900

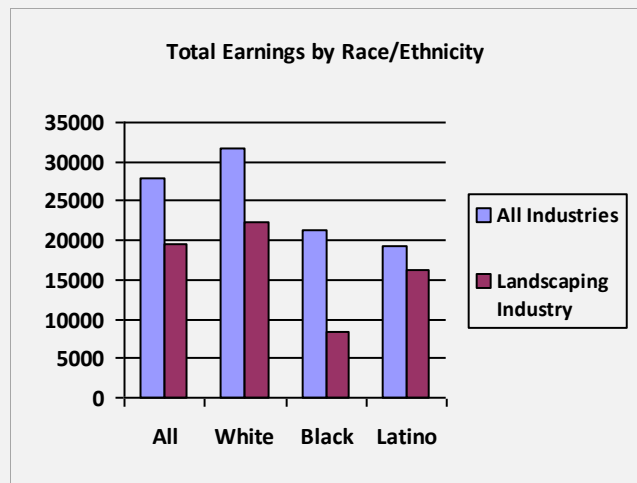
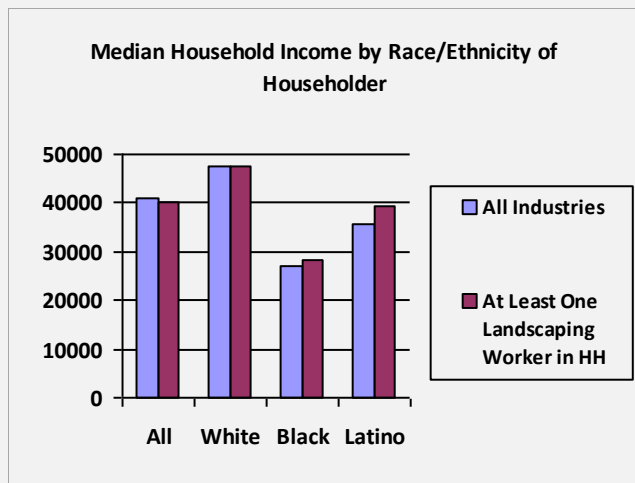
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

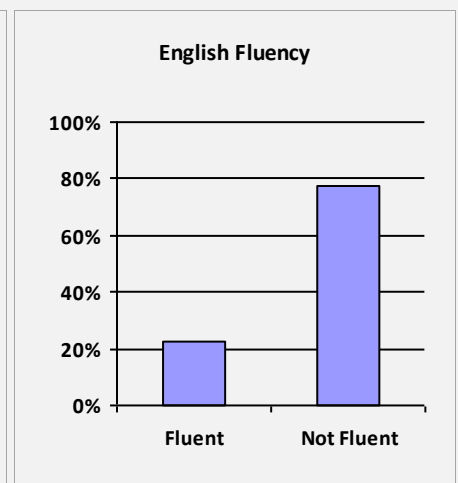
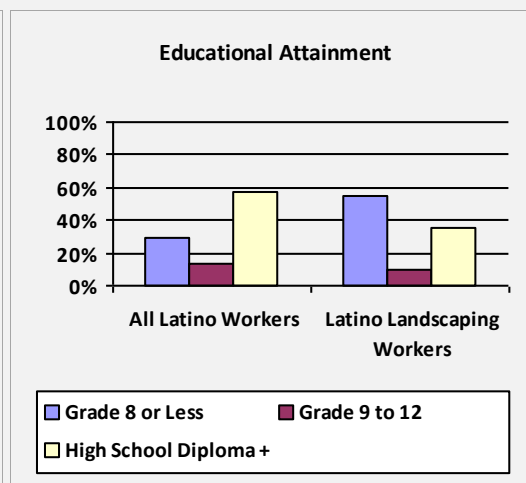
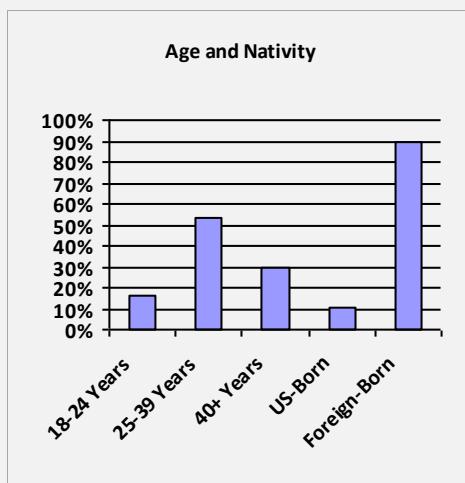
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,062			
Receipts (in \$1000)	594,809	All Firms <sup>4</sup>	9,130	239
Annual Payroll (in \$1000)	192,664	Receipts (in \$1000)	541,884	2,787

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

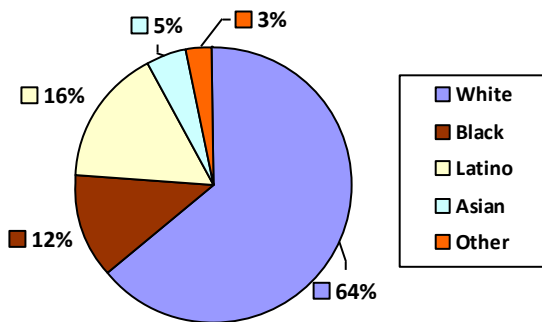
# ALASKA

Percent Latino (%)

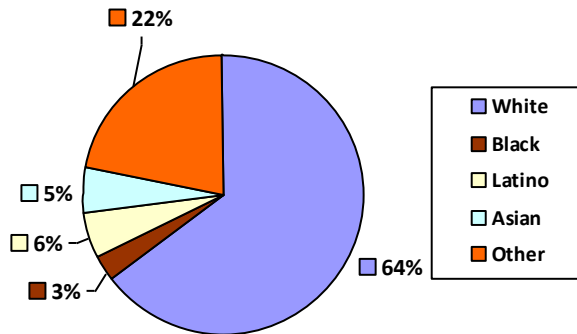


## Overview Comparison: US and State

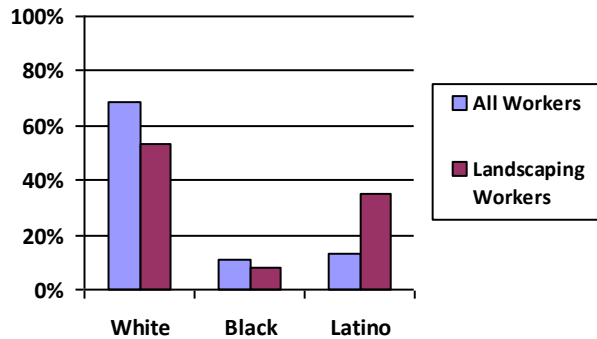
Population by Race/Ethnicity: US



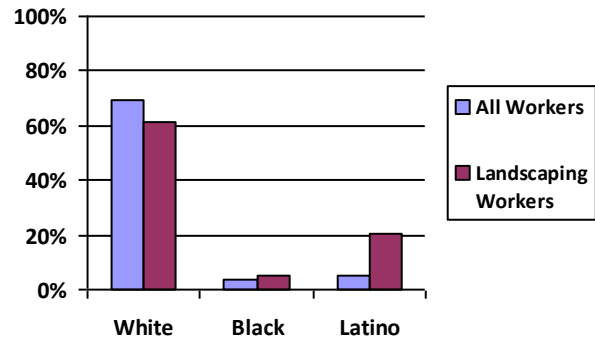
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	710,200	179,343,100	444,200	1,565,200	2,300
White	196,817,600	455,300	123,237,400	307,000	839,700	1,400
Black	37,685,800	21,900	20,246,200	16,200	128,100	100
Latino	50,477,600	39,200	24,057,100	23,700	550,800	500

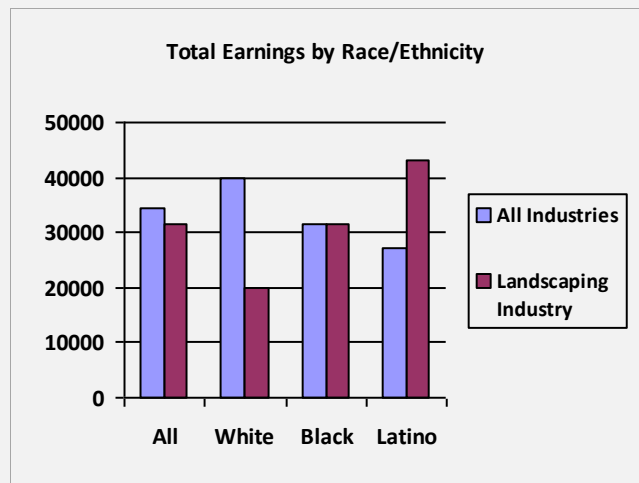
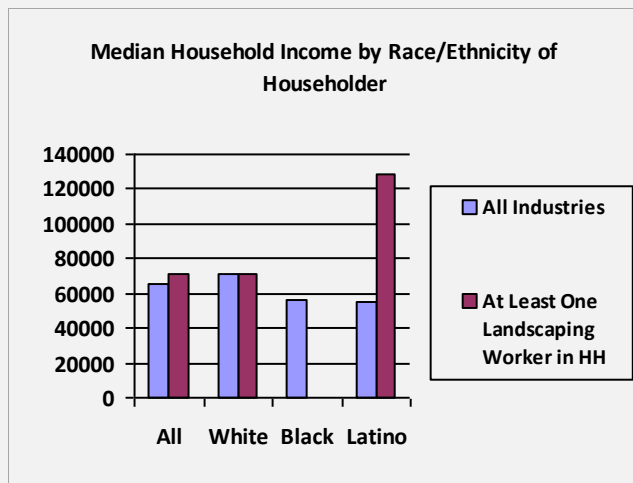
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

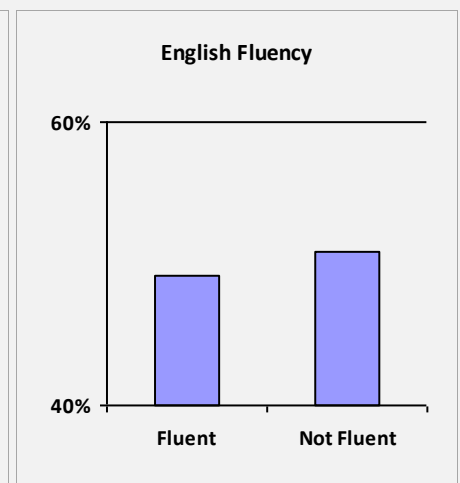
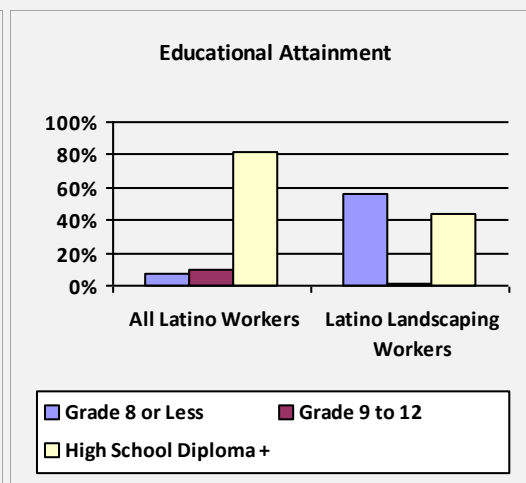
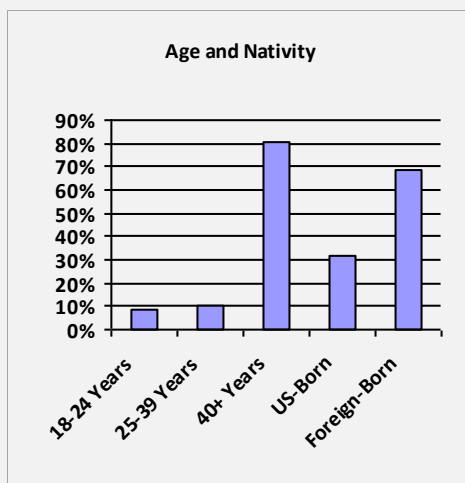
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	150			
Receipts (in \$1000)	82,659	All Firms <sup>4</sup>	498	23
Annual Payroll (in \$1000)	24,831	Receipts (in \$1000)	72,352	8,854

### Median Income<sup>2</sup>



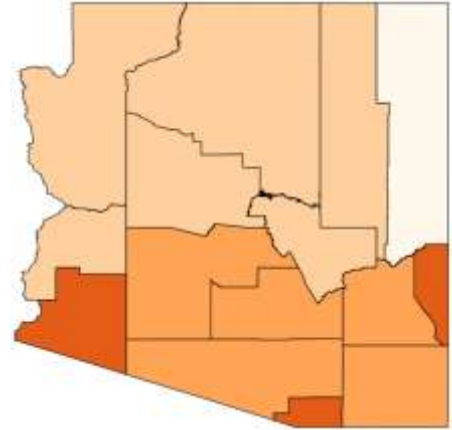
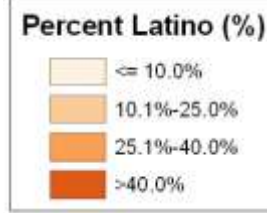
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

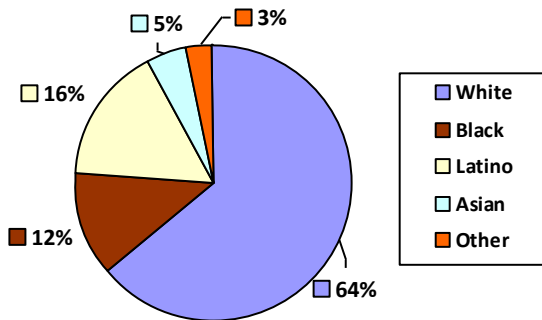
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# ARIZONA

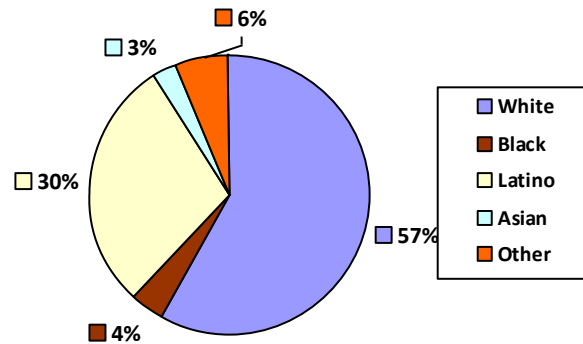


## Overview Comparison: US and State

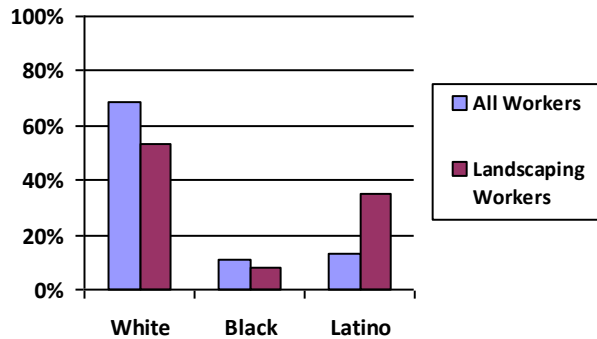
**Population by Race/Ethnicity: US**



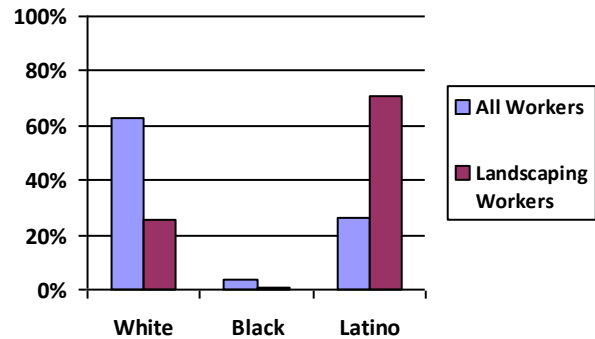
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	6,392,000	179,343,100	3,572,300	1,565,200	50,900
White	196,817,600	3,695,600	123,237,400	2,244,600	839,700	13,000
Black	37,685,800	239,100	20,246,200	118,800	128,100	500
Latino	50,477,600	1,895,100	24,057,100	948,900	550,800	36,100

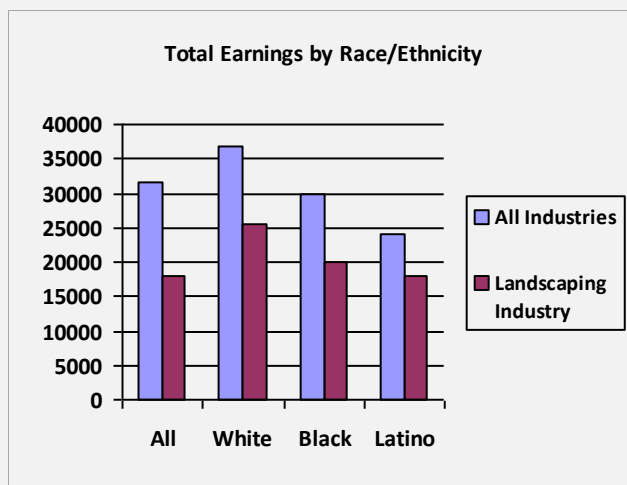
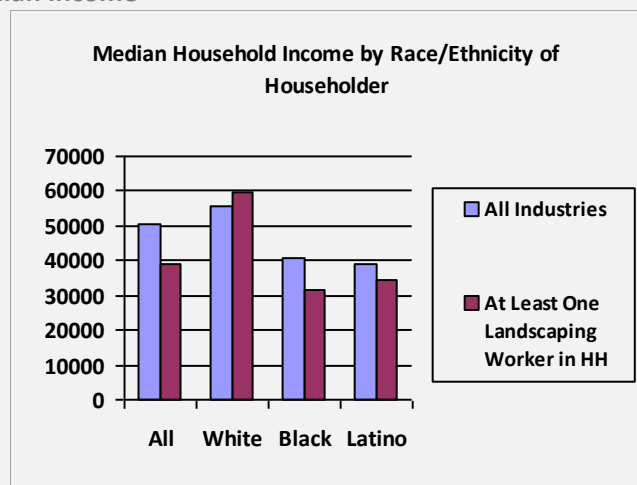
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

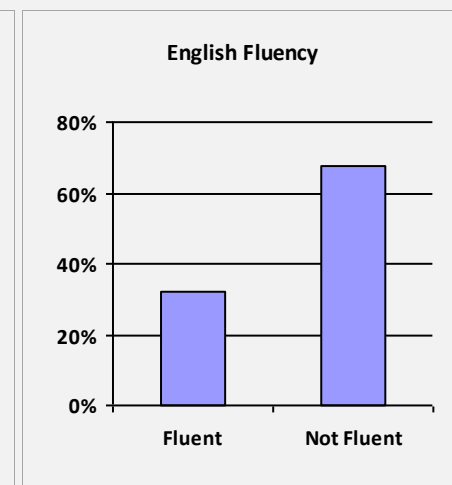
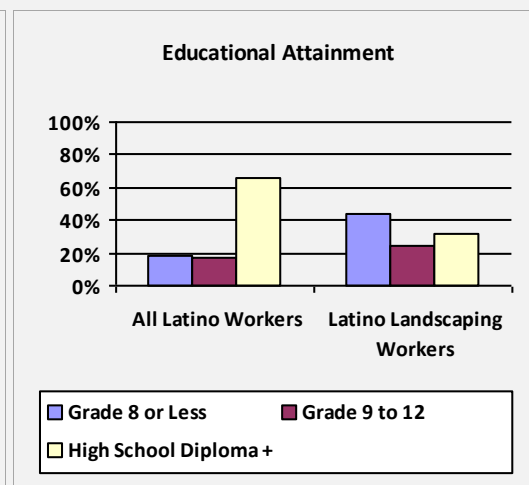
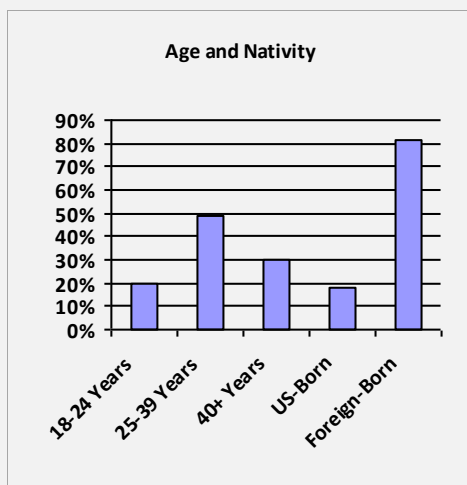
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,767			
Receipts (in \$1000)	1,561,456	All Firms <sup>4</sup>	3,791	2,073
Annual Payroll (in \$1000)	548,389	Receipts (in \$1000)	1,201,826	168,946

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



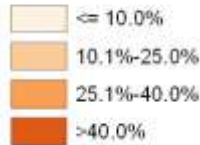
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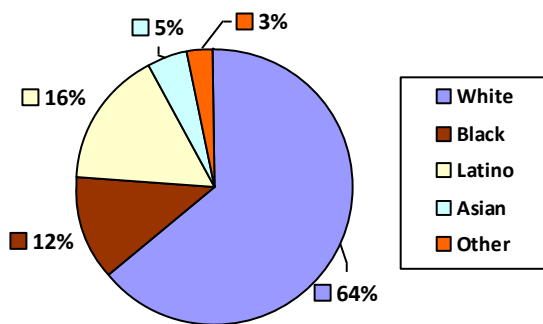
# ARKANSAS

Percent Latino (%)

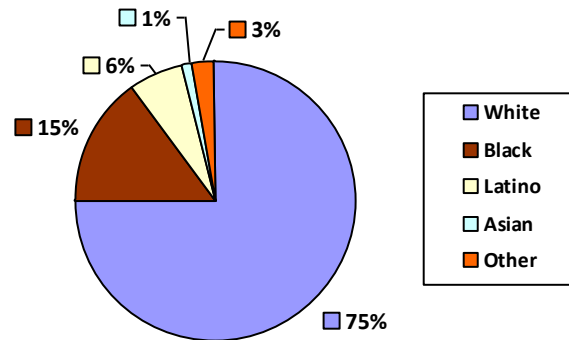


## Overview Comparison: US and State

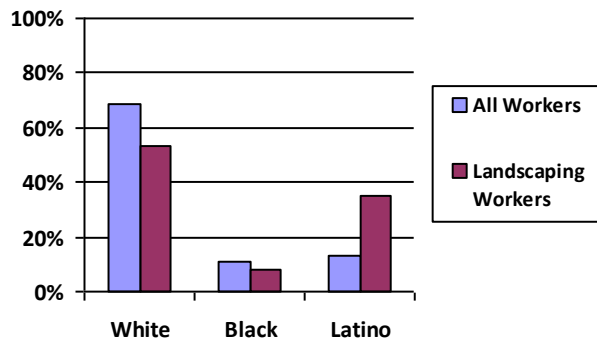
Population by Race/Ethnicity: US



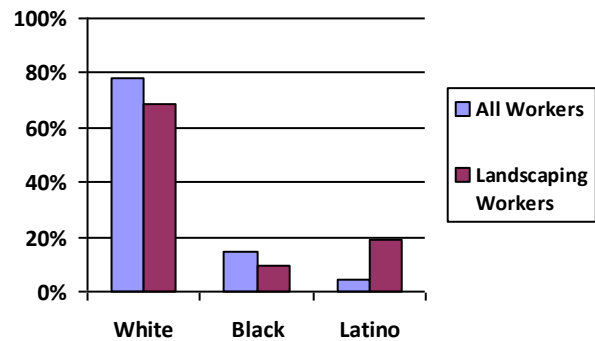
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	2,915,900	179,343,100	1,628,100	1,565,200	13,000
White	196,817,600	2,173,500	123,237,400	1,268,400	839,700	9,000
Black	37,685,800	447,100	20,246,200	233,100	128,100	1,300
Latino	50,477,600	186,100	24,057,100	76,600	550,800	2,500

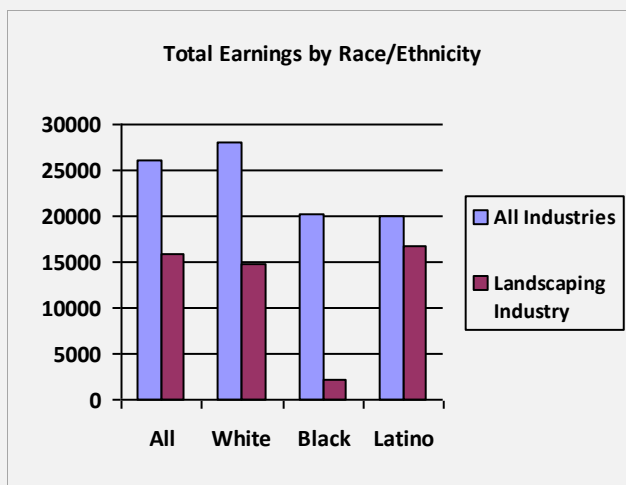
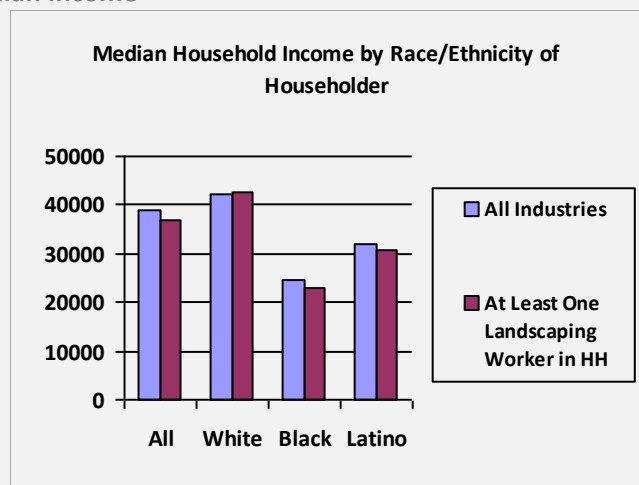
Data Source:

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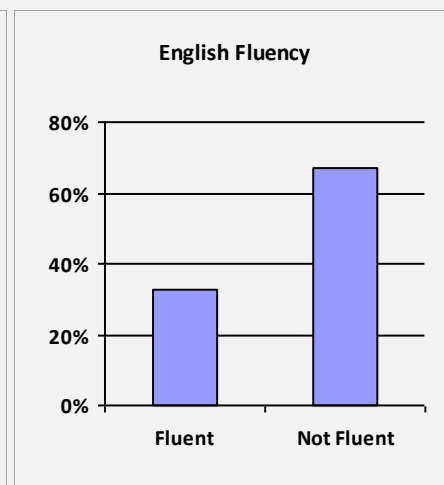
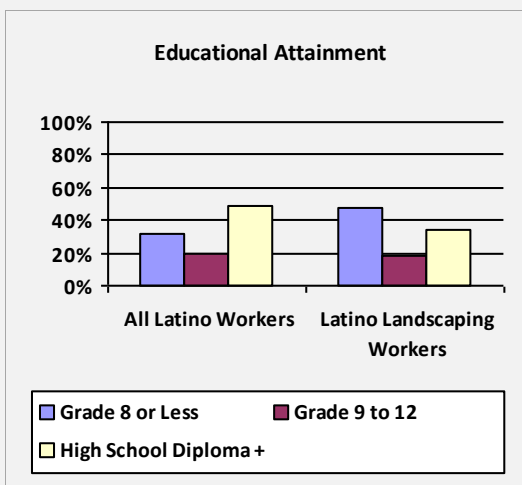
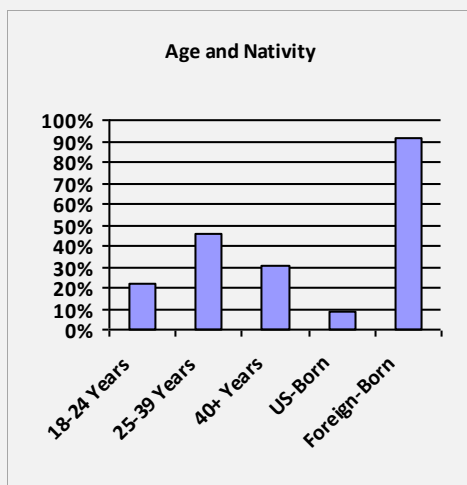
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	518			
Receipts (in \$1000)		All Firms <sup>4</sup>	4,191	256
Annual Payroll (in \$1000)		Receipts (in \$1000)	322,271	6,935

### Median Income<sup>2</sup>



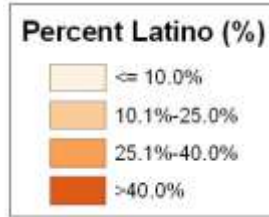
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

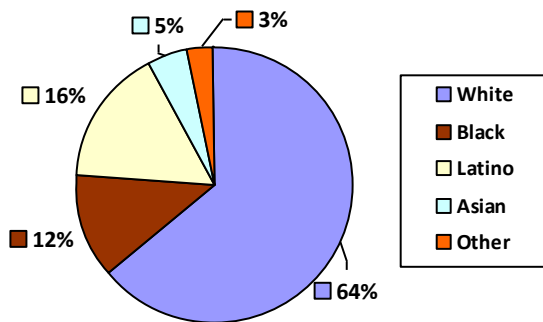
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# CALIFORNIA

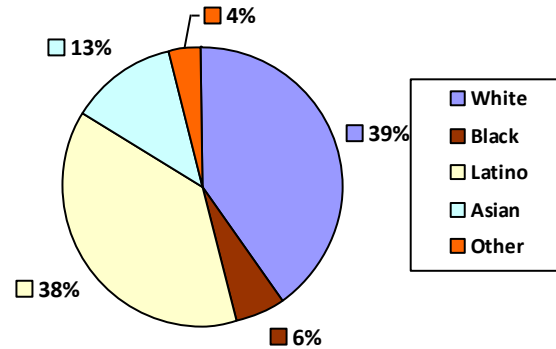


## Overview Comparison: US and State

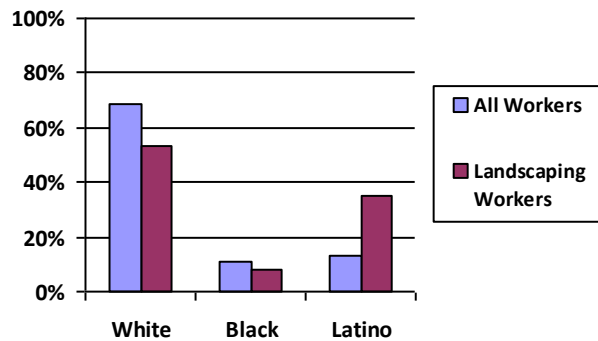
**Population by Race/Ethnicity: US**



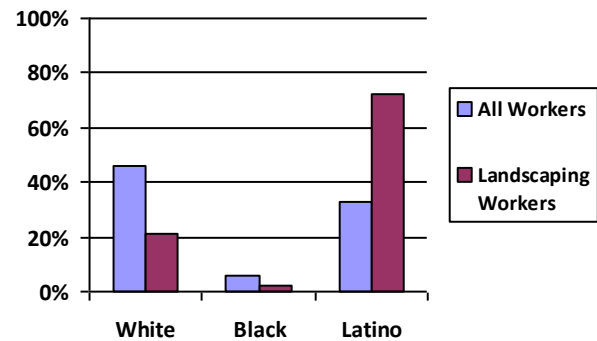
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	37,254,000	179,343,100	20,917,000	1,565,200	233,600
White	196,817,600	14,956,300	123,237,400	9,674,000	839,700	48,700
Black	37,685,800	2,163,800	20,246,200	1,203,900	128,100	4,300
Latino	50,477,600	14,013,700	24,057,100	6,813,500	550,800	169,600

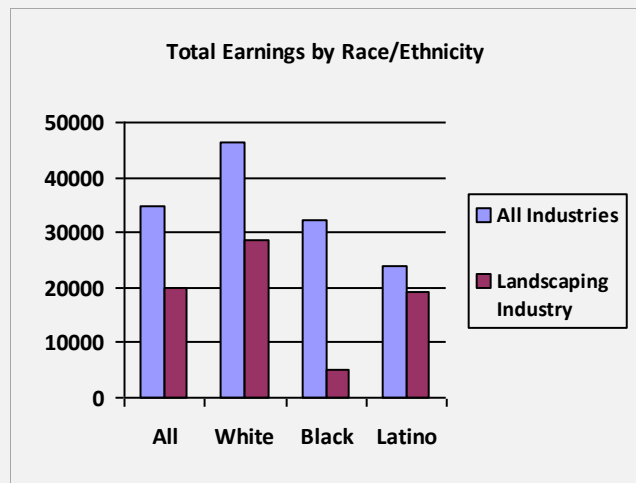
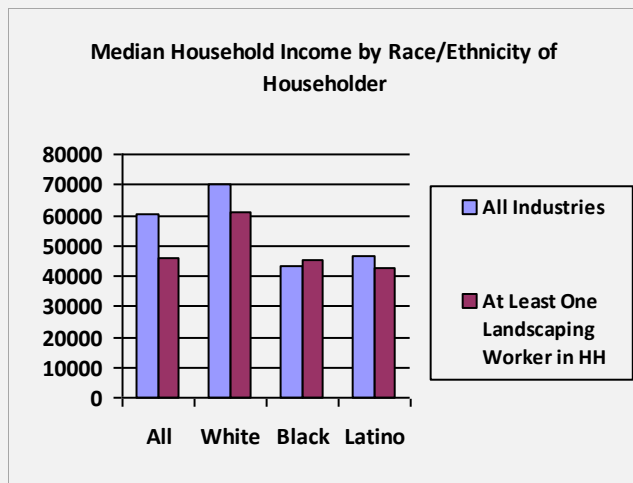
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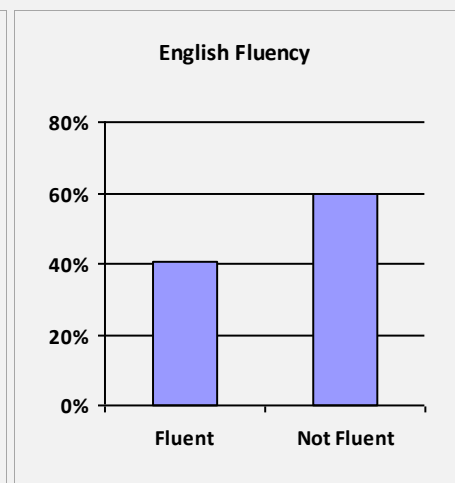
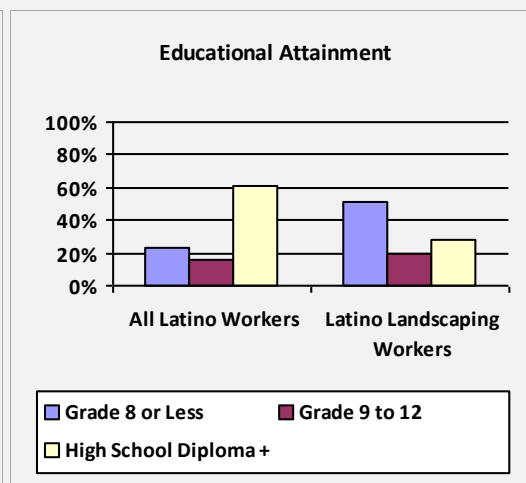
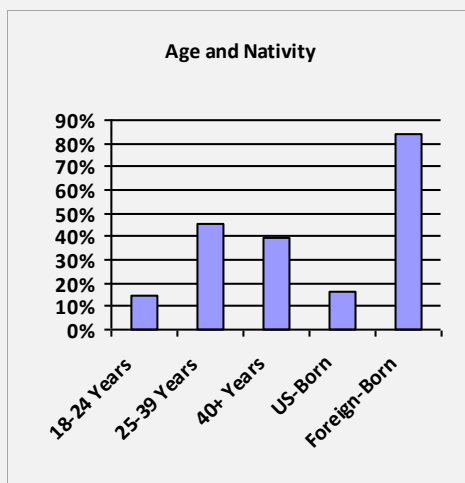
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	8,346			
Receipts (in \$1000)	7,237,942	All Firms <sup>4</sup>	22,802	25,753
Annual Payroll (in \$1000)	2,510,395	Receipts (in \$1000)	5,478,968	1,601,153

### Median Income<sup>2</sup>



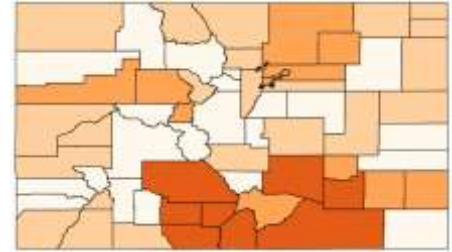
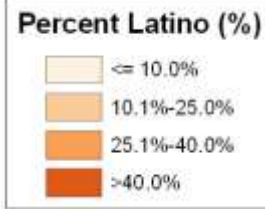
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

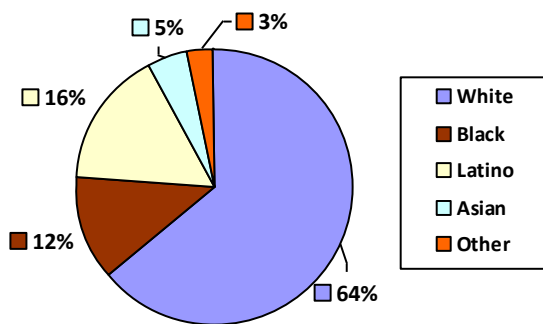
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# COLORADO

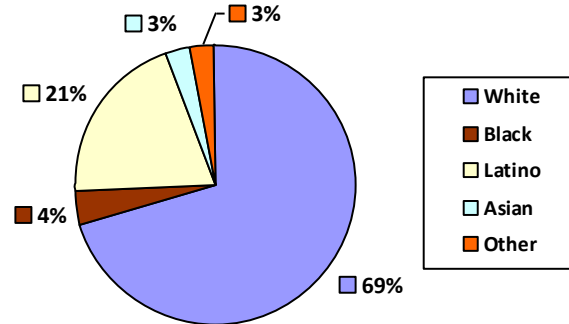


## Overview Comparison: US and State

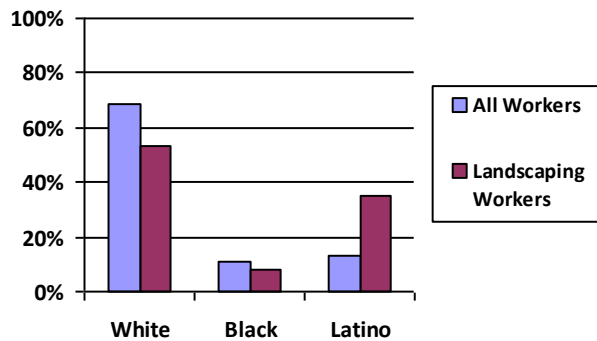
**Population by Race/Ethnicity: US**



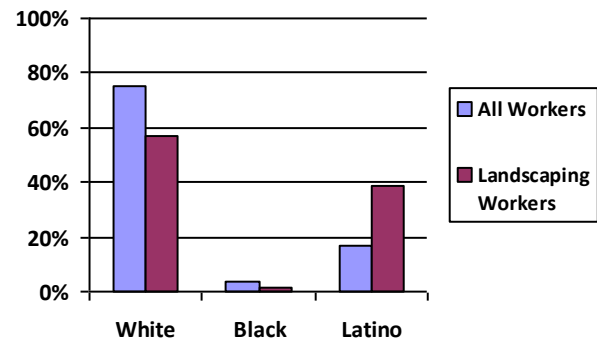
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	5,029,200	179,343,100	3,078,800	1,565,200	28,100
White	196,817,600	3,520,800	123,237,400	2,309,400	839,700	16,000
Black	37,685,800	188,800	20,246,200	108,500	128,100	500
Latino	50,477,600	1,038,700	24,057,100	512,800	550,800	10,900

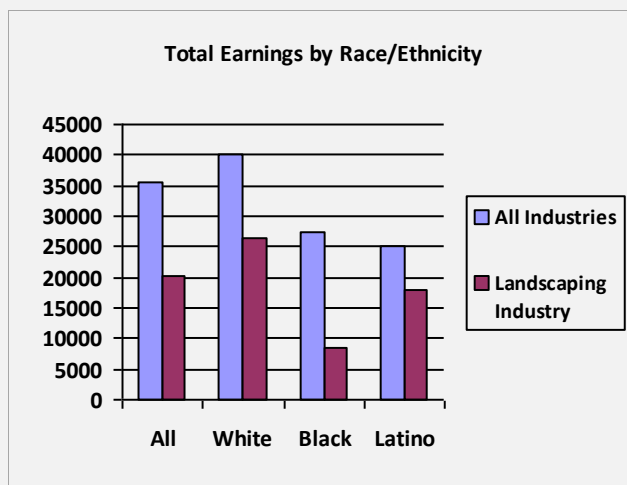
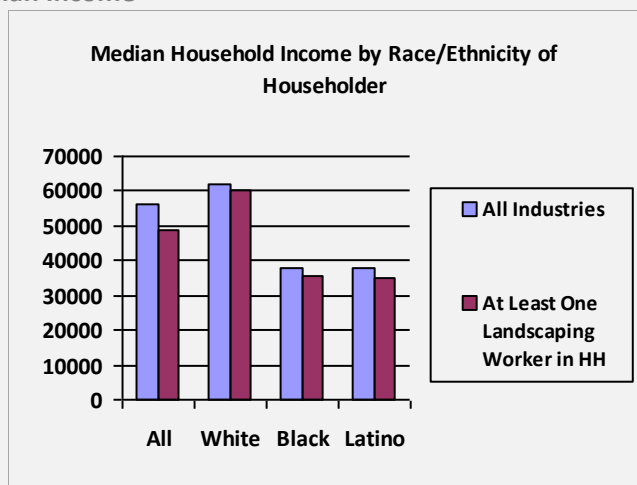
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

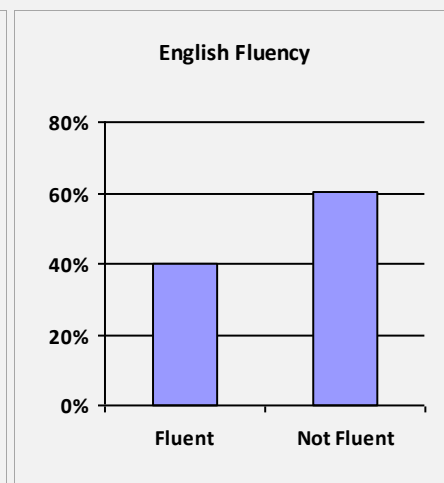
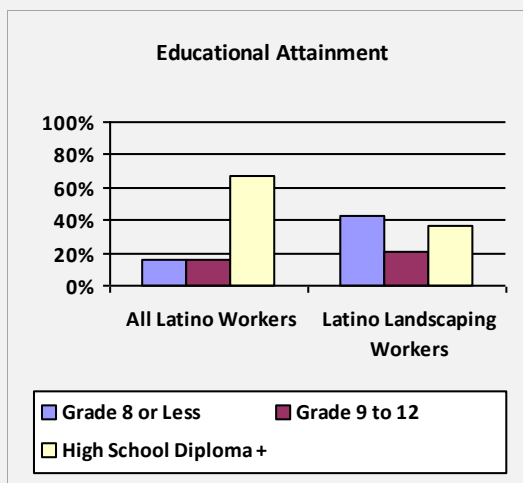
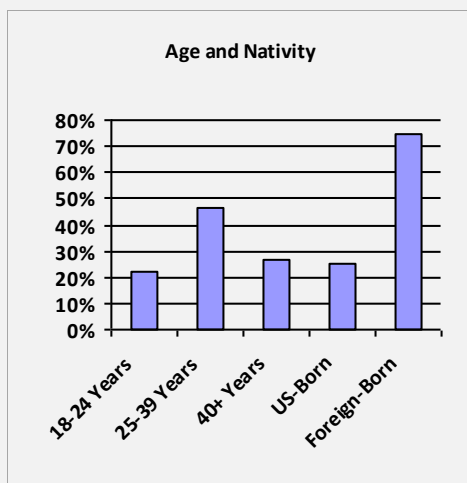
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,950			
Receipts (in \$1000)	1,328,313	All Firms <sup>4</sup>	5,160	636
Annual Payroll (in \$1000)	423,233	Receipts (in \$1000)	1,197,737	90,712

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

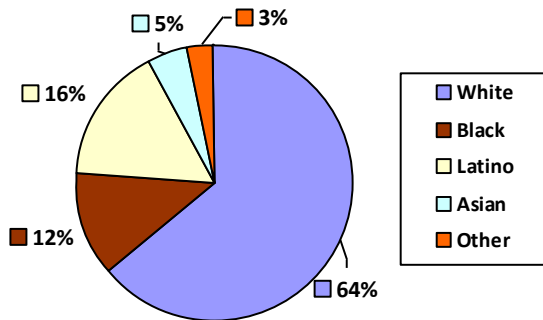
# CONNECTICUT

Percent Latino (%)

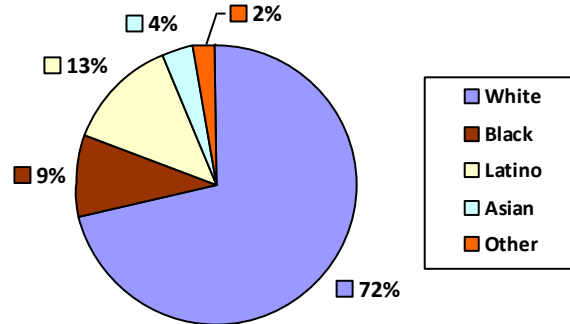


## Overview Comparison: US and State

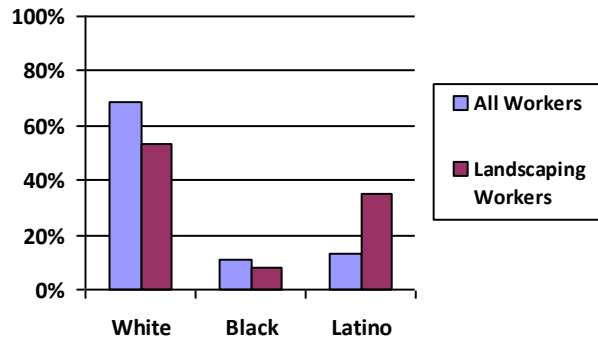
Population by Race/Ethnicity: US



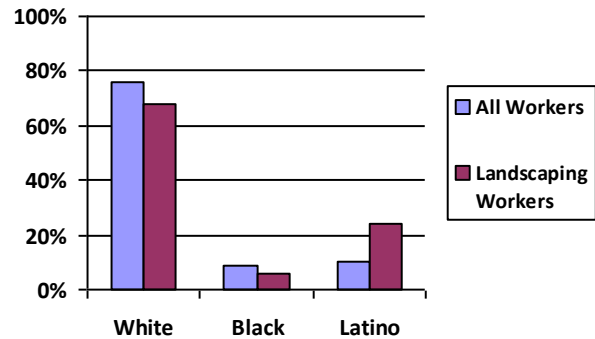
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	3,574,100	179,343,100	2,167,000	1,565,200	23,000
White	196,817,600	2,546,300	123,237,400	1,642,500	839,700	15,600
Black	37,685,800	335,100	20,246,200	190,100	128,100	1,300
Latino	50,477,600	479,100	24,057,100	224,900	550,800	5,600

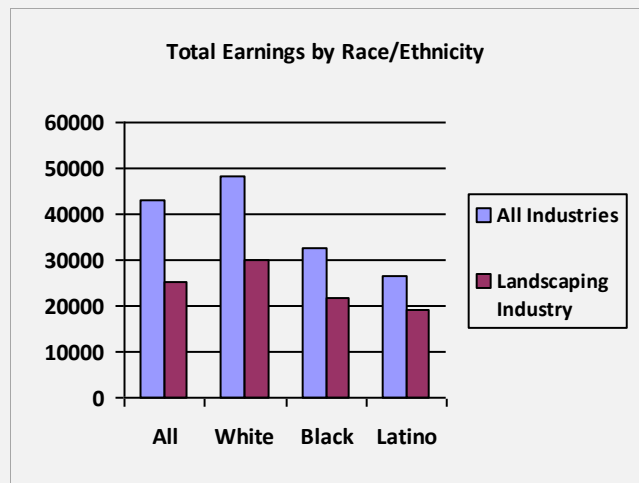
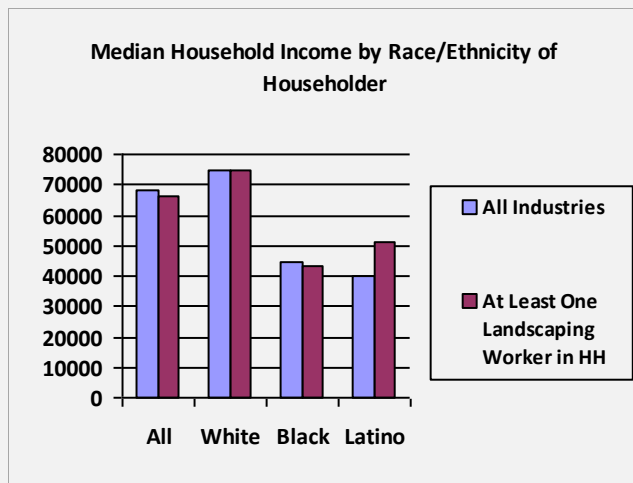
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

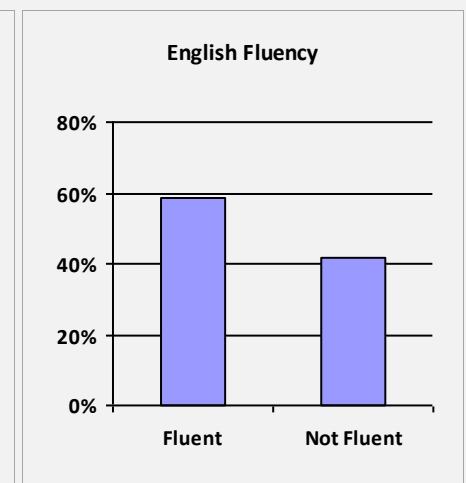
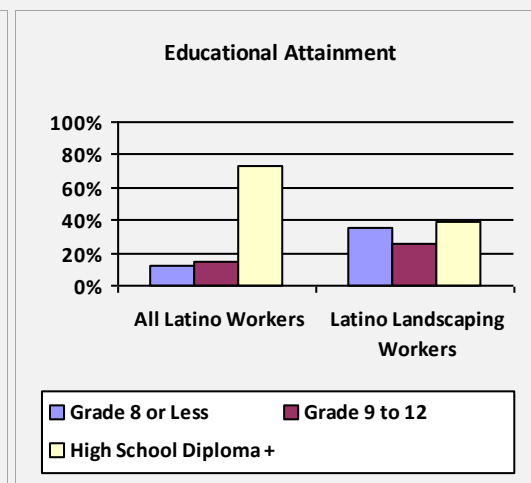
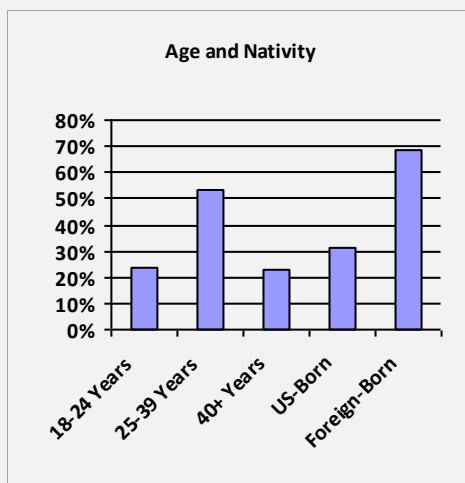
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,963			
Receipts (in \$1000)	980,904	All Firms <sup>4</sup>	5,373	381
Annual Payroll (in \$1000)	296,237	Receipts (in \$1000)	972,992	38,355

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

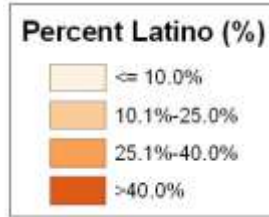


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

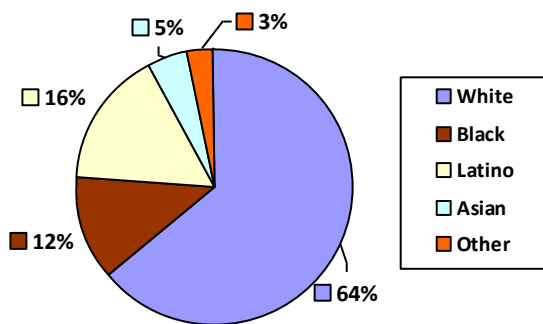


# DELAWARE

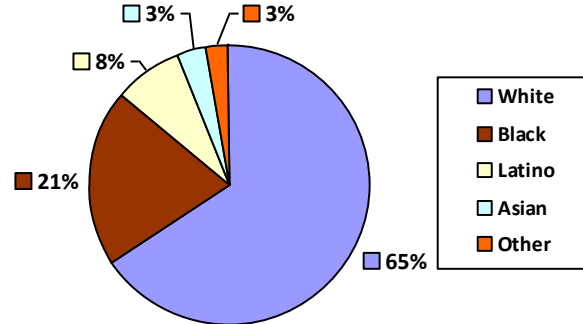


## Overview Comparison: US and State

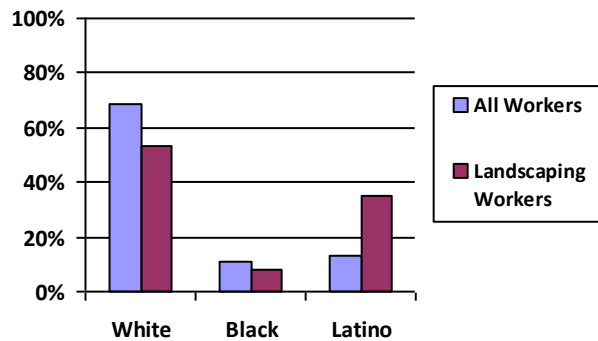
**Population by Race/Ethnicity: US**



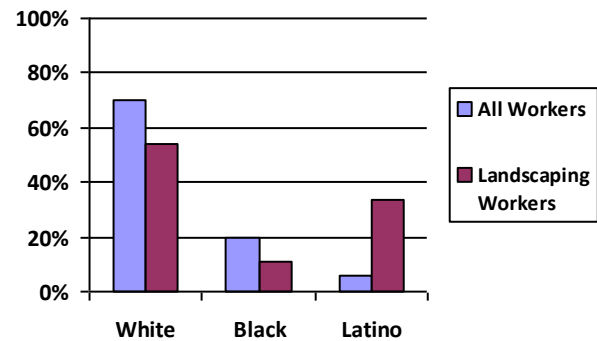
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	897,900	179,343,100	527,700	1,565,200	5,000
White	196,817,600	586,800	123,237,400	370,800	839,700	2,700
Black	37,685,800	186,800	20,246,200	105,100	128,100	500
Latino	50,477,600	73,200	24,057,100	29,100	550,800	1,700

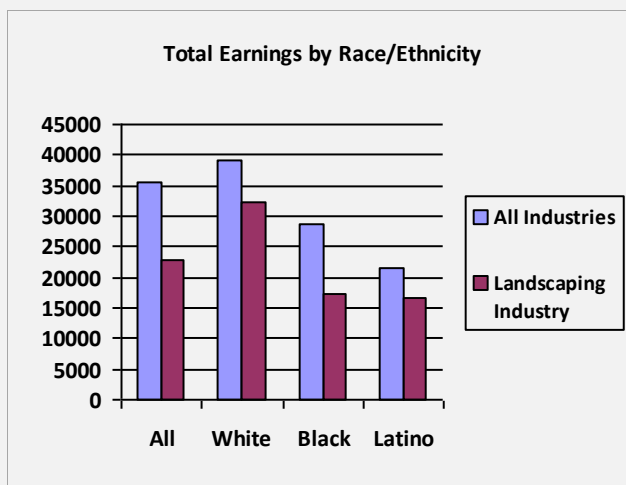
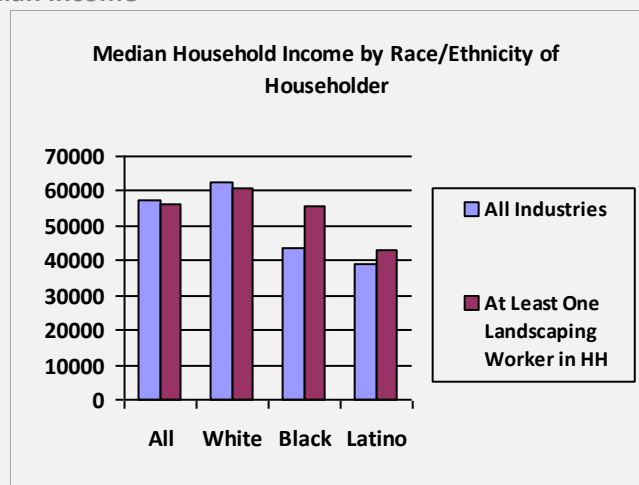
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

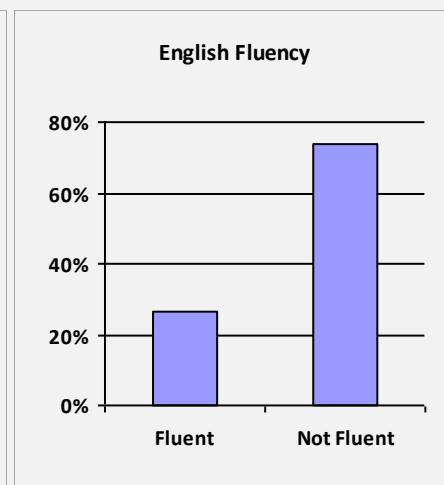
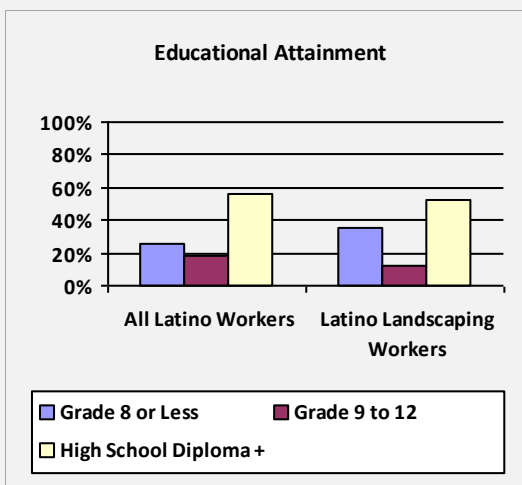
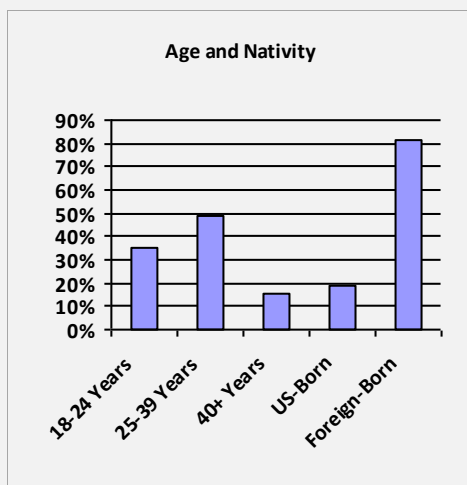
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	355			
Receipts (in \$1000)	234,413	All Firms <sup>4</sup>	979	51
Annual Payroll (in \$1000)	76,707	Receipts (in \$1000)	124,961	1,769

### Median Income<sup>2</sup>



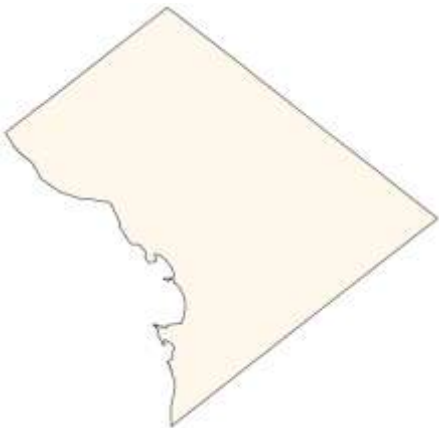
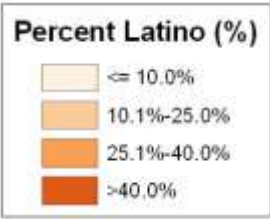
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



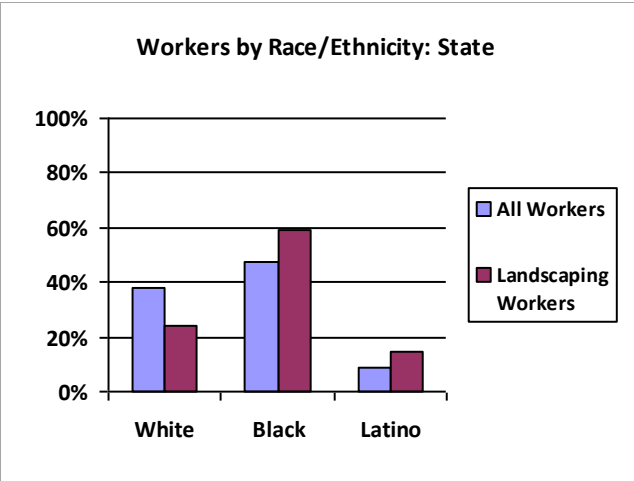
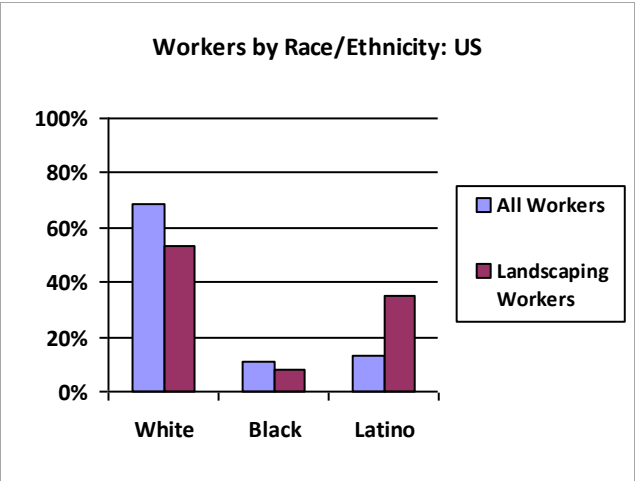
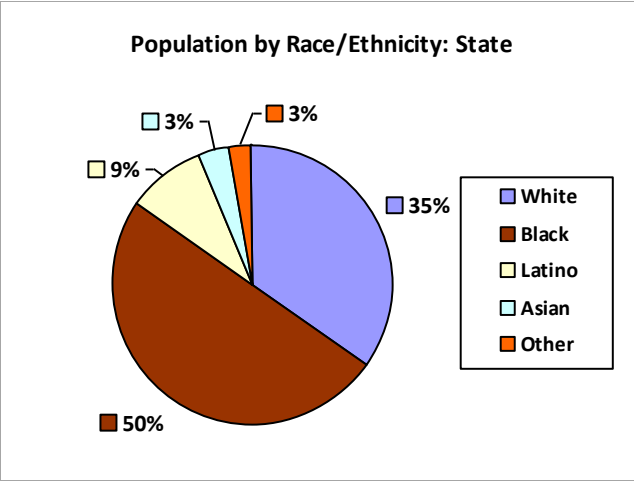
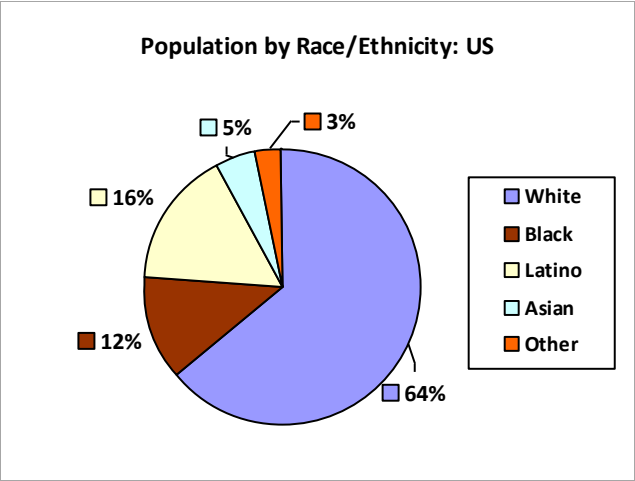
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# DISTRICT OF COLUMBIA



## Overview Comparison: US and State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	601,700	179,343,100	380,400	1,565,200	1,500
White	196,817,600	209,500	123,237,400	145,700	839,700	400
Black	37,685,800	301,100	20,246,200	181,400	128,100	900
Latino	50,477,600	54,700	24,057,100	32,400	550,800	200

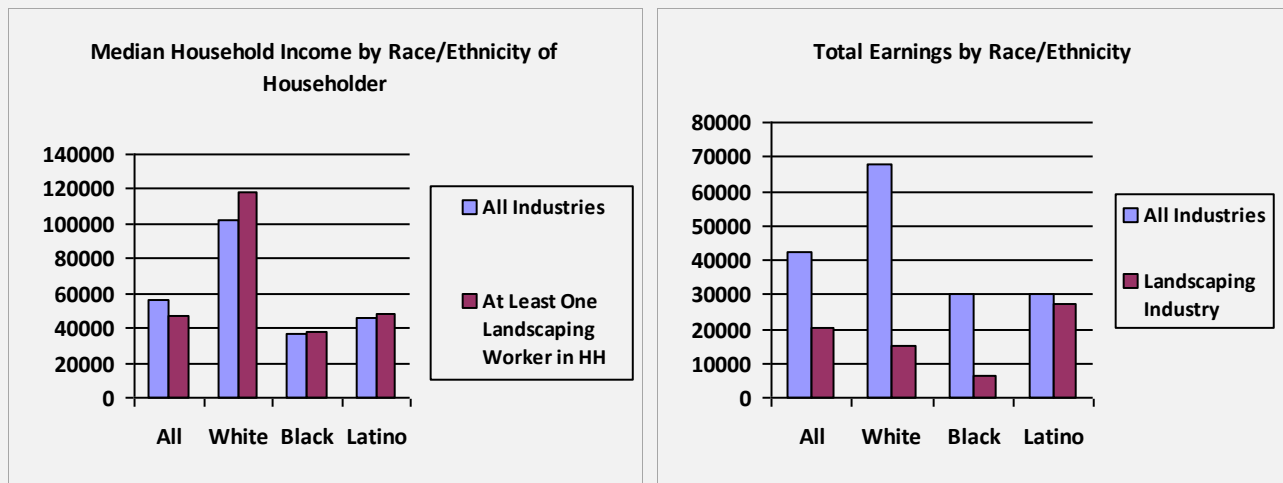
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3.Economic Census 2007; 4. Survey of Business Owners 2007

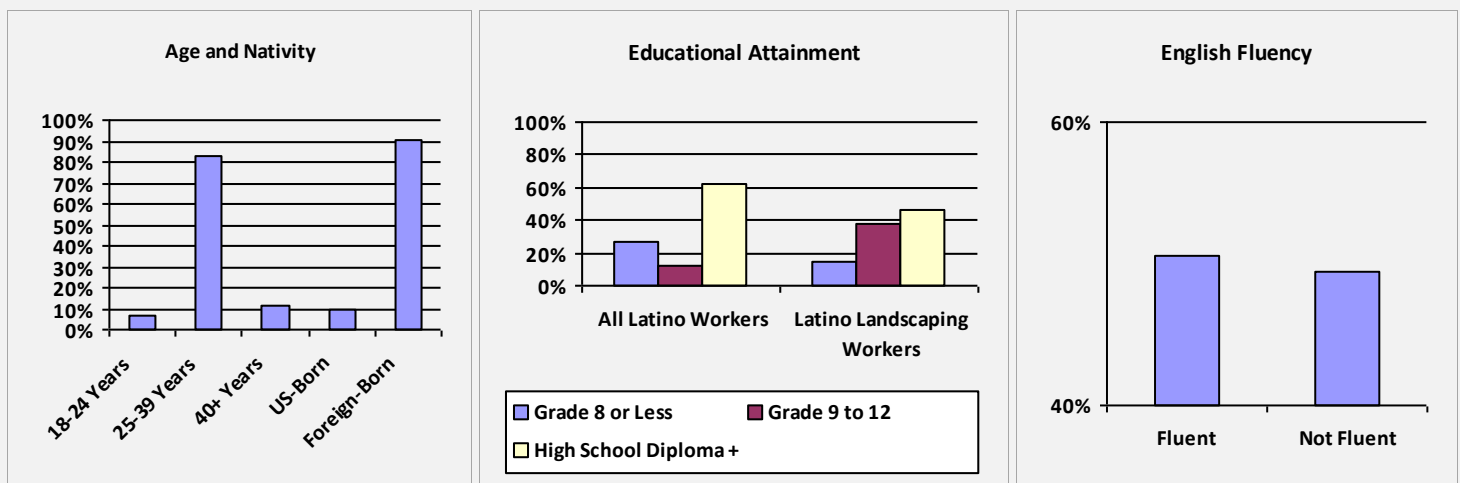
### Business Ownership in the Landscaping Industry

		Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	11		
Receipts (in \$1000)	All Firms <sup>4</sup>	0	0
Annual Payroll (in \$1000)	Receipts (in \$1000)	0	0

### Median Income<sup>2</sup>



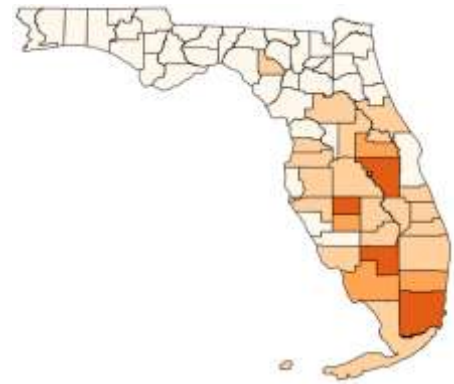
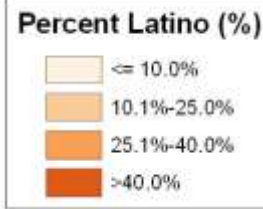
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

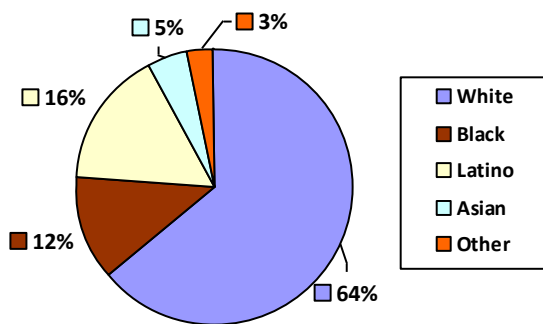
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# FLORIDA

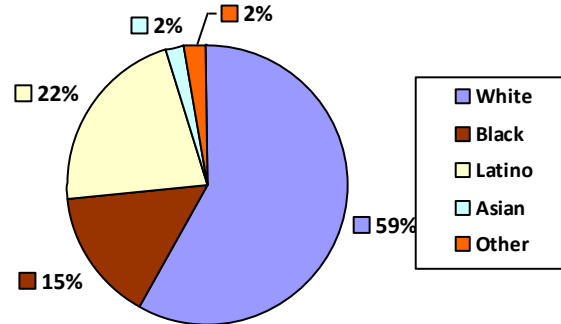


## Overview Comparison: US and State

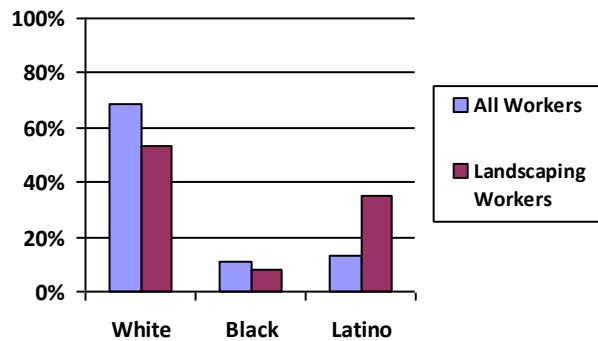
**Population by Race/Ethnicity: US**



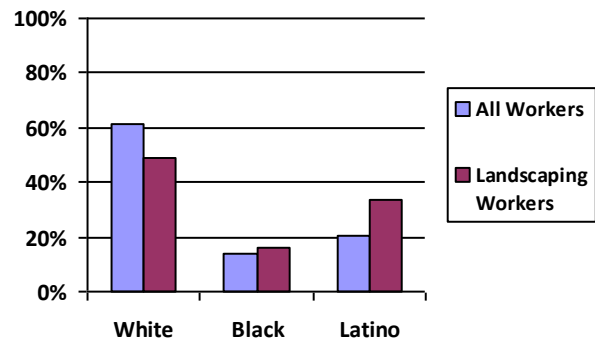
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	18,801,300	179,343,100	10,511,400	1,565,200	134,200
White	196,817,600	10,884,700	123,237,400	6,468,800	839,700	65,700
Black	37,685,800	2,851,100	20,246,200	1,493,100	128,100	21,400
Latino	50,477,600	4,223,800	24,057,100	2,137,600	550,800	44,900

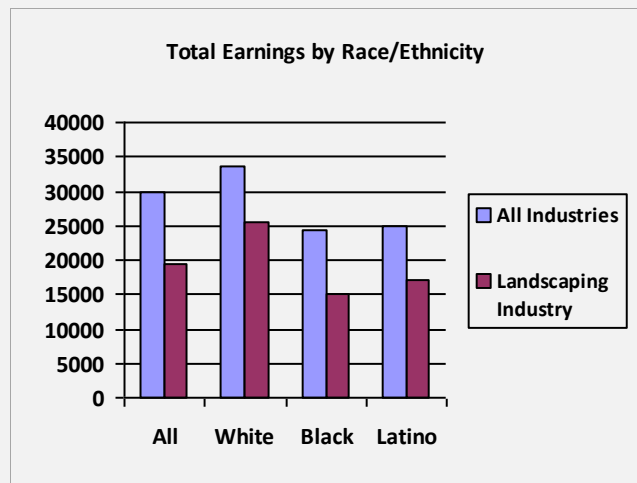
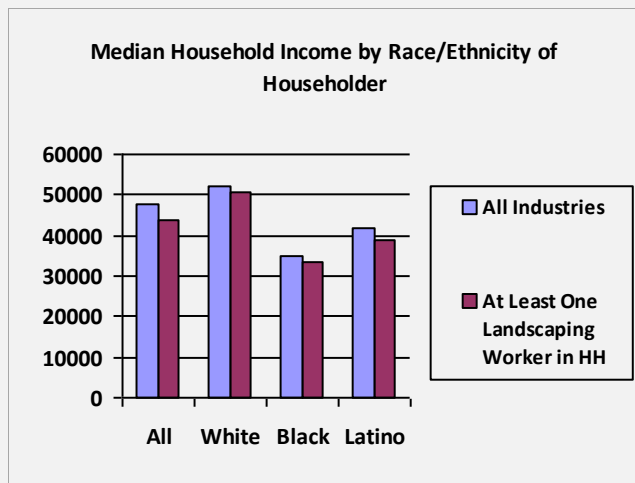
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

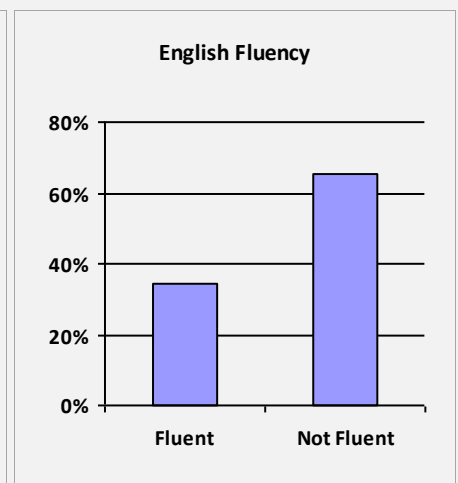
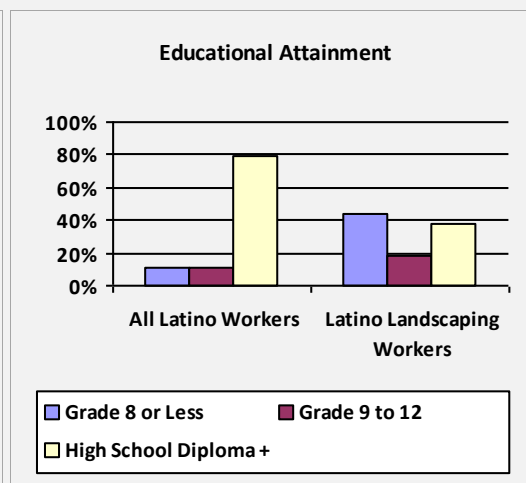
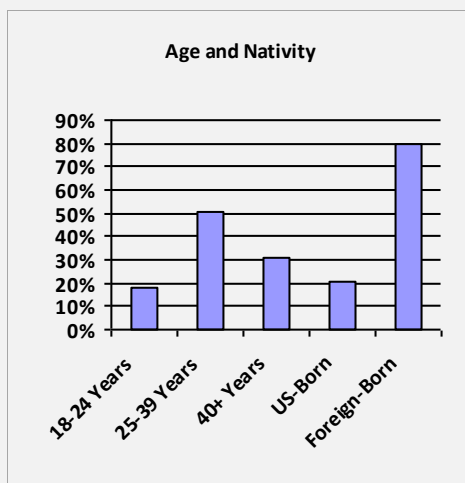
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	8,055			
Receipts (in \$1000)	4,452,012	All Firms <sup>4</sup>	26,320	7,042
Annual Payroll (in \$1000)	1,346,653	Receipts (in \$1000)	3,893,052	522,785

### Median Income<sup>2</sup>



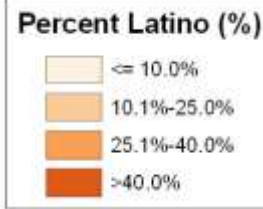
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

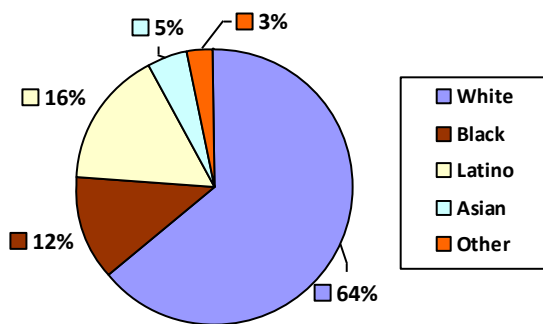
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# GEORGIA

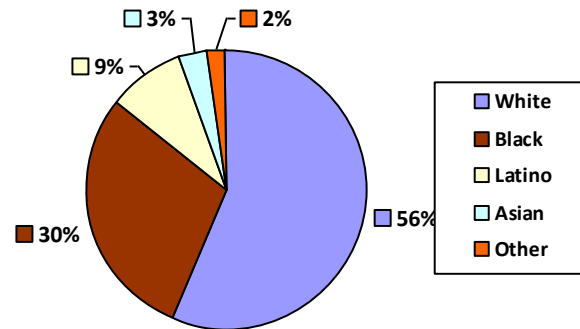


## Overview Comparison: US and State

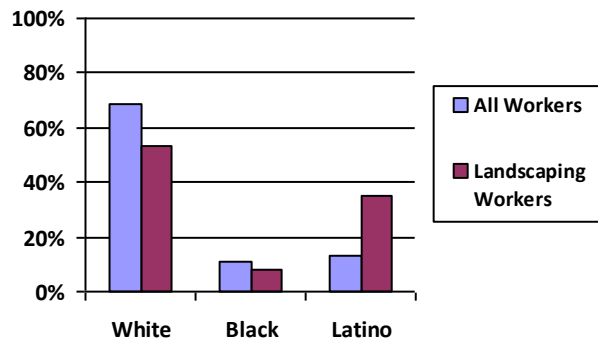
**Population by Race/Ethnicity: US**



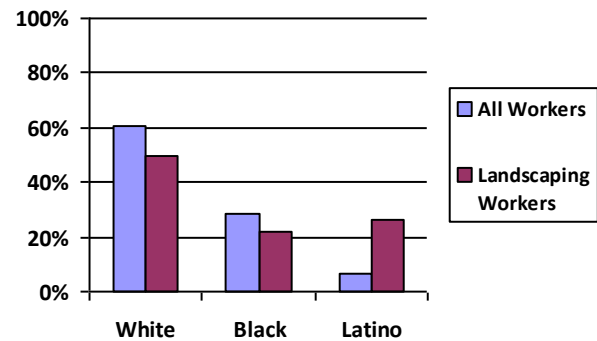
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	9,687,700	179,343,100	5,557,700	1,565,200	52,400
White	196,817,600	5,413,900	123,237,400	3,374,500	839,700	26,100
Black	37,685,800	2,910,800	20,246,200	1,563,800	128,100	11,300
Latino	50,477,600	853,700	24,057,100	384,500	550,800	13,800

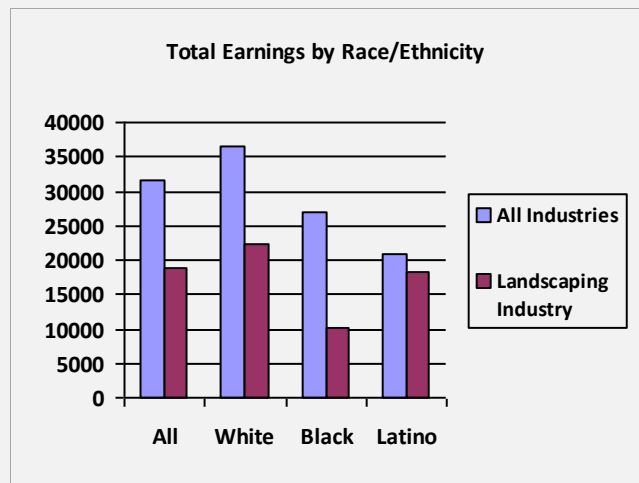
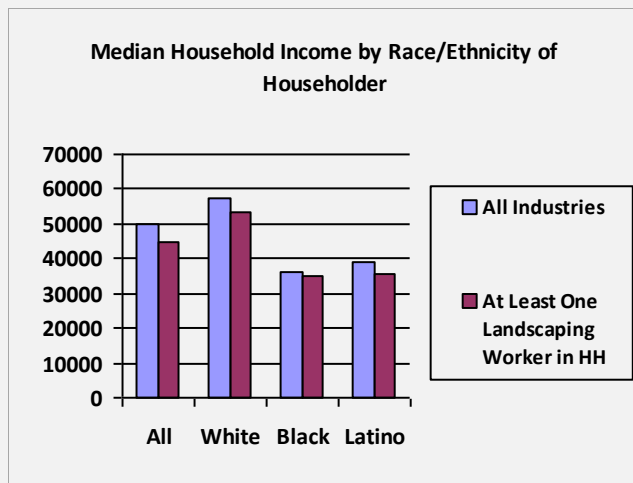
Data Source:

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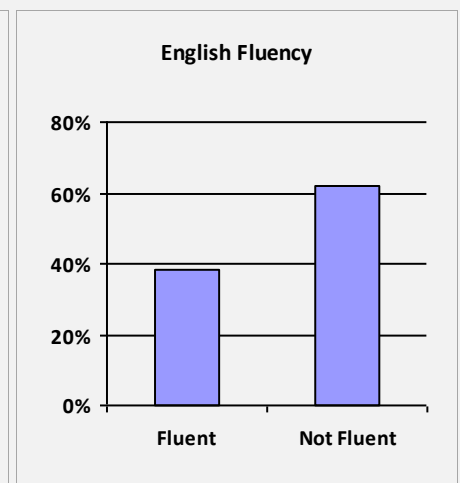
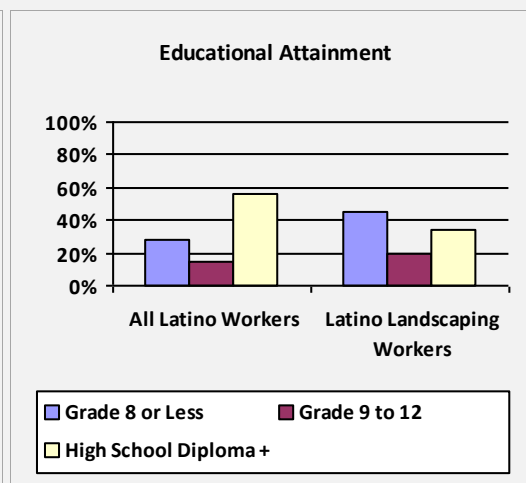
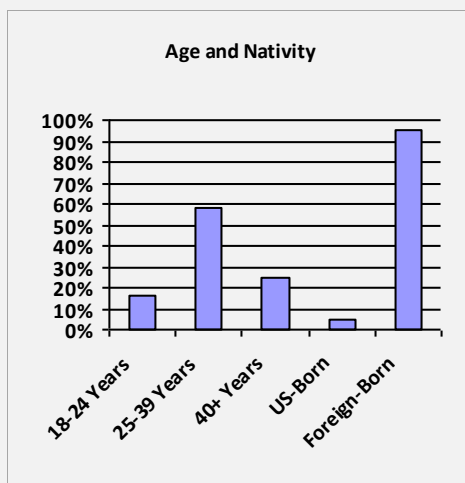
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	2,838			
Receipts (in \$1000)	1,762,279	All Firms <sup>4</sup>	18,105	957
Annual Payroll (in \$1000)	526,284	Receipts (in \$1000)	2,049,986	52,540

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



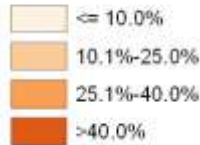
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007



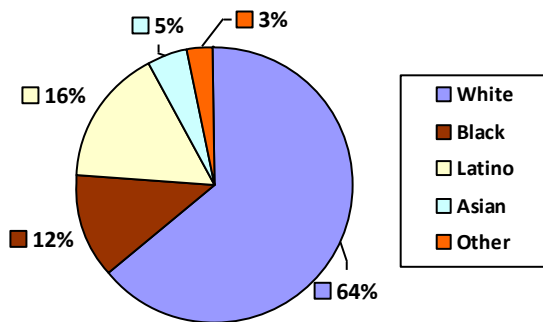
# HAWAII

## Percent Latino (%)

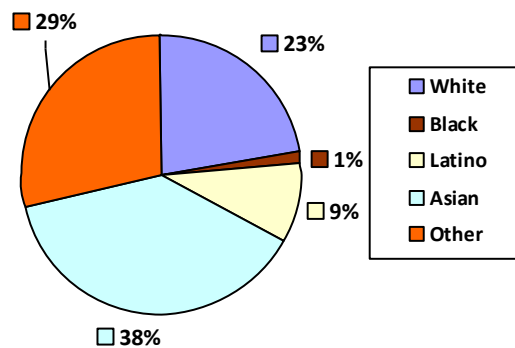


## Overview Comparison: US and State

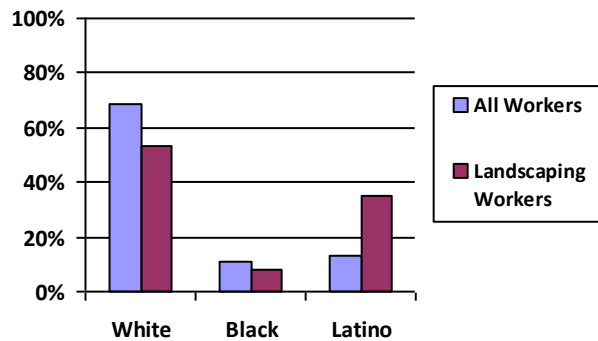
### Population by Race/Ethnicity: US



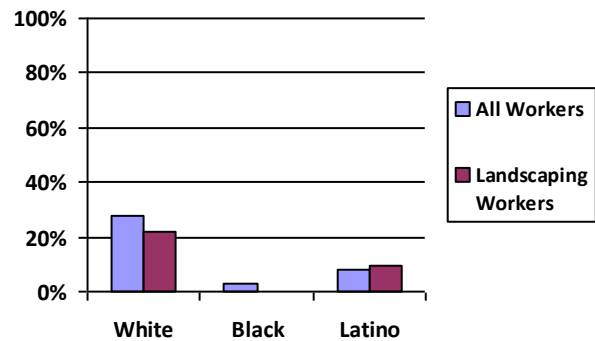
### Population by Race/Ethnicity: State



### Workers by Race/Ethnicity: US



### Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,360,300	179,343,100	782,700	1,565,200	6,600
White	196,817,600	309,300	123,237,400	217,800	839,700	1,400
Black	37,685,800	19,900	20,246,200	20,700	128,100	
Latino	50,477,600	120,800	24,057,100	60,000	550,800	600

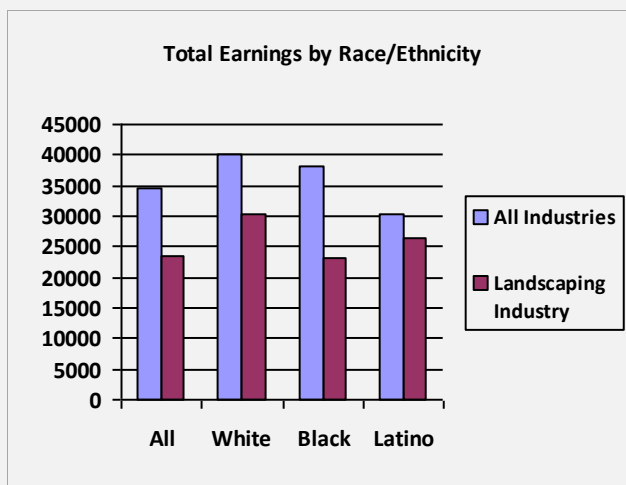
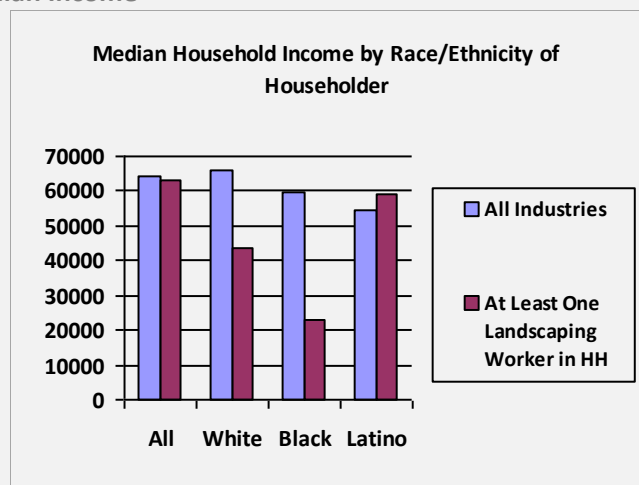
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

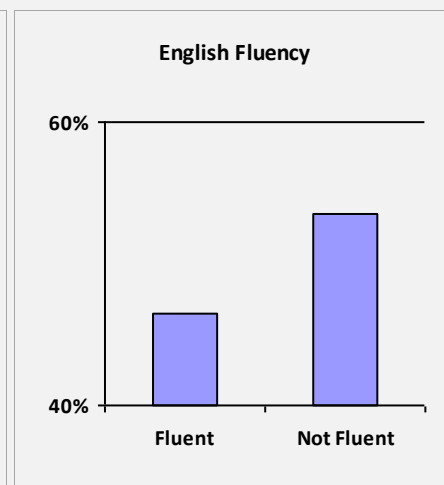
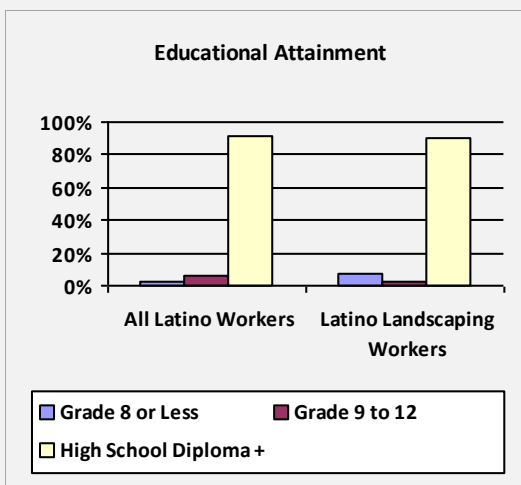
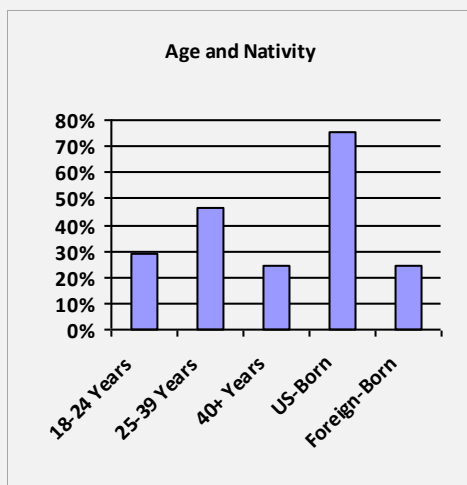
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	299			
Receipts (in \$1000)	223,328	All Firms <sup>4</sup>	2,094	37
Annual Payroll (in \$1000)	81,992	Receipts (in \$1000)	310,469	7,492

### Median Income<sup>2</sup>



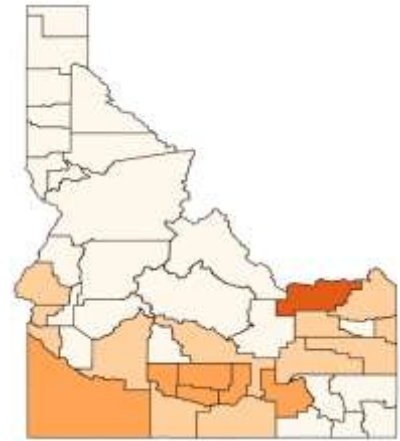
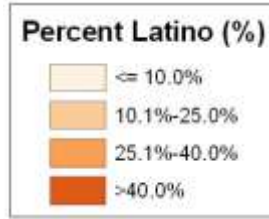
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

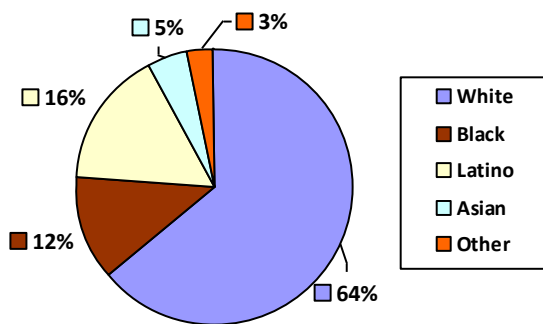
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# IDAHO

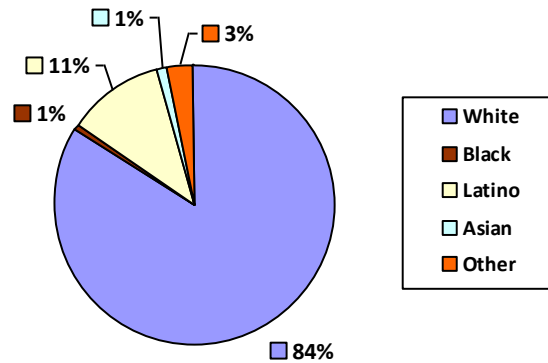


## Overview Comparison: US and State

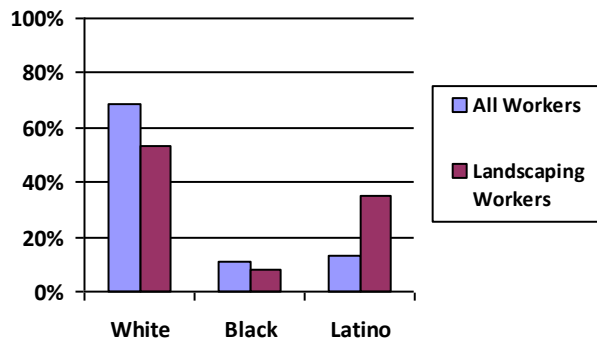
**Population by Race/Ethnicity: US**



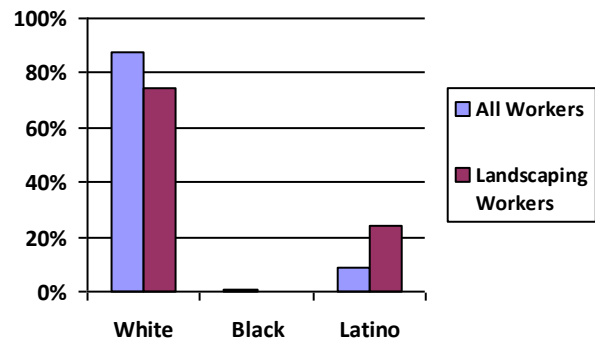
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,567,600	179,343,100	896,200	1,565,200	8,800
White	196,817,600	1,316,200	123,237,400	782,300	839,700	6,500
Black	37,685,800	8,900	20,246,200	4,300	128,100	
Latino	50,477,600	175,900	24,057,100	77,000	550,800	2,100

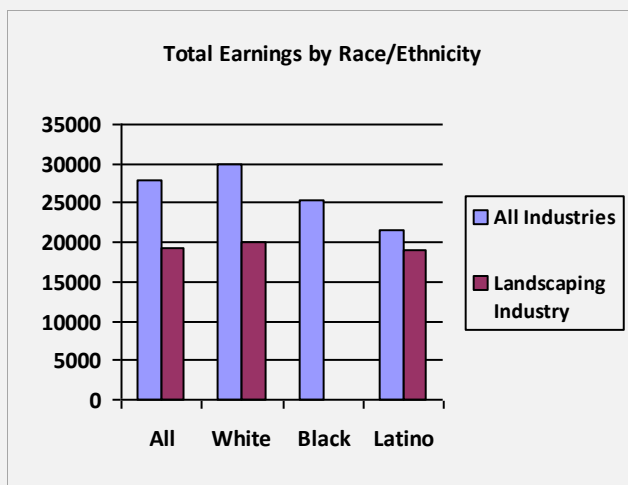
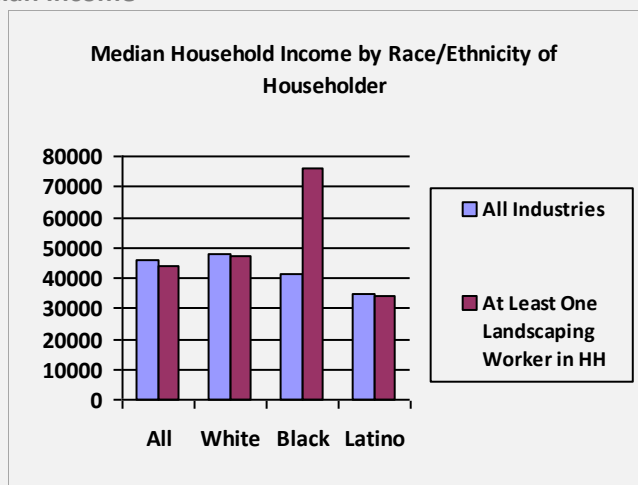
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

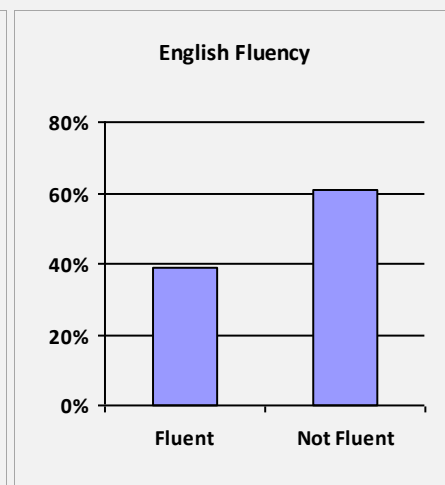
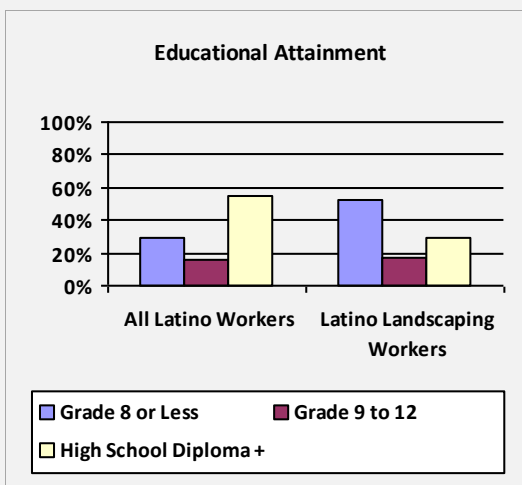
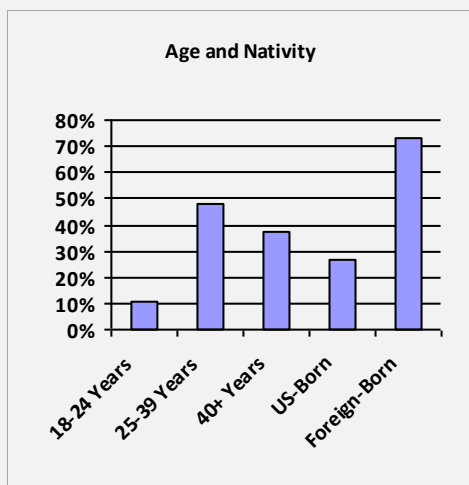
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	752			
Receipts (in \$1000)	341,176	All Firms <sup>4</sup>	1,759	227
Annual Payroll (in \$1000)	106,472	Receipts (in \$1000)	287,102	7,672

### Median Income<sup>2</sup>



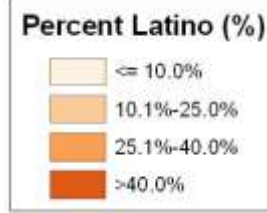
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

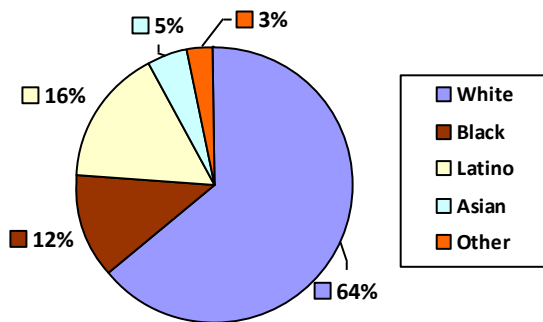
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# ILLINOIS

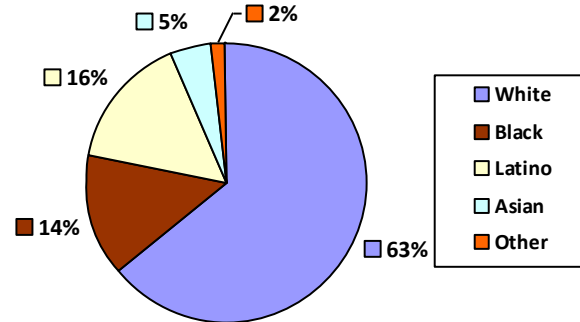


## Overview Comparison: US and State

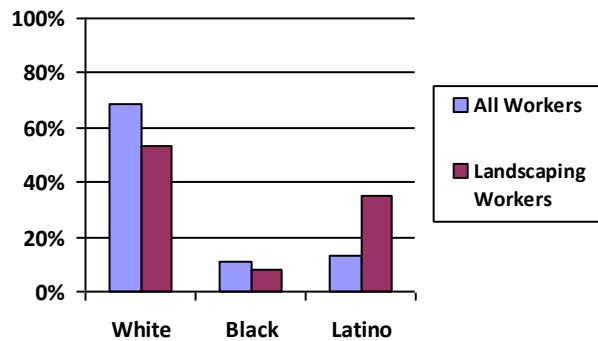
**Population by Race/Ethnicity: US**



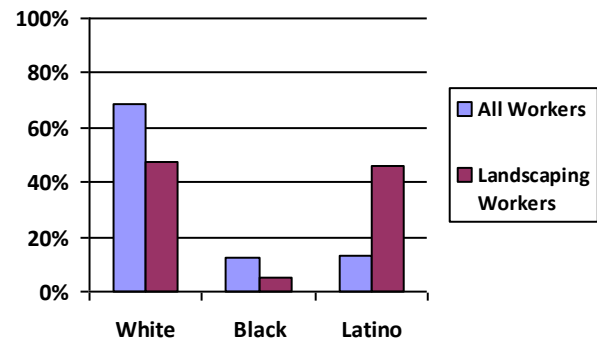
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	12,830,600	179,343,100	7,662,400	1,565,200	53,700
White	196,817,600	8,167,800	123,237,400	5,279,200	839,700	25,600
Black	37,685,800	1,832,900	20,246,200	971,000	128,100	2,700
Latino	50,477,600	2,027,600	24,057,100	994,700	550,800	24,800

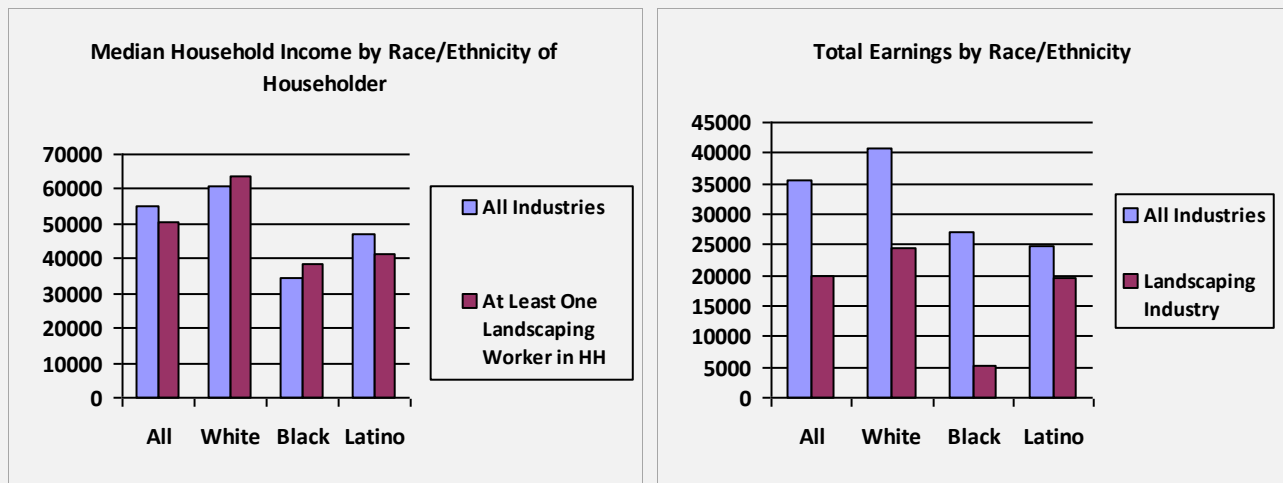
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

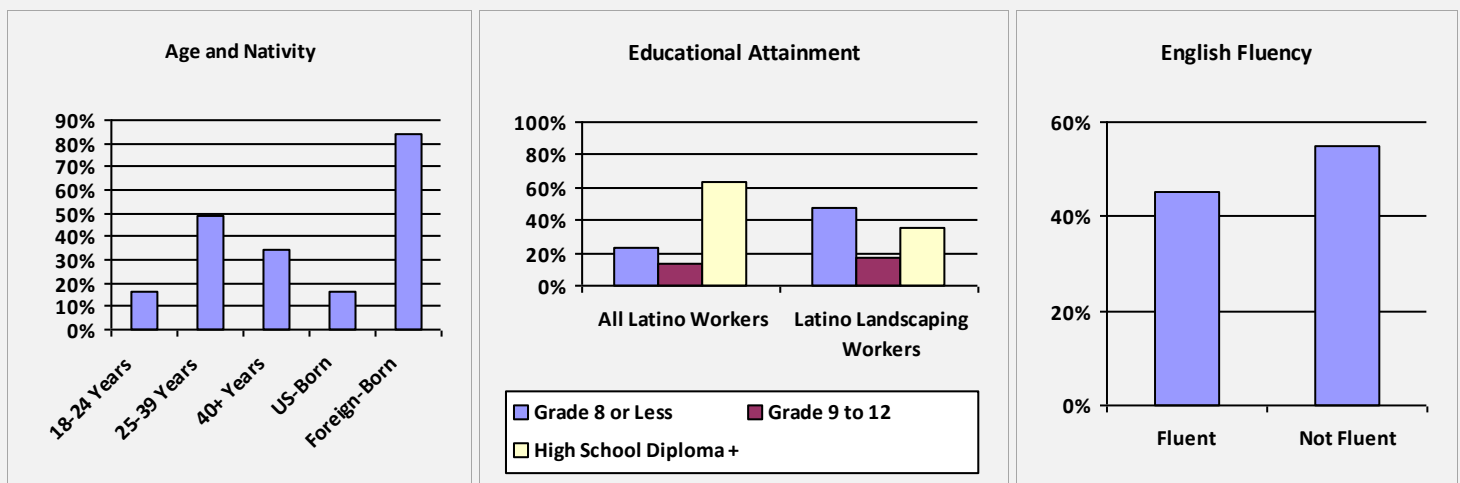
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	3,829			
Receipts (in \$1000)	2,584,192	All Firms <sup>4</sup>	10,040	1,375
Annual Payroll (in \$1000)	861,659	Receipts (in \$1000)	2,418,391	211,760

### Median Income<sup>2</sup>



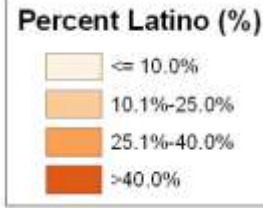
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

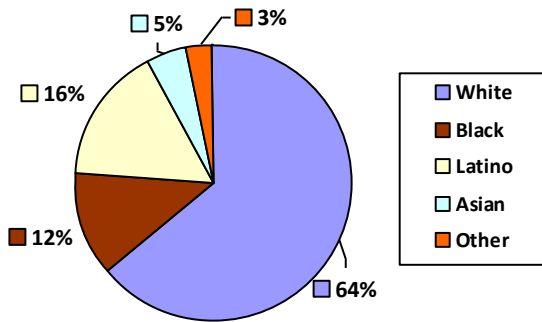
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# INDIANA

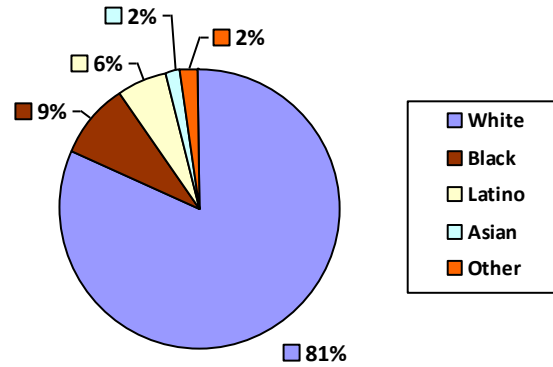


## Overview Comparison: US and State

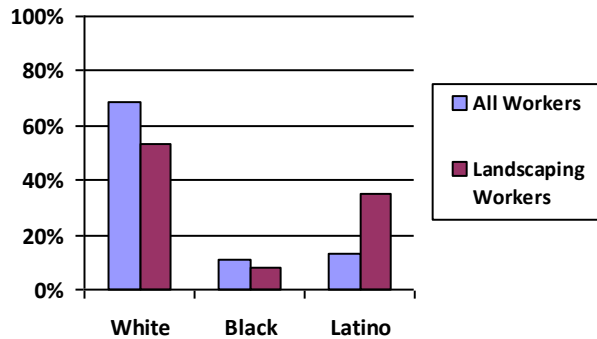
**Population by Race/Ethnicity: US**



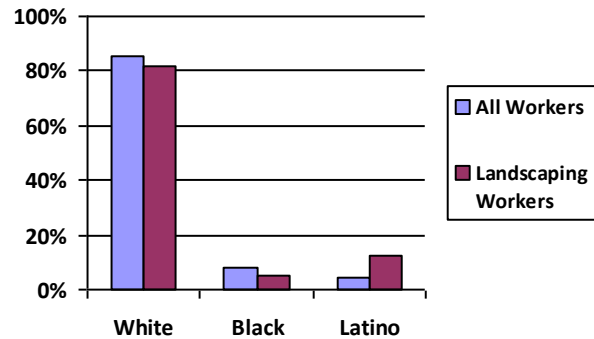
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	6,483,800	179,343,100	3,836,200	1,565,200	28,500
White	196,817,600	5,286,500	123,237,400	3,268,700	839,700	23,300
Black	37,685,800	582,100	20,246,200	299,800	128,100	1,400
Latino	50,477,600	389,700	24,057,100	168,900	550,800	3,500

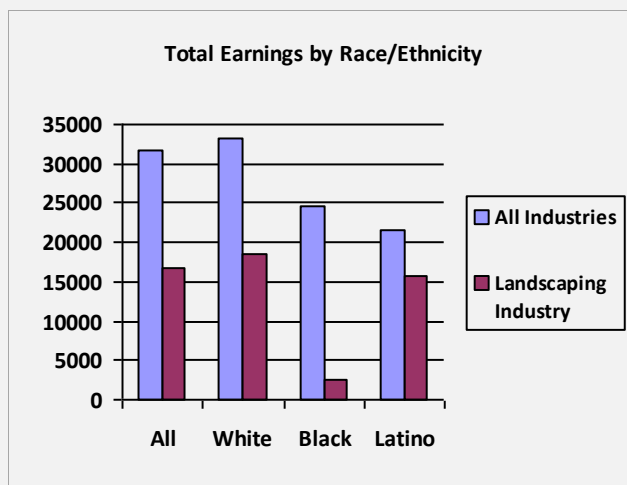
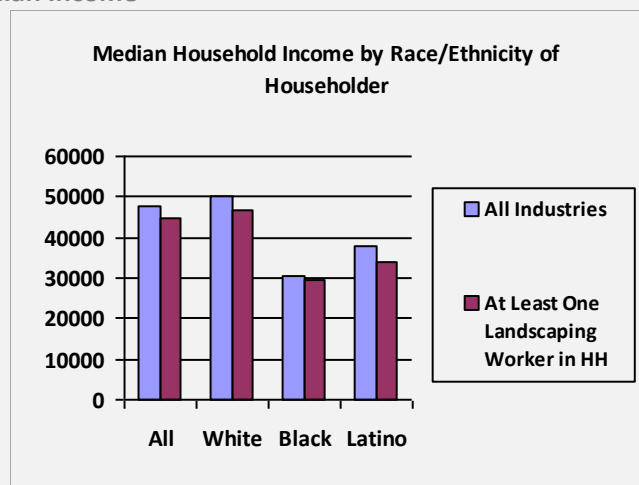
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

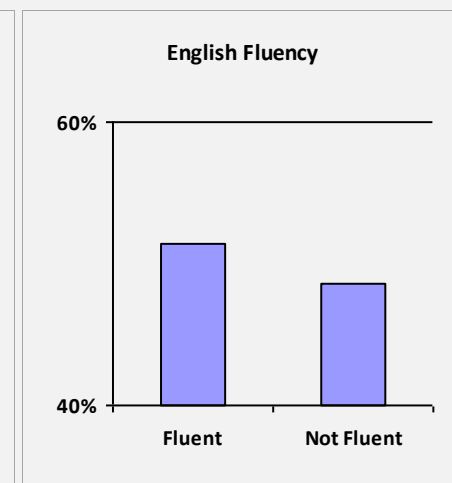
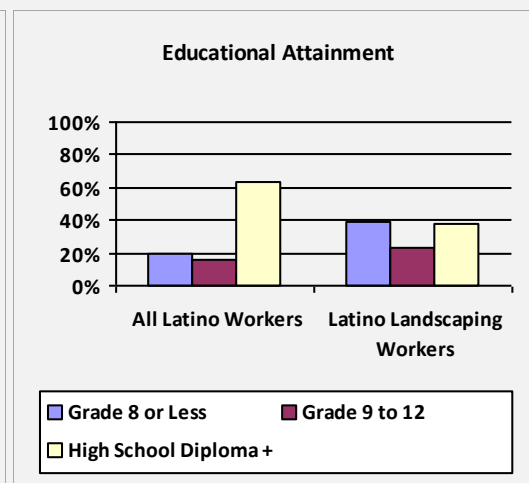
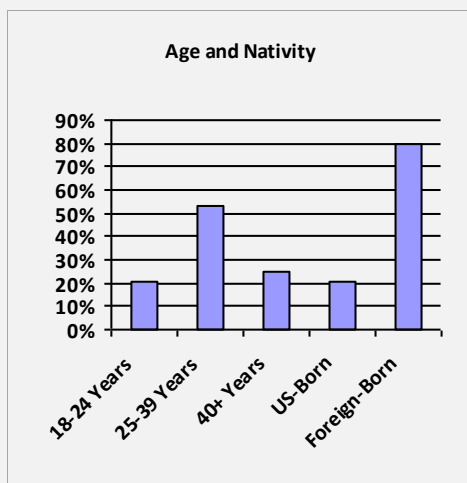
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,963			
Receipts (in \$1000)	1,029,968	All Firms <sup>4</sup>	7,917	231
Annual Payroll (in \$1000)	312,440	Receipts (in \$1000)	954,146	5,377

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

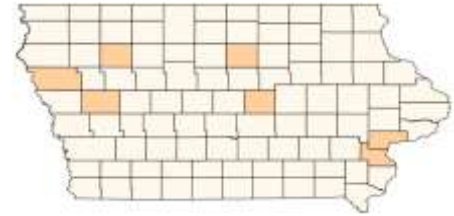
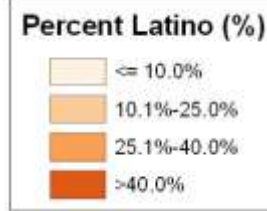


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

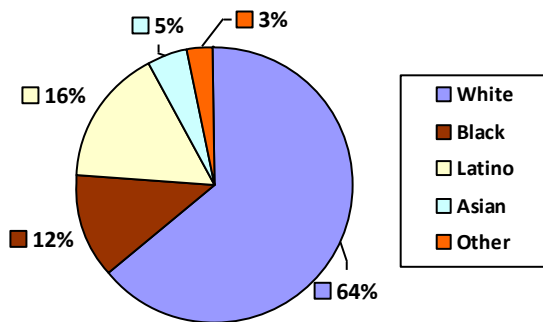


# IOWA

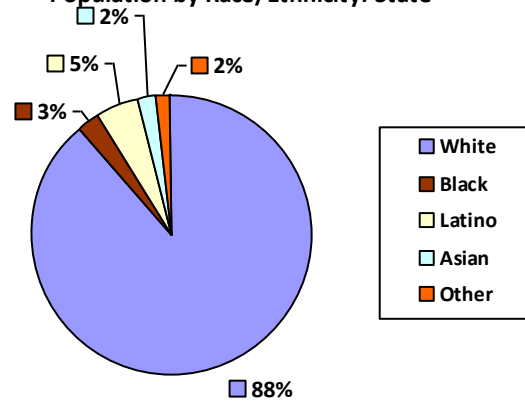


## Overview Comparison: US and State

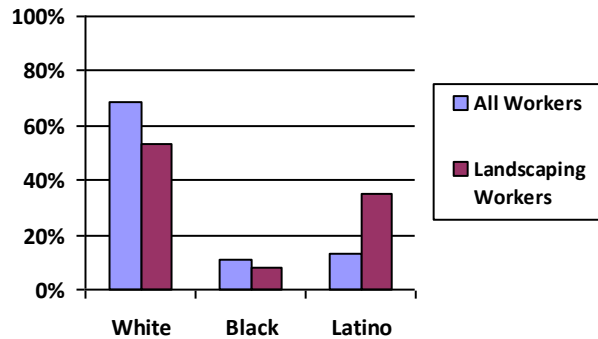
**Population by Race/Ethnicity: US**



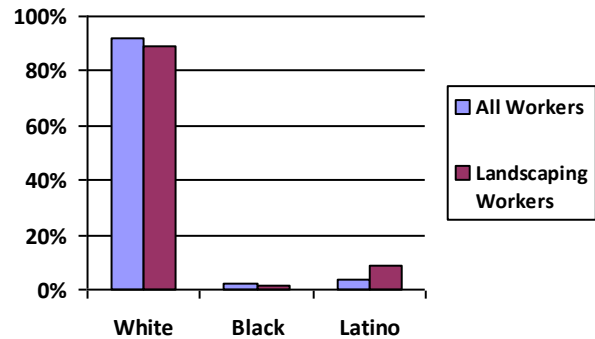
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	3,046,400	179,343,100	1,887,800	1,565,200	9,800
White	196,817,600	2,701,100	123,237,400	1,736,500	839,700	8,800
Black	37,685,800	86,900	20,246,200	39,400	128,100	100
Latino	50,477,600	151,500	24,057,100	62,800	550,800	900

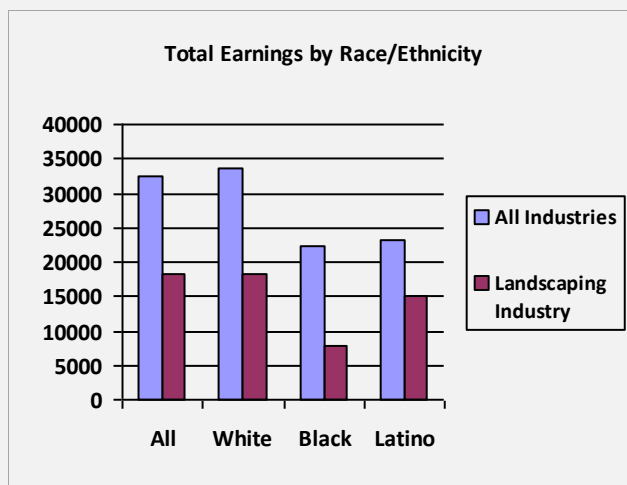
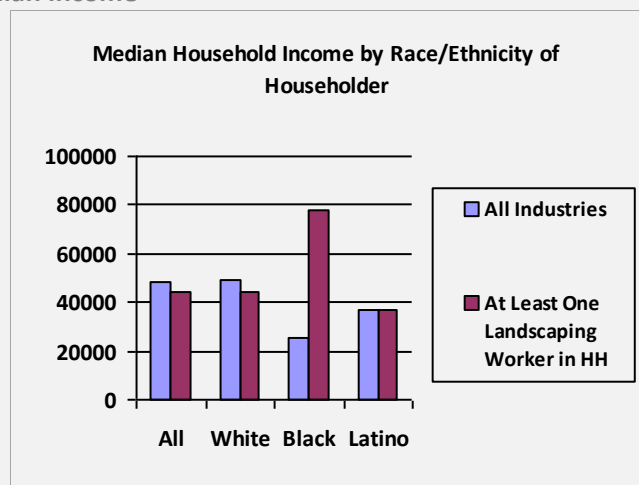
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

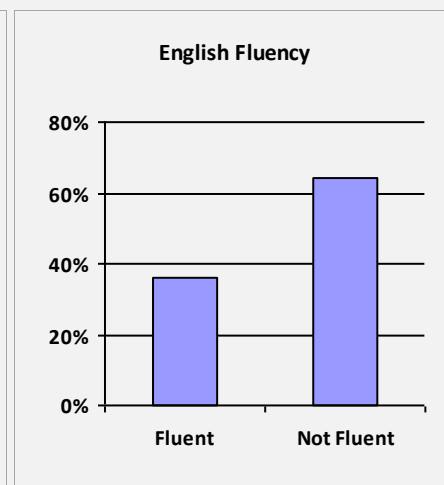
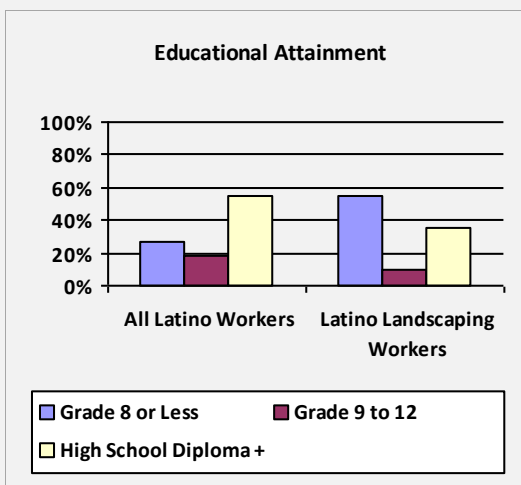
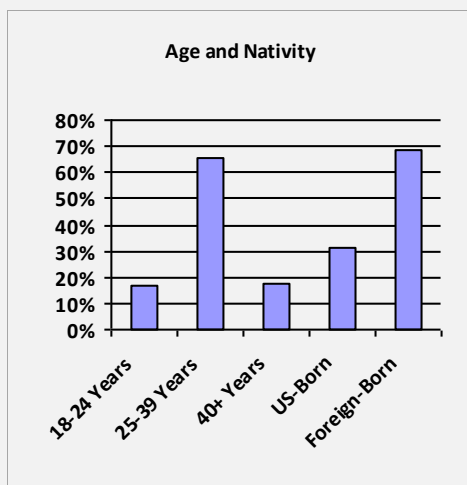
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	823			
Receipts (in \$1000)	375,401	All Firms <sup>4</sup>	3,327	
Annual Payroll (in \$1000)	111,979	Receipts (in \$1000)	324,228	

### Median Income<sup>2</sup>



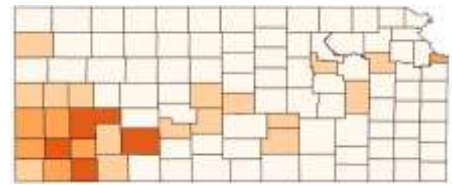
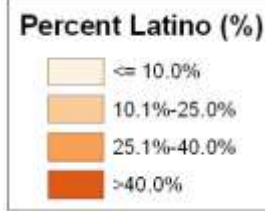
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

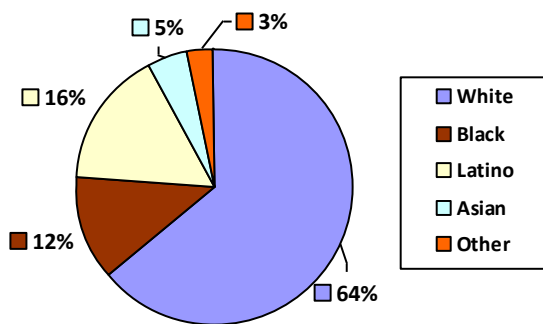
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# KANSAS

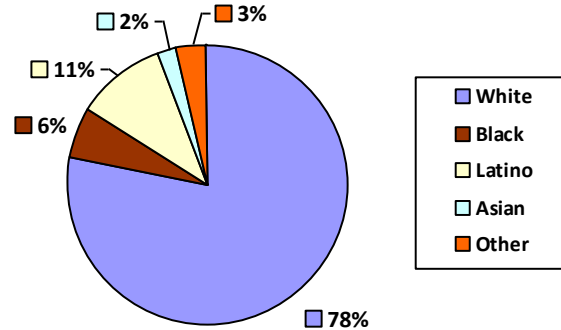


## Overview Comparison: US and State

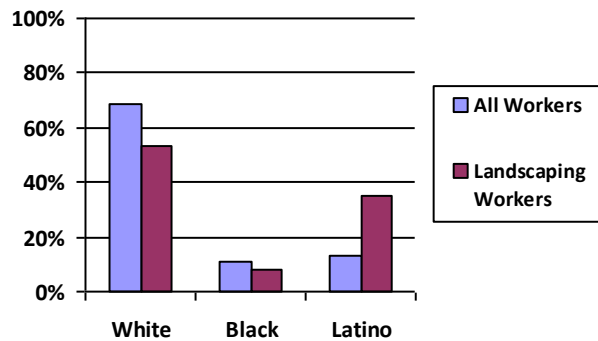
**Population by Race/Ethnicity: US**



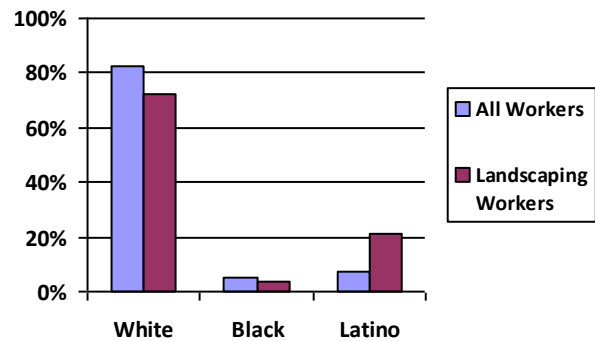
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	2,853,100	179,343,100	1,738,700	1,565,200	12,300
White	196,817,600	2,230,500	123,237,400	1,437,300	839,700	9,000
Black	37,685,800	162,700	20,246,200	92,100	128,100	400
Latino	50,477,600	300,000	24,057,100	131,600	550,800	2,600

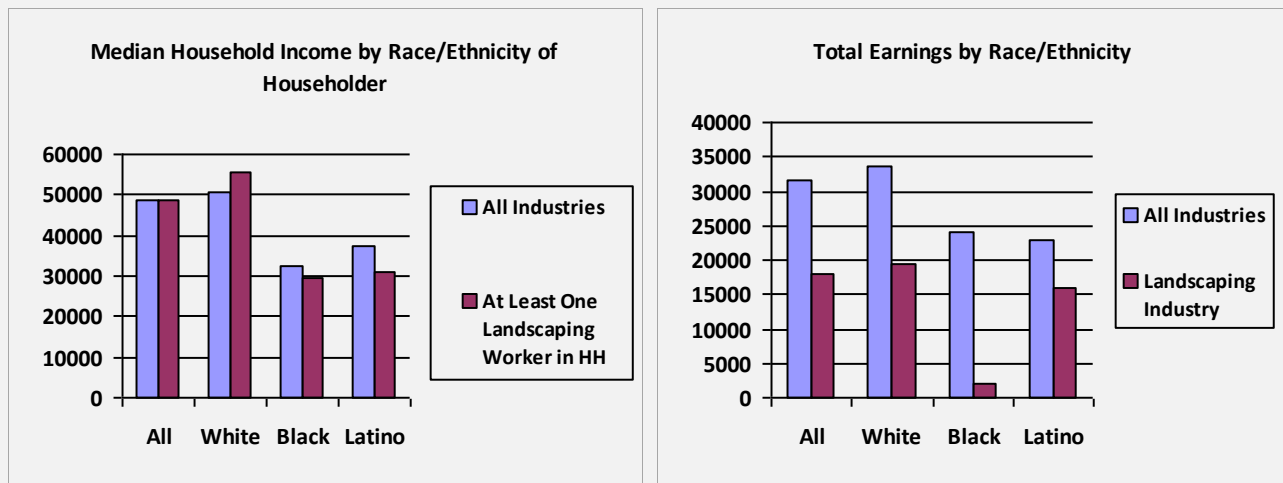
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

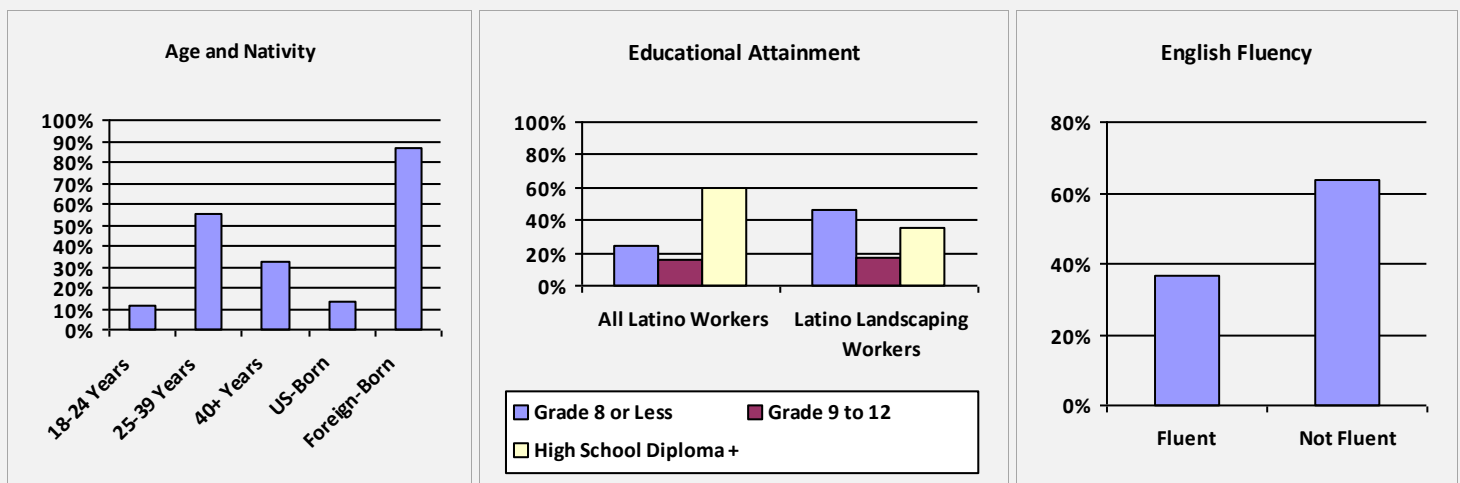
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	756			
Receipts (in \$1000)	466,185	All Firms <sup>4</sup>	3,195	0
Annual Payroll (in \$1000)	154,962	Receipts (in \$1000)	312,929	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

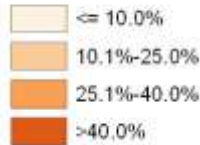


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

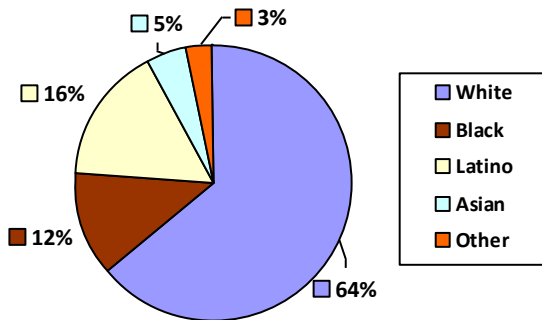
# KENTUCKY

## Percent Latino (%)

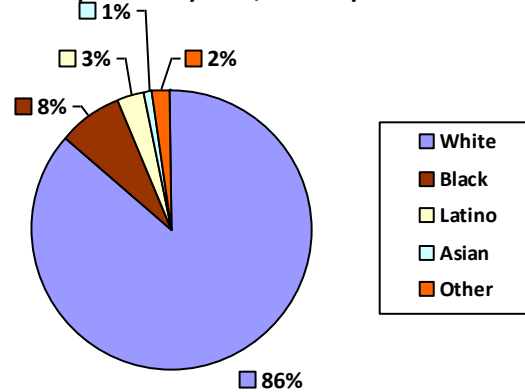


## Overview Comparison: US and State

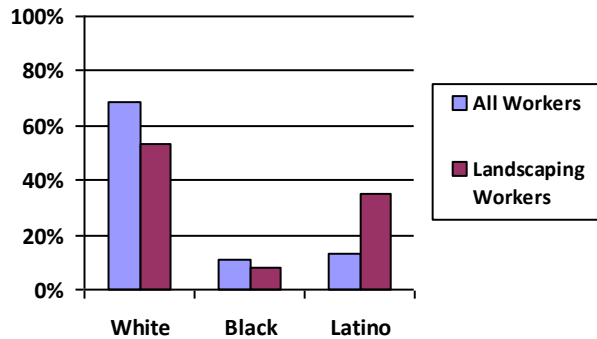
Population by Race/Ethnicity: US



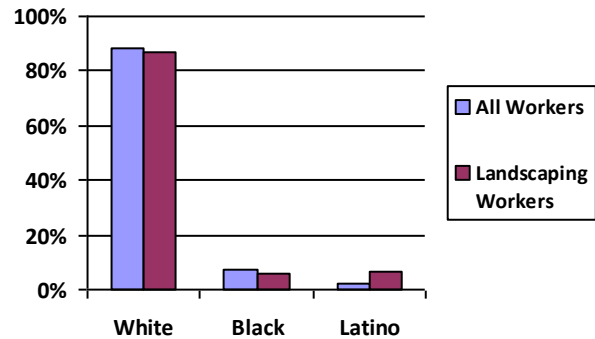
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	4,339,400	179,343,100	2,453,000	1,565,200	16,900
White	196,817,600	3,745,700	123,237,400	2,168,600	839,700	14,600
Black	37,685,800	333,100	20,246,200	181,200	128,100	900
Latino	50,477,600	132,800	24,057,100	52,400	550,800	1,100

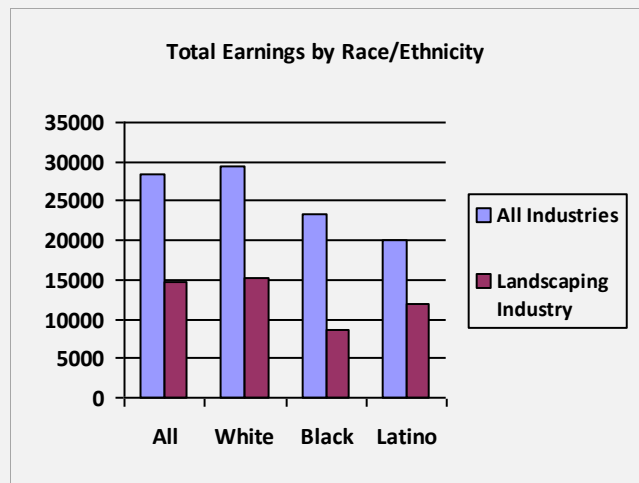
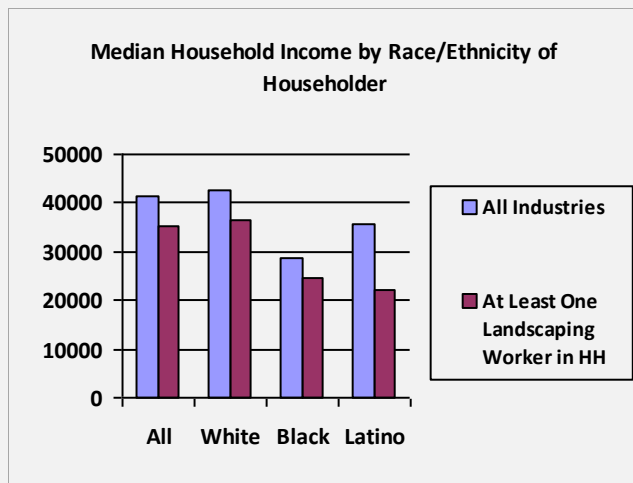
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

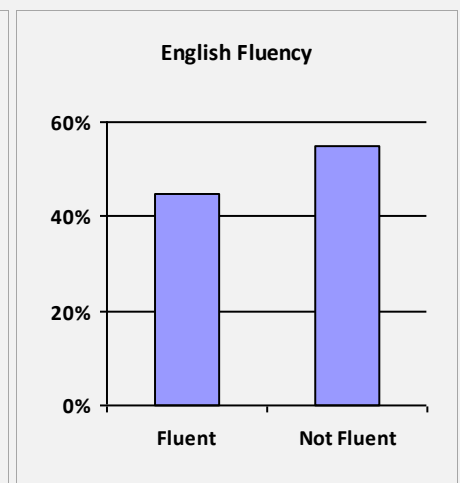
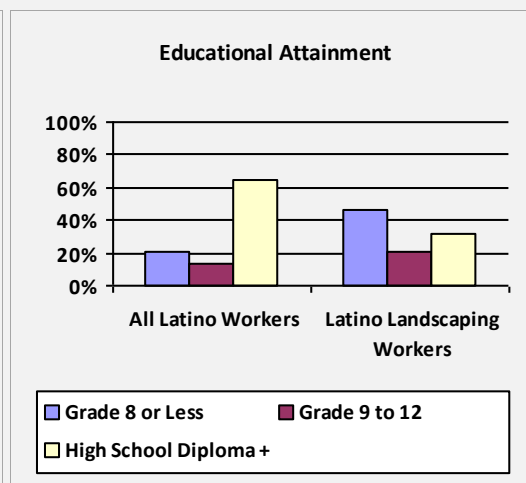
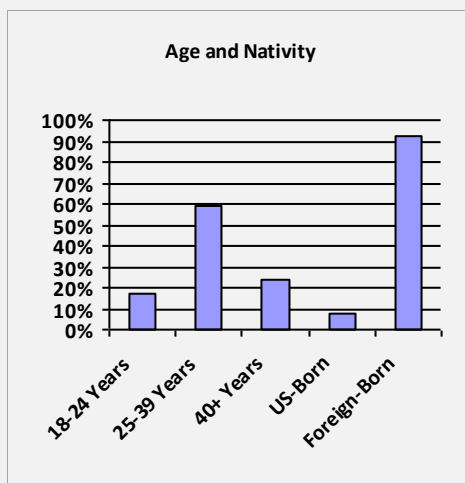
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	884			
Receipts (in \$1000)	447,880	All Firms <sup>4</sup>	6,081	0
Annual Payroll (in \$1000)	129,036	Receipts (in \$1000)	474,638	0

### Median Income<sup>2</sup>



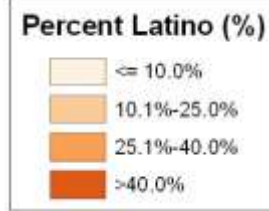
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

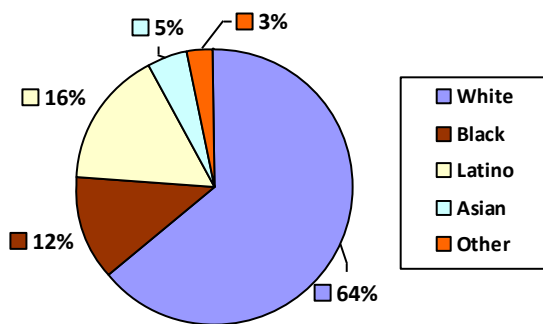
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# LOUISIANA

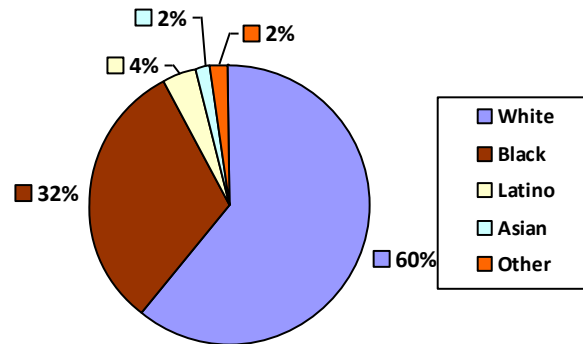


## Overview Comparison: US and State

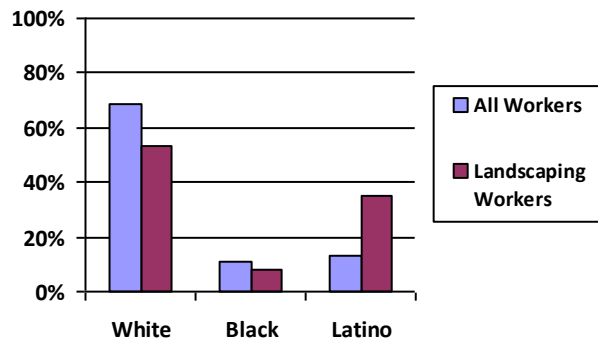
**Population by Race/Ethnicity: US**



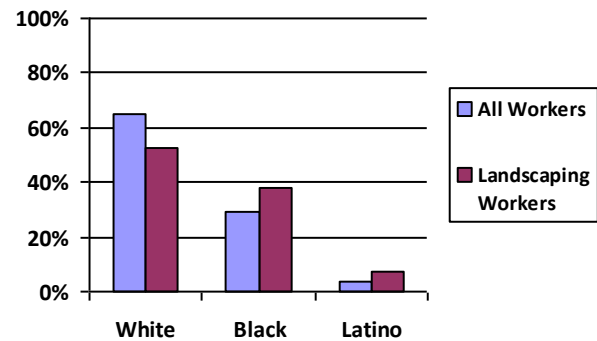
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	4,533,400	179,343,100	2,505,600	1,565,200	17,700
White	196,817,600	2,734,900	123,237,400	1,621,100	839,700	9,200
Black	37,685,800	1,442,400	20,246,200	726,700	128,100	6,700
Latino	50,477,600	192,600	24,057,100	84,000	550,800	1,300

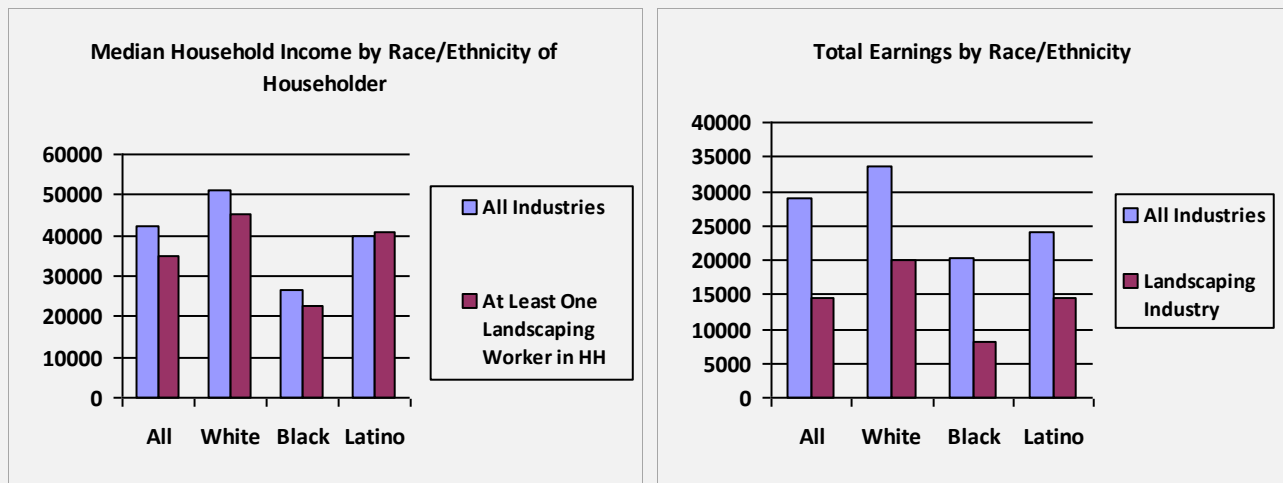
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

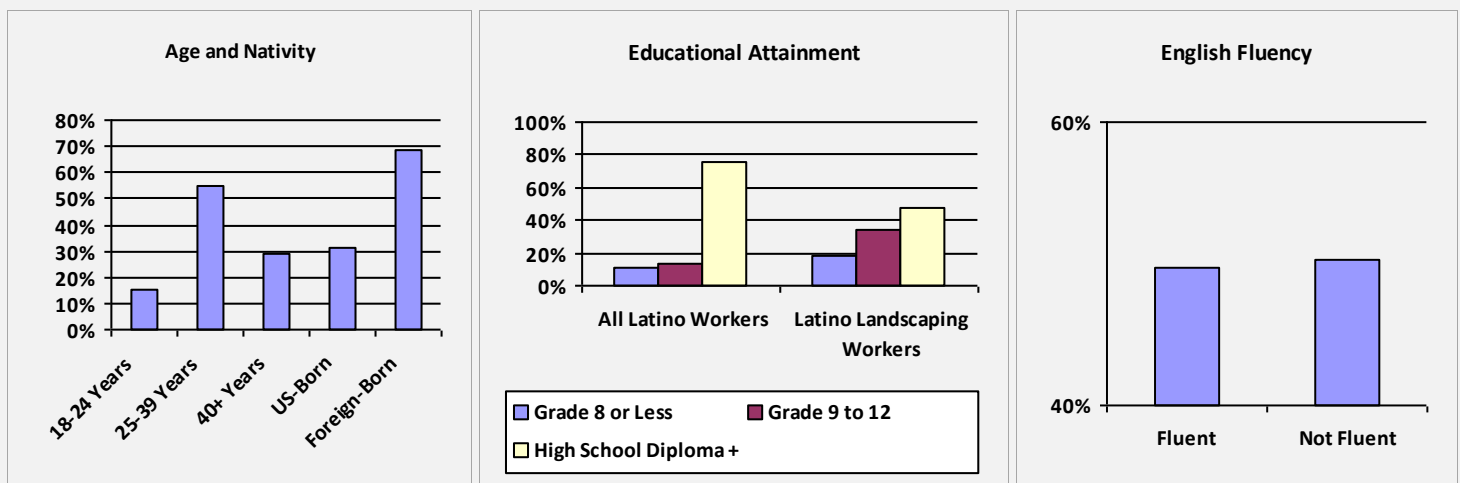
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	771			
Receipts (in \$1000)	313,039	All Firms <sup>4</sup>	7,874	293
Annual Payroll (in \$1000)	91,122	Receipts (in \$1000)	474,413	6,859

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



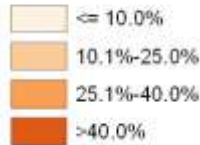
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007



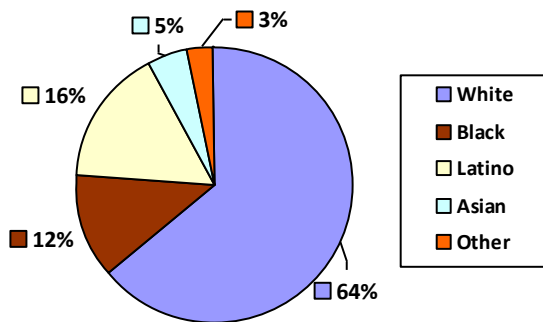
# MAINE

Percent Latino (%)

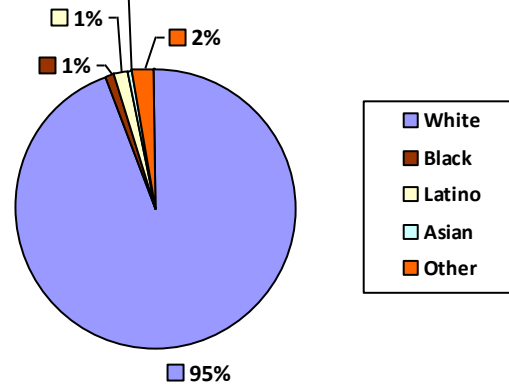


## Overview Comparison: US and State

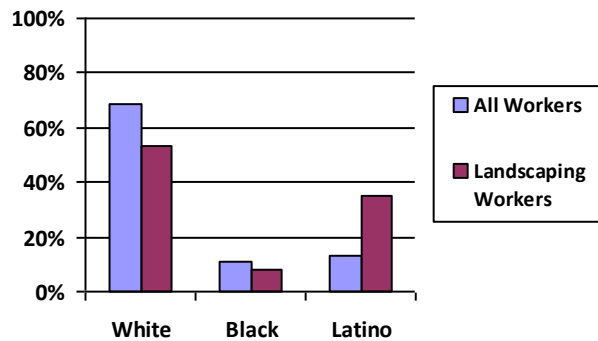
Population by Race/Ethnicity: US



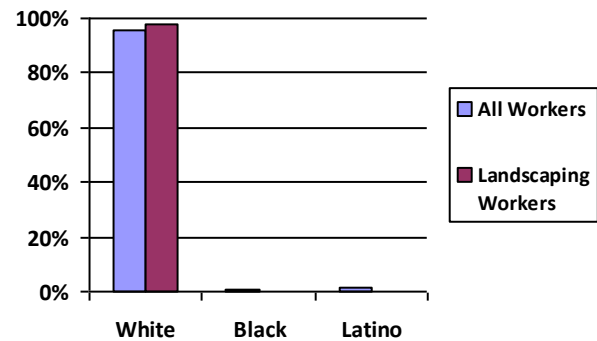
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



Population<sup>1</sup>

Number of Workers<sup>2</sup>

Number of Landscaping Workers<sup>2</sup>

	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,328,400	179,343,100	830,200	1,565,200	7,100
White	196,817,600	1,254,300	123,237,400	791,800	839,700	6,900
Black	37,685,800	15,200	20,246,200	6,800	128,100	
Latino	50,477,600	16,900	24,057,100	9,300	550,800	

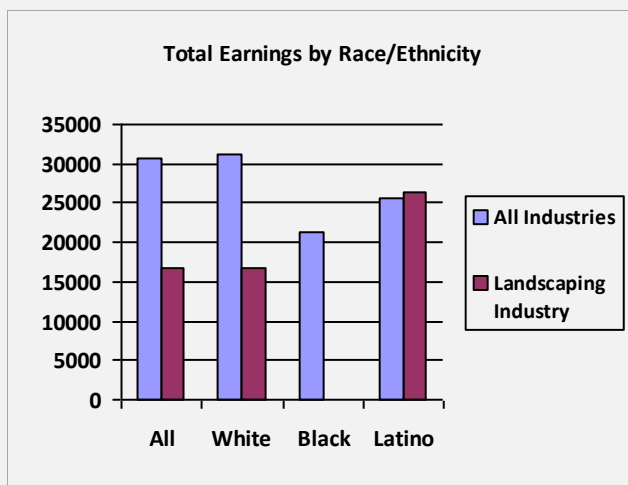
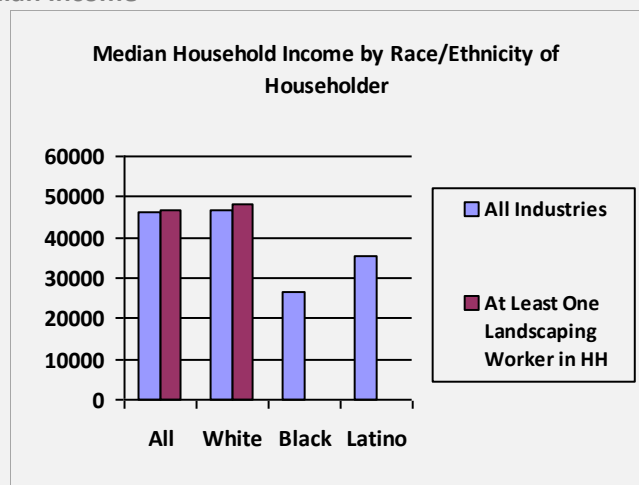
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

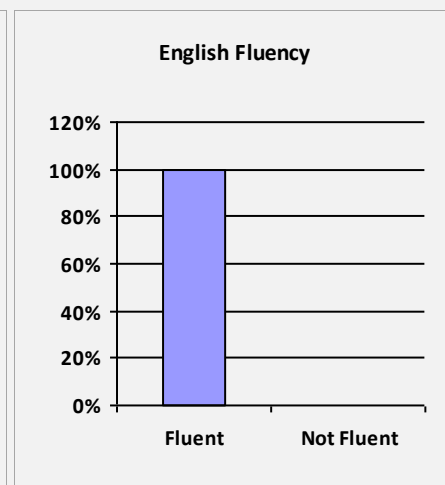
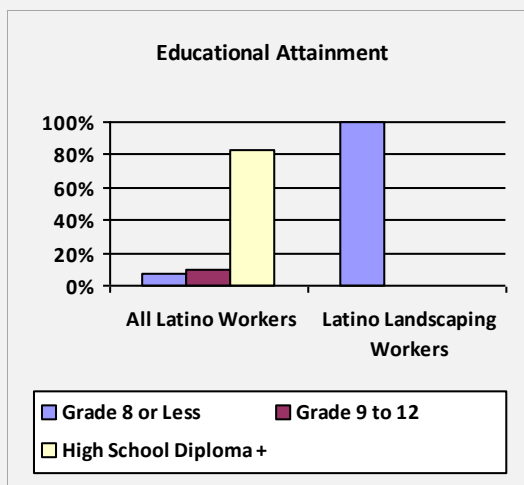
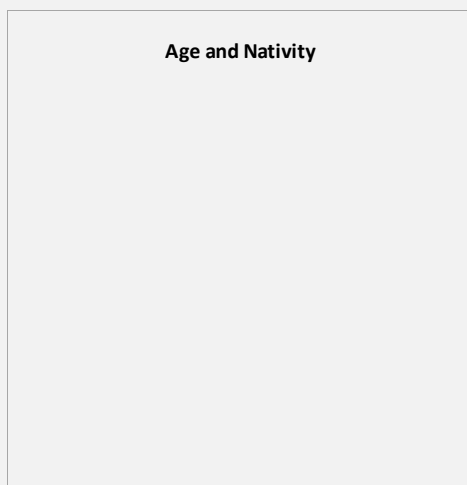
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	592			
Receipts (in \$1000)	235,591	All Firms <sup>4</sup>	2,491	1
Annual Payroll (in \$1000)	70,117	Receipts (in \$1000)	383,575	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# MARYLAND

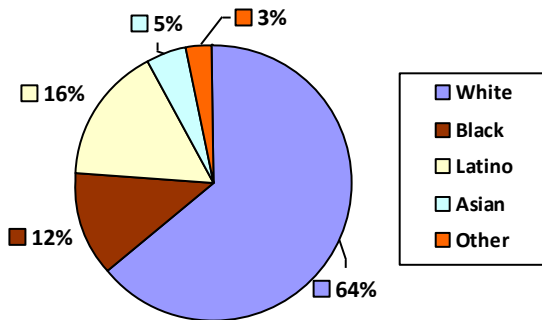


**Percent Latino (%)**

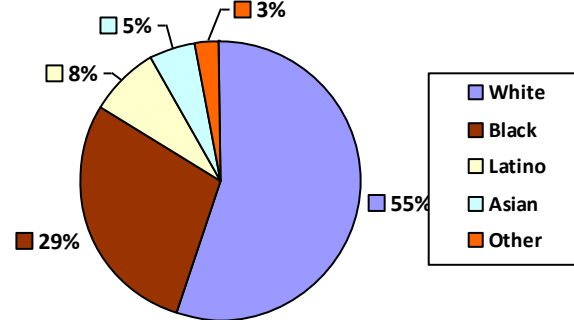


## Overview Comparison: US and State

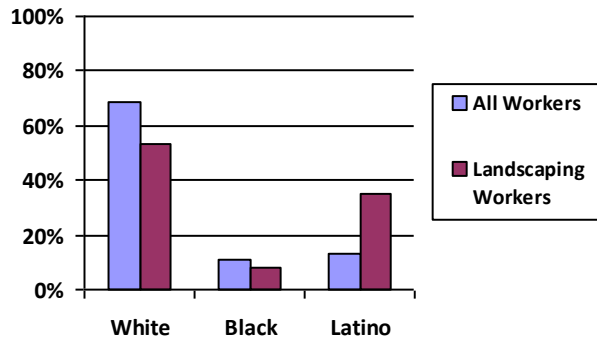
**Population by Race/Ethnicity: US**



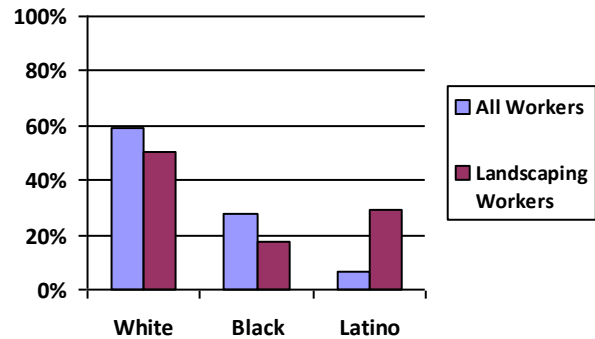
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	5,773,600	179,343,100	3,547,700	1,565,200	26,000
White	196,817,600	3,158,000	123,237,400	2,093,300	839,700	13,100
Black	37,685,800	1,674,200	20,246,200	995,400	128,100	4,500
Latino	50,477,600	470,600	24,057,100	221,500	550,800	7,600

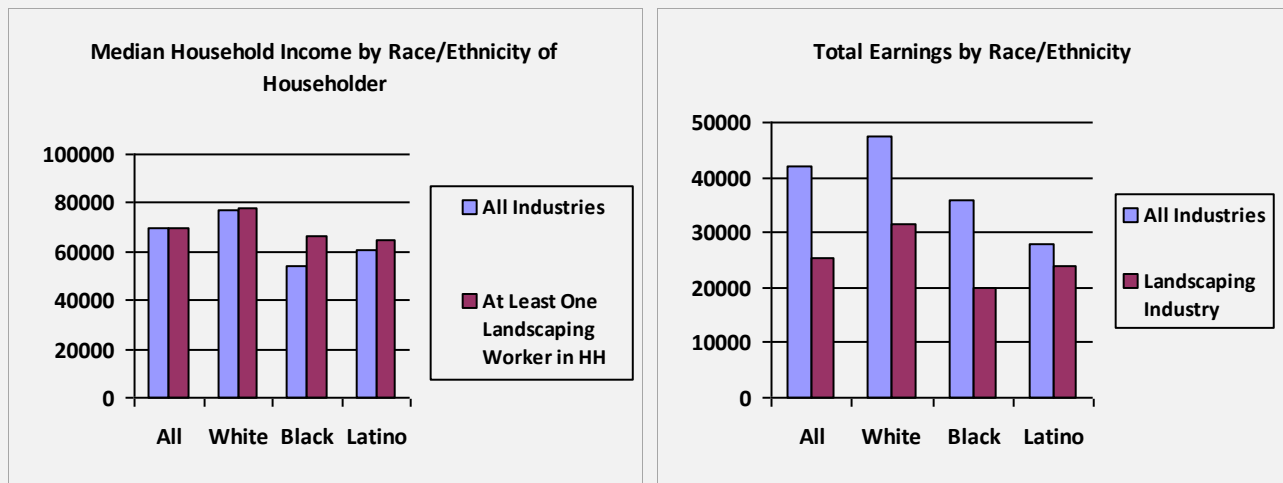
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

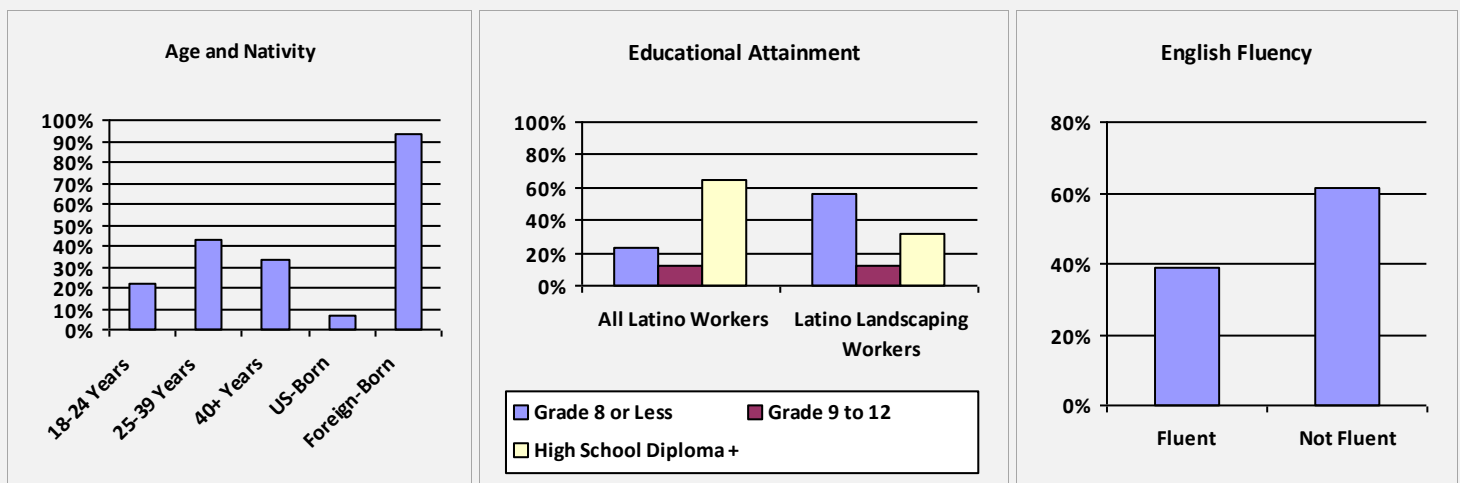
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,955			
Receipts (in \$1000)	1,506,488	All Firms <sup>4</sup>	5,154	678
Annual Payroll (in \$1000)	520,318	Receipts (in \$1000)	1,431,436	70,493

### Median Income<sup>2</sup>



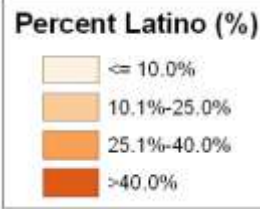
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

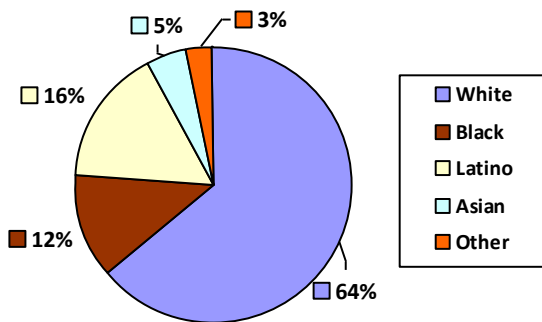
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# MASSACHUSETTS

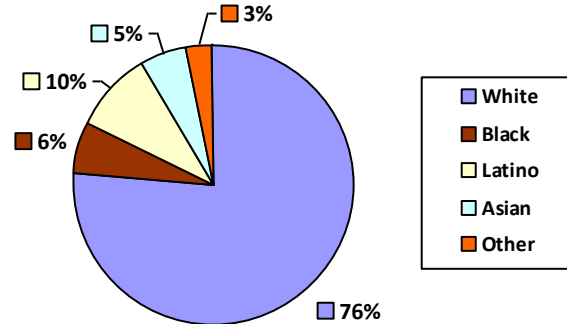


## Overview Comparison: US and State

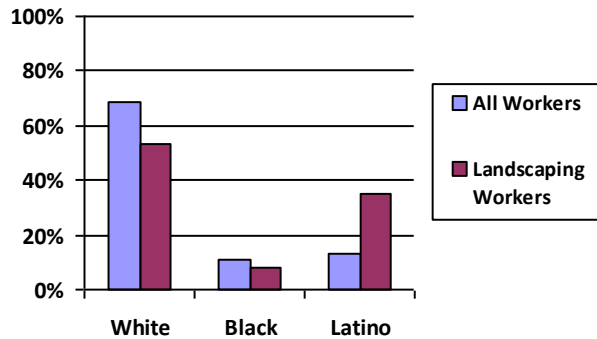
Population by Race/Ethnicity: US



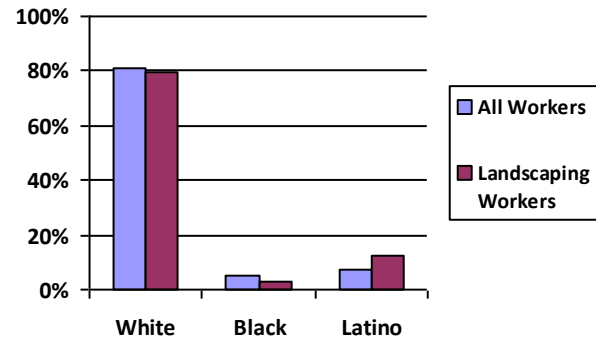
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	6,547,600	179,343,100	4,101,000	1,565,200	34,900
White	196,817,600	4,984,800	123,237,400	3,323,800	839,700	27,700
Black	37,685,800	391,700	20,246,200	218,500	128,100	1,000
Latino	50,477,600	627,700	24,057,100	289,700	550,800	4,300

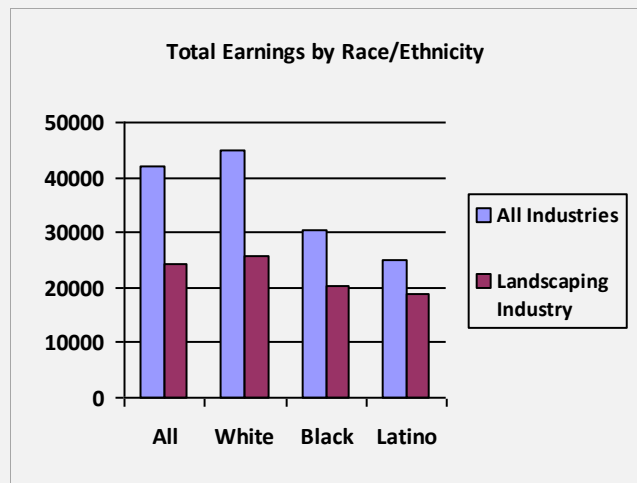
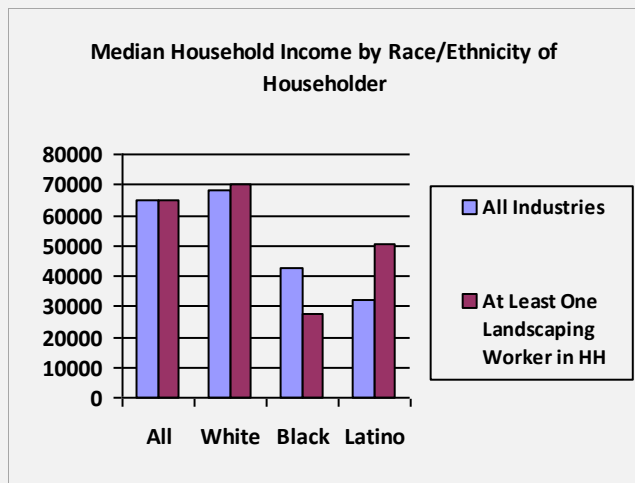
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

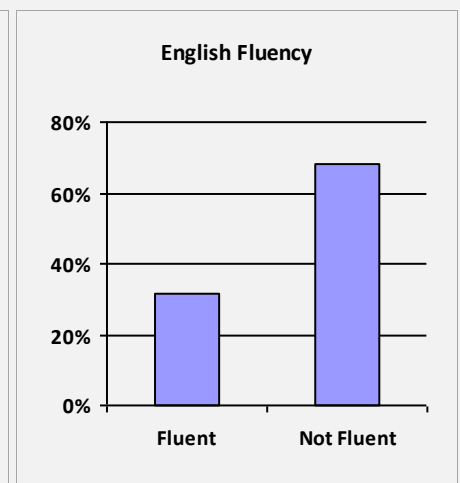
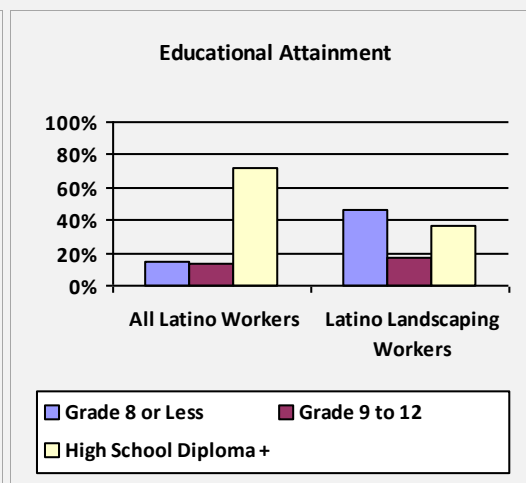
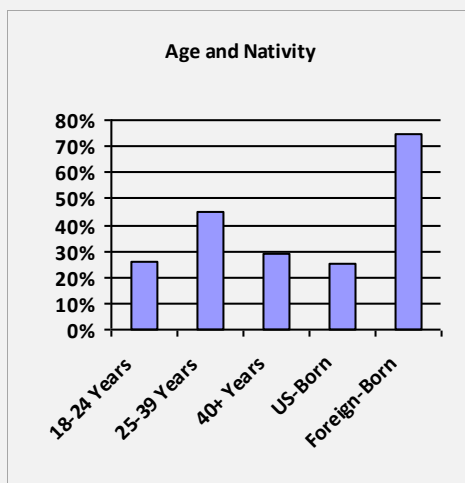
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	3,069			
Receipts (in \$1000)	1,594,669	All Firms <sup>4</sup>	6,652	263
Annual Payroll (in \$1000)	488,654	Receipts (in \$1000)	1,362,328	25,168

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

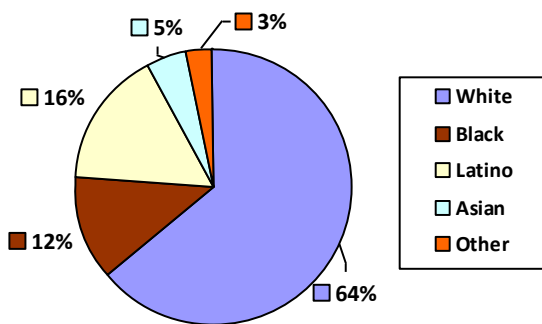
# MICHIGAN

Percent Latino (%)

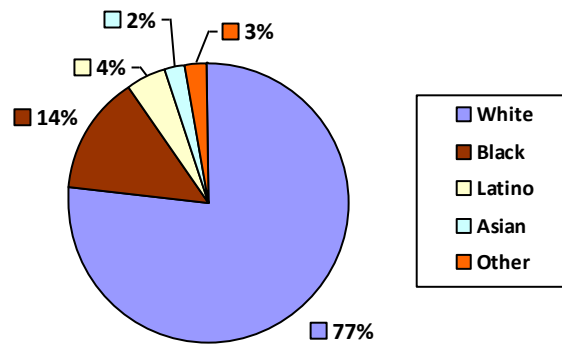


## Overview Comparison: US and State

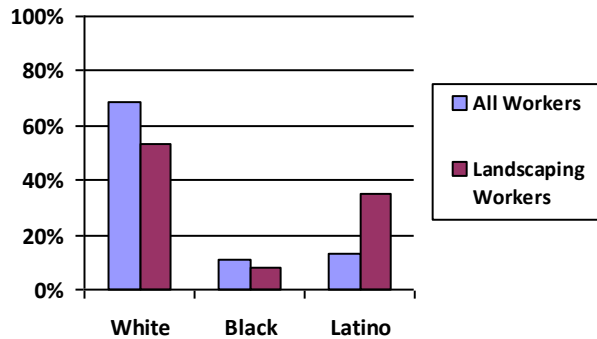
Population by Race/Ethnicity: US



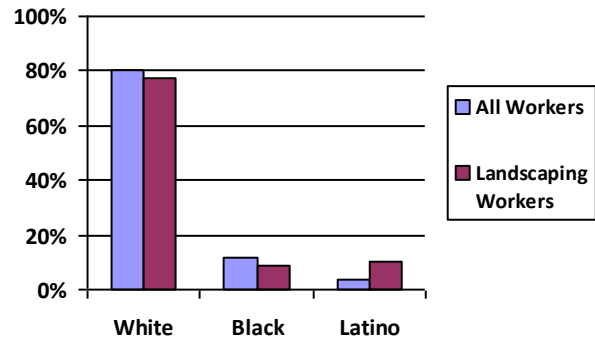
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	9,883,600	179,343,100	5,920,600	1,565,200	52,100
White	196,817,600	7,569,900	123,237,400	4,752,500	839,700	40,500
Black	37,685,800	1,383,800	20,246,200	712,700	128,100	4,700
Latino	50,477,600	436,400	24,057,100	214,400	550,800	5,500

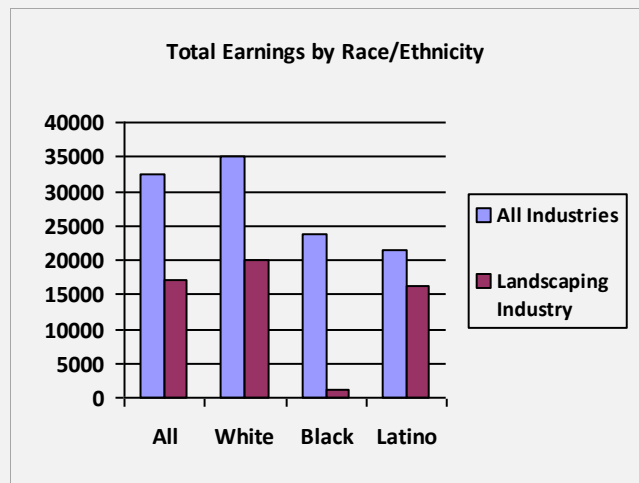
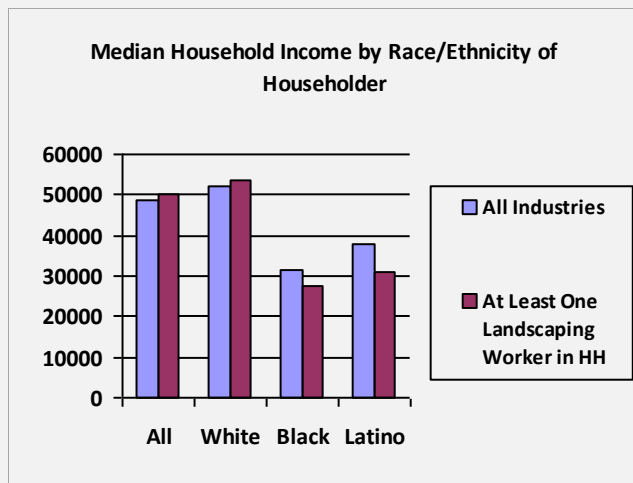
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

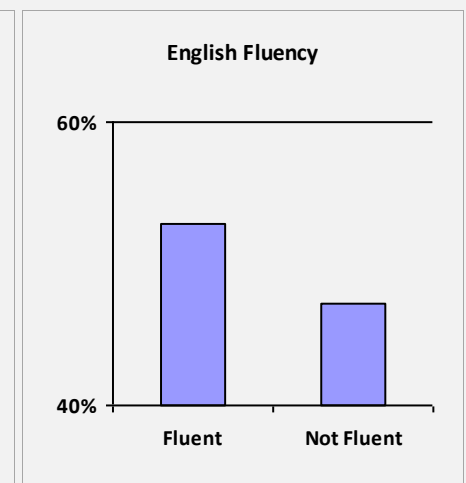
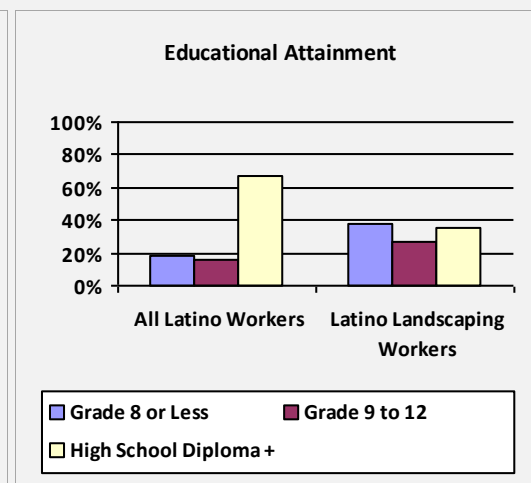
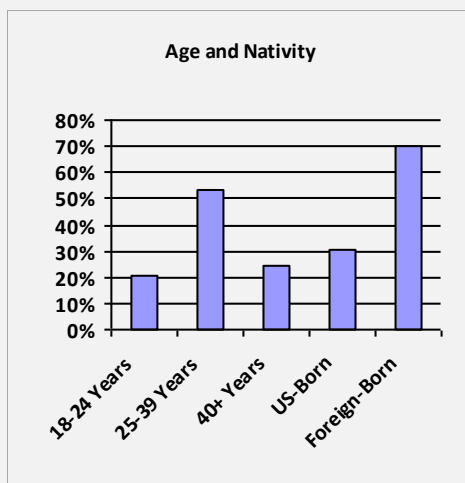
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	3,187			
Receipts (in \$1000)	1,484,222	All Firms <sup>4</sup>	12,018	204
Annual Payroll (in \$1000)	451,492	Receipts (in \$1000)	1,446,702	4,296

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



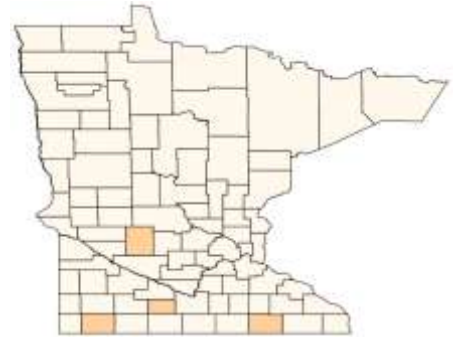
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007



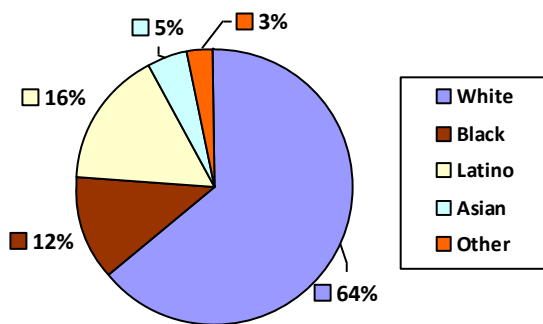
# MINNESOTA

Percent Latino (%)

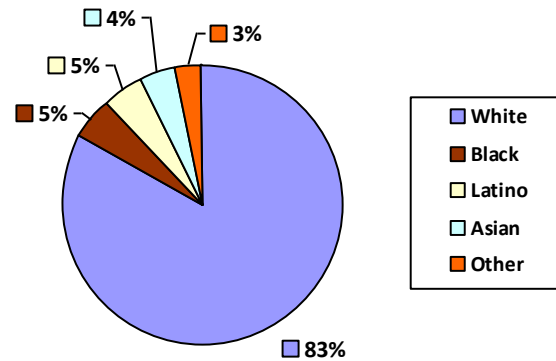


## Overview Comparison: US and State

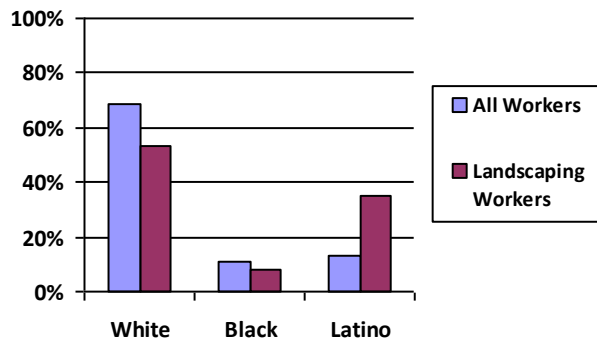
Population by Race/Ethnicity: US



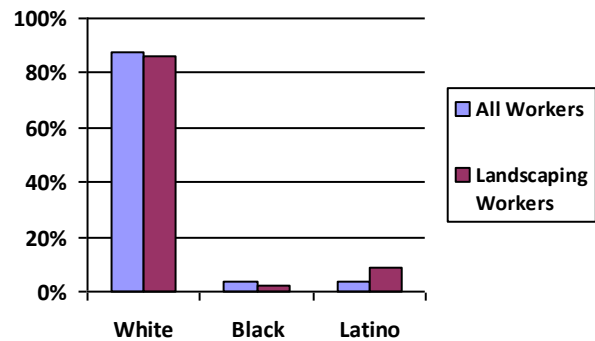
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	5,303,900	179,343,100	3,332,600	1,565,200	20,700
White	196,817,600	4,405,100	123,237,400	2,924,500	839,700	17,800
Black	37,685,800	269,100	20,246,200	123,700	128,100	400
Latino	50,477,600	250,300	24,057,100	109,800	550,800	1,800

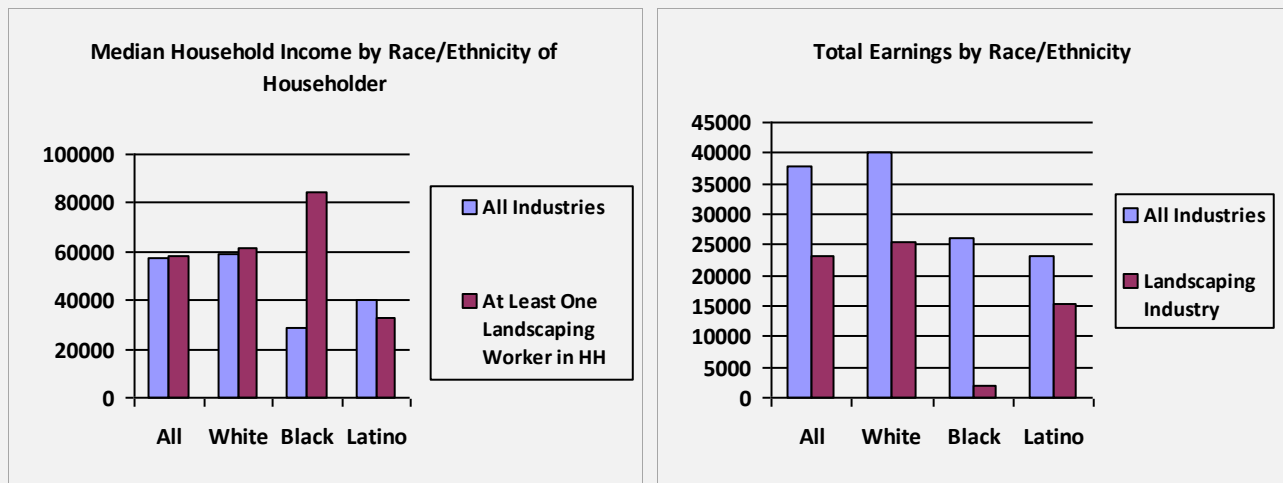
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

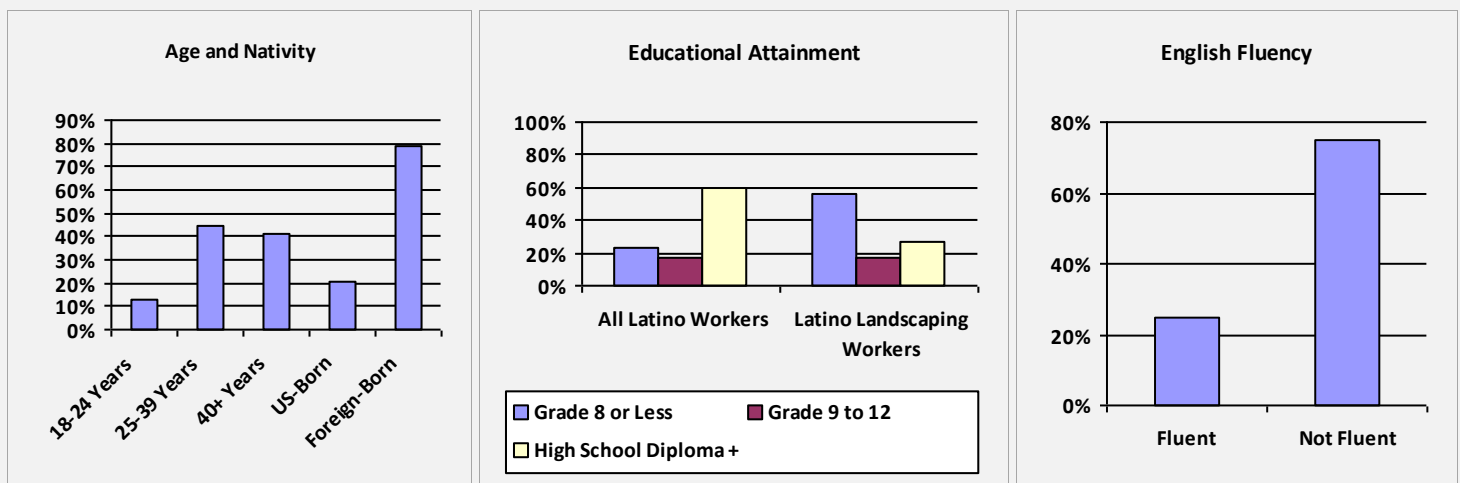
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,912			
Receipts (in \$1000)	898,375	All Firms <sup>4</sup>	4,749	47
Annual Payroll (in \$1000)	264,629	Receipts (in \$1000)	880,338	5,752

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

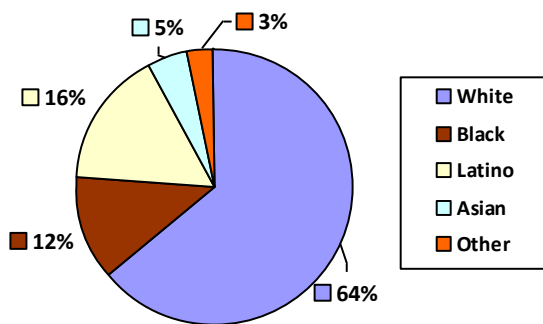
# MISSISSIPPI

Percent Latino (%)

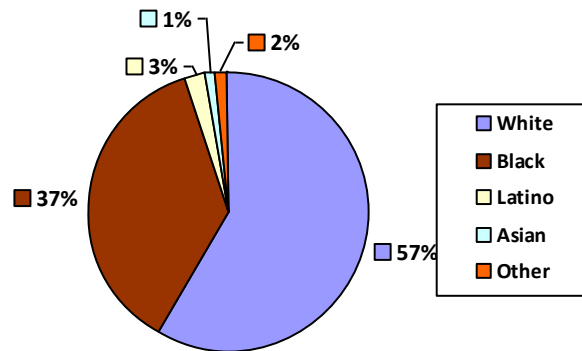


## Overview Comparison: US and State

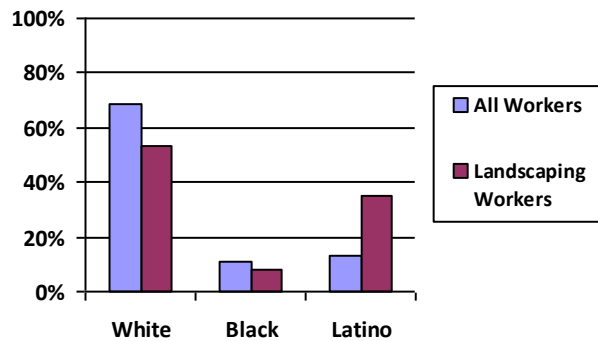
Population by Race/Ethnicity: US



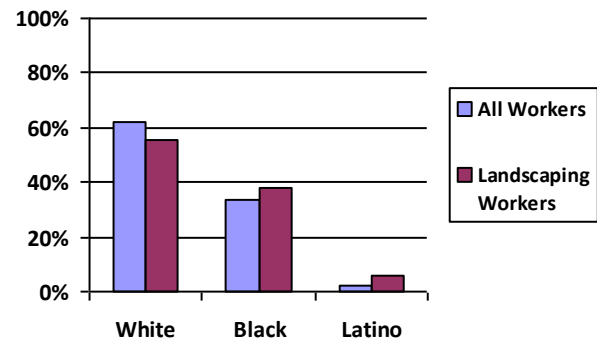
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	2,967,300	179,343,100	1,605,800	1,565,200	12,300
White	196,817,600	1,722,300	123,237,400	999,000	839,700	6,800
Black	37,685,800	1,093,500	20,246,200	541,200	128,100	4,700
Latino	50,477,600	81,500	24,057,100	33,400	550,800	700

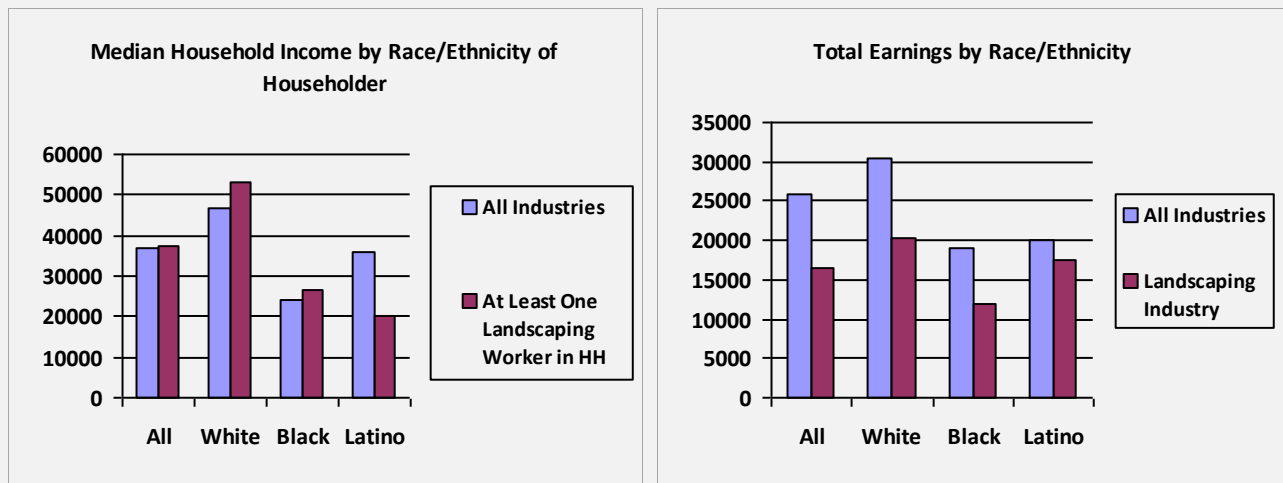
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

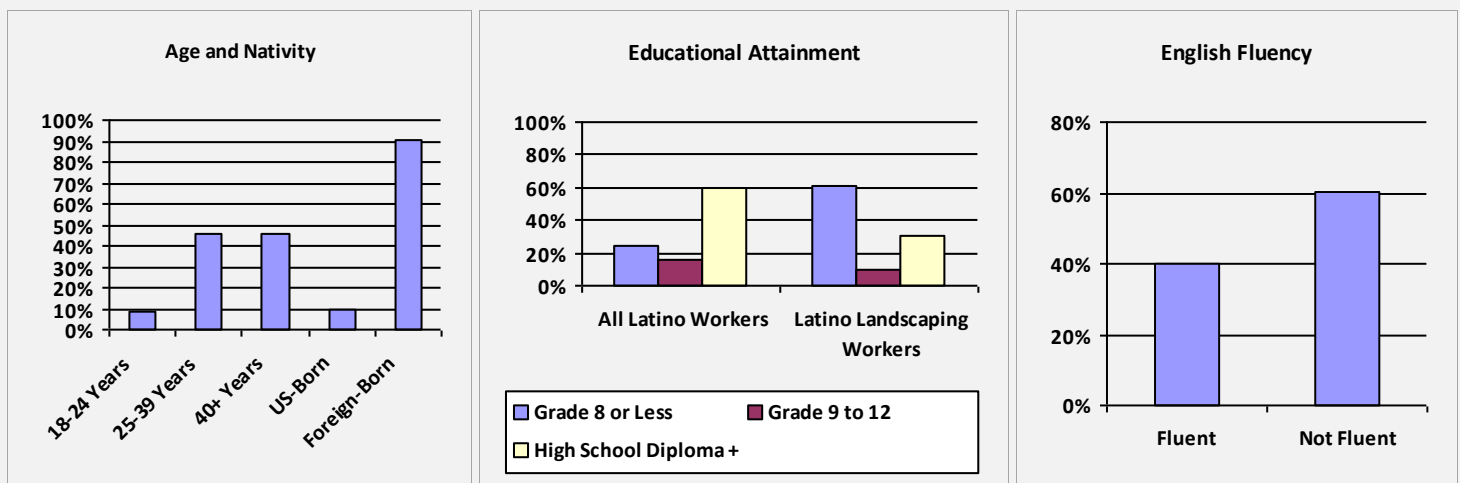
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	523			
Receipts (in \$1000)	222,186	All Firms <sup>4</sup>	4,744	0
Annual Payroll (in \$1000)	66,478	Receipts (in \$1000)	219,150	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

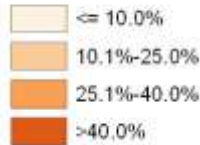


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

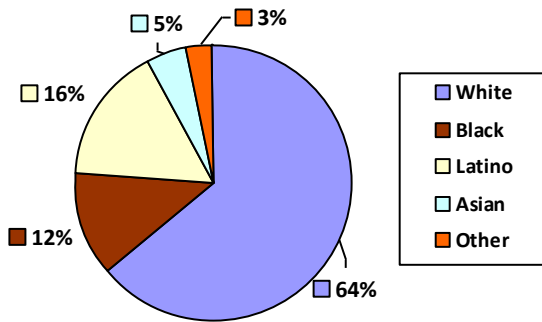
# MISSOURI

Percent Latino (%)

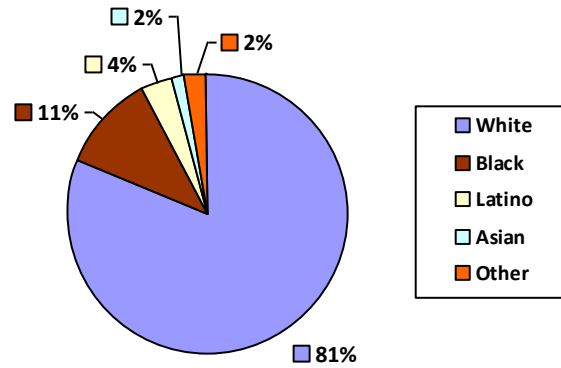


## Overview Comparison: US and State

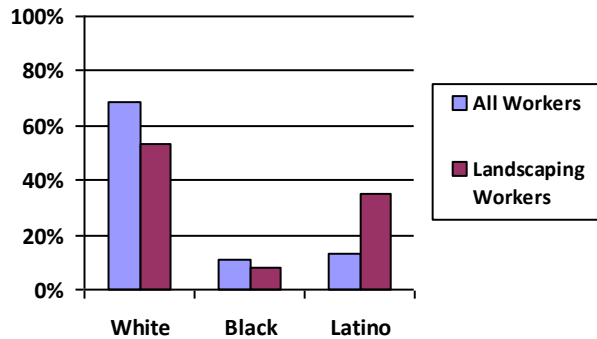
Population by Race/Ethnicity: US



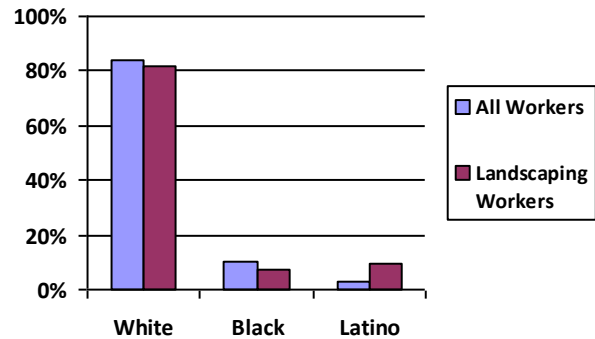
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	5,988,900	179,343,100	3,569,800	1,565,200	25,500
White	196,817,600	4,850,700	123,237,400	2,994,900	839,700	20,800
Black	37,685,800	687,100	20,246,200	362,500	128,100	1,900
Latino	50,477,600	212,500	24,057,100	97,400	550,800	2,400

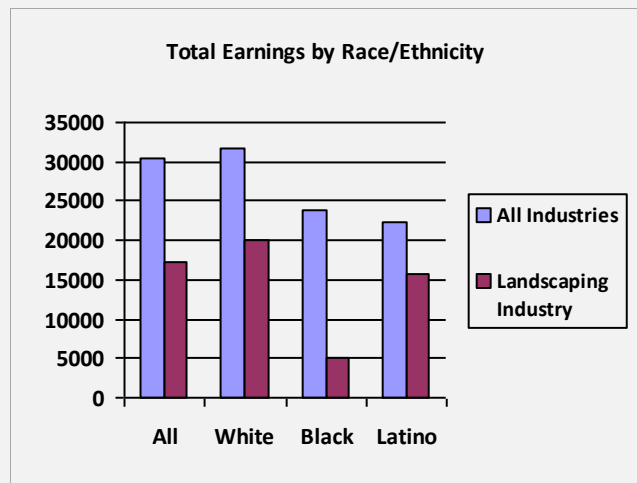
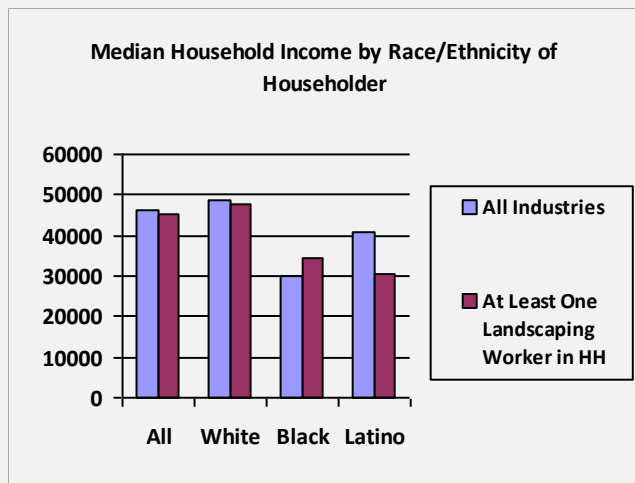
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

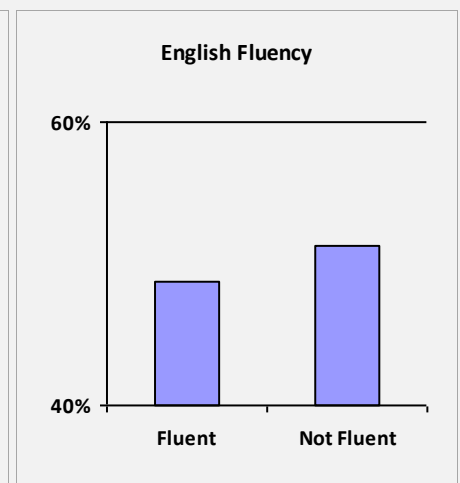
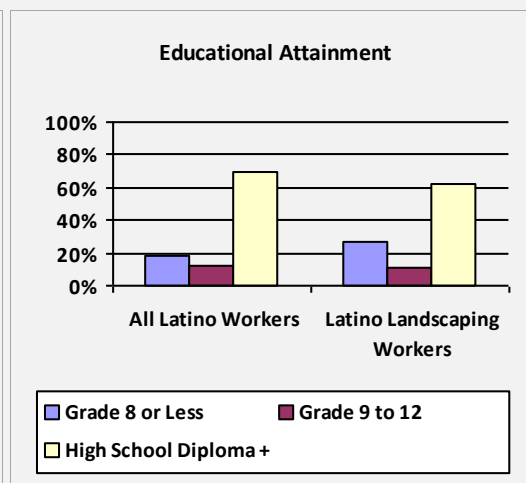
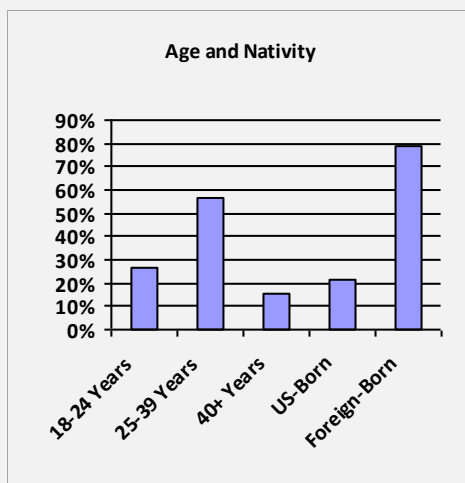
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,834			
Receipts (in \$1000)	901,082	All Firms <sup>4</sup>	7,688	151
Annual Payroll (in \$1000)	309,932	Receipts (in \$1000)	892,981	5,526

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

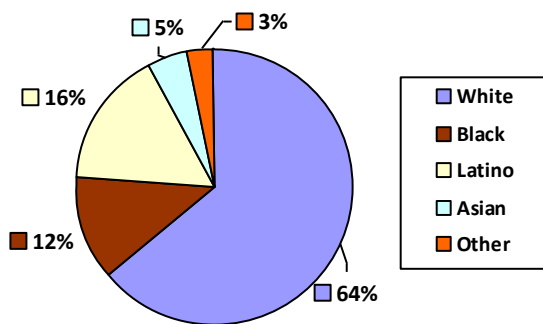
# MONTANA

Percent Latino (%)

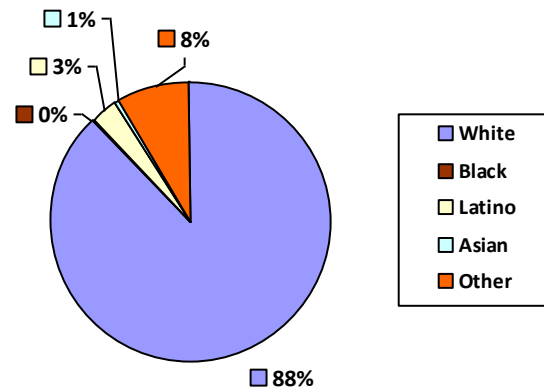


## Overview Comparison: US and State

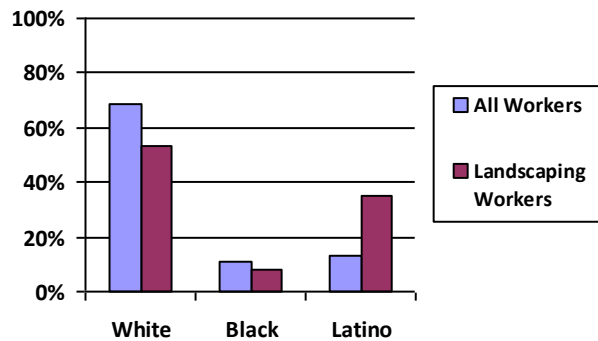
Population by Race/Ethnicity: US



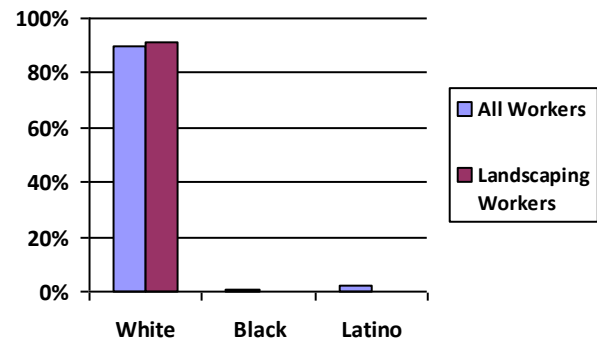
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



Population<sup>1</sup>

Number of Workers<sup>2</sup>

Number of Landscaping Workers<sup>2</sup>

	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	989,400	179,343,100	598,200	1,565,200	5,000
White	196,817,600	868,600	123,237,400	536,900	839,700	4,600
Black	37,685,800	3,700	20,246,200	2,600	128,100	
Latino	50,477,600	28,600	24,057,100	13,900	550,800	

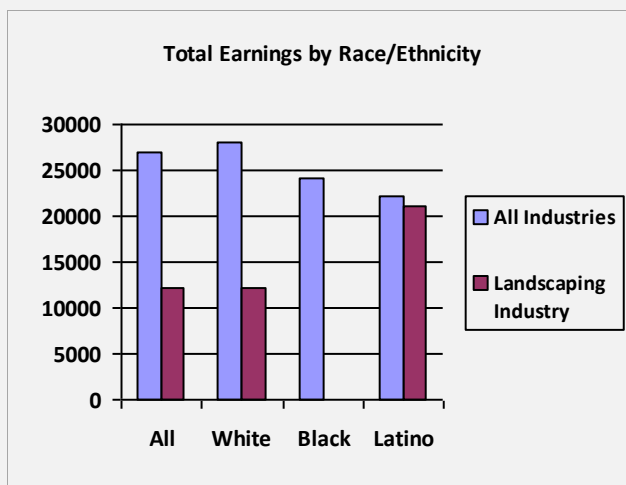
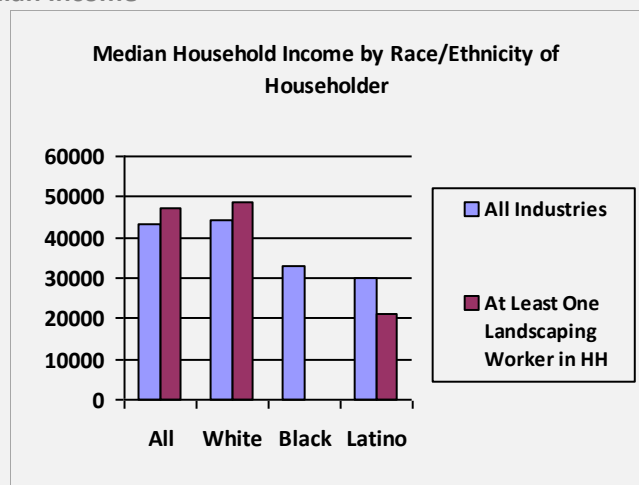
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

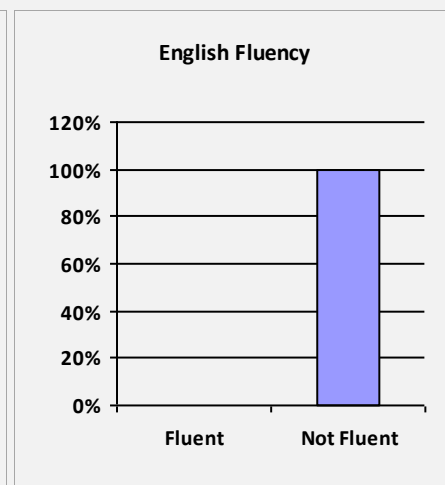
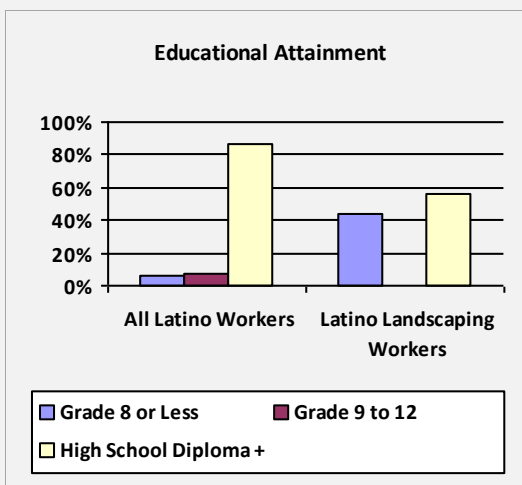
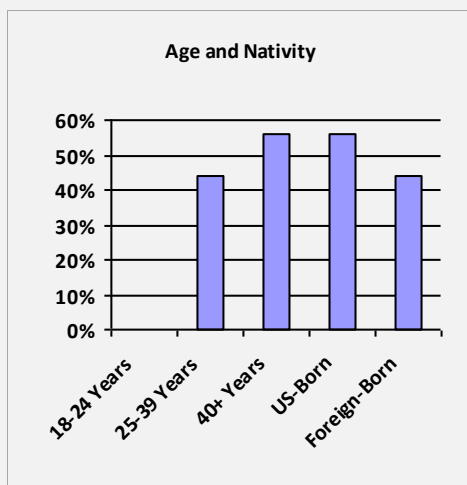
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	428			
Receipts (in \$1000)	114,846	All Firms <sup>4</sup>	786	0
Annual Payroll (in \$1000)	31,253	Receipts (in \$1000)	114,754	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007



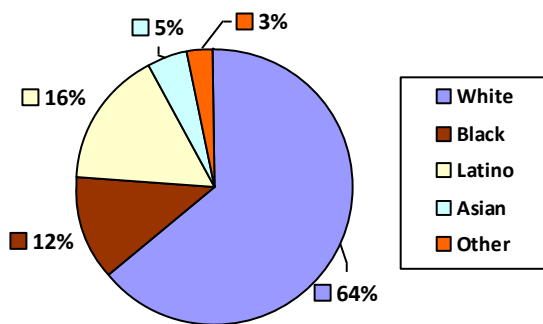
# NEBRASKA

Percent Latino (%)

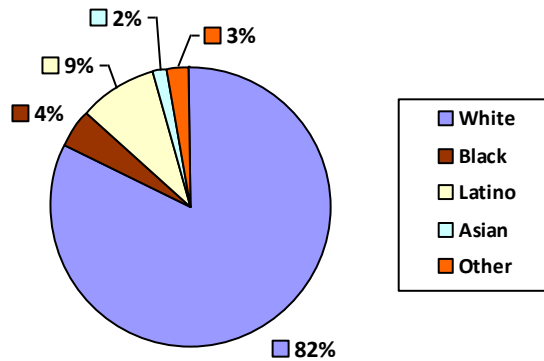


## Overview Comparison: US and State

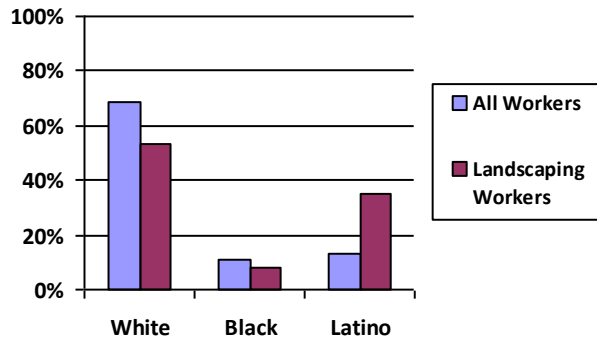
Population by Race/Ethnicity: US



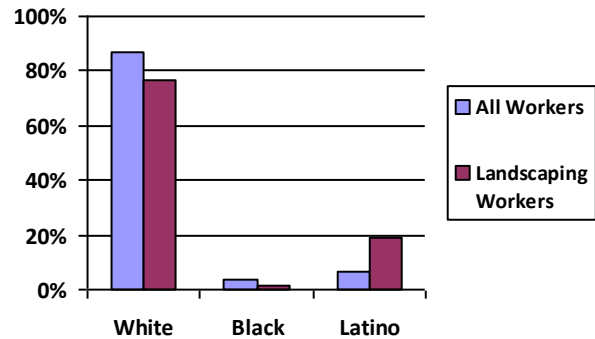
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,826,300	179,343,100	1,123,700	1,565,200	7,500
White	196,817,600	1,499,800	123,237,400	973,700	839,700	5,800
Black	37,685,800	81,000	20,246,200	41,800	128,100	100
Latino	50,477,600	167,400	24,057,100	72,200	550,800	1,400

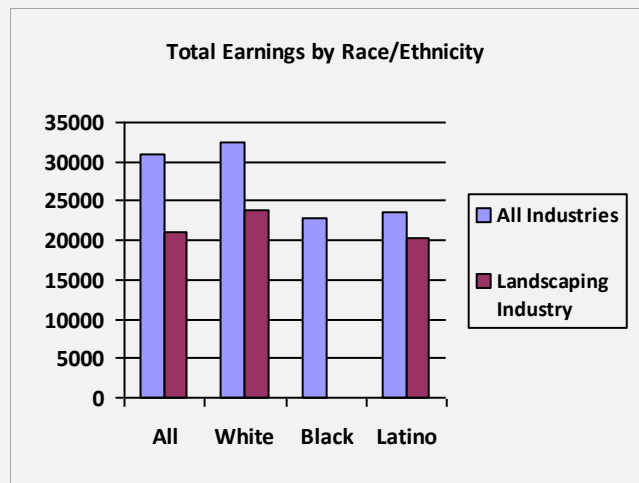
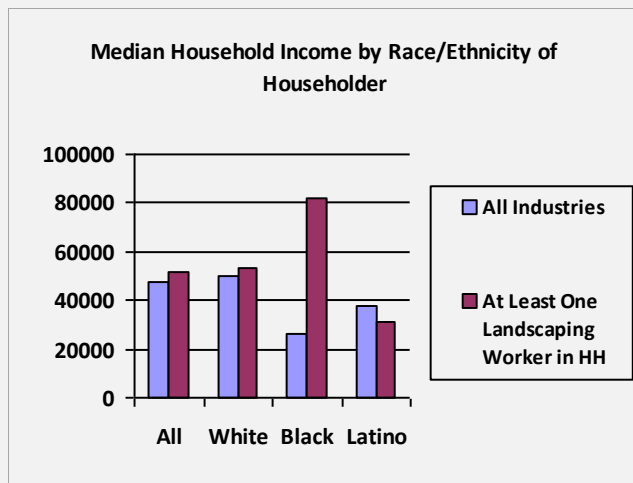
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

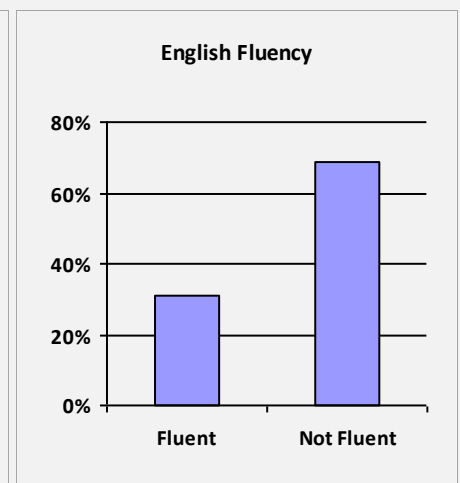
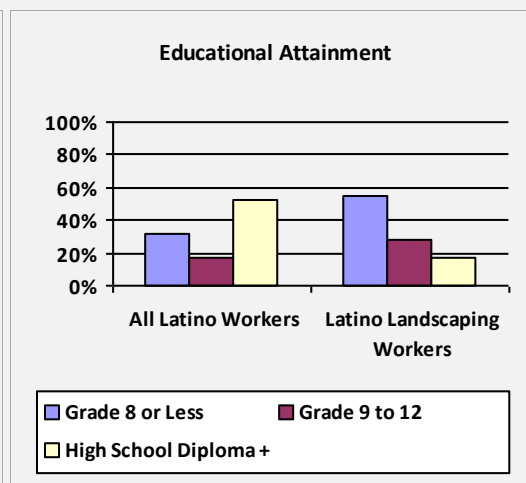
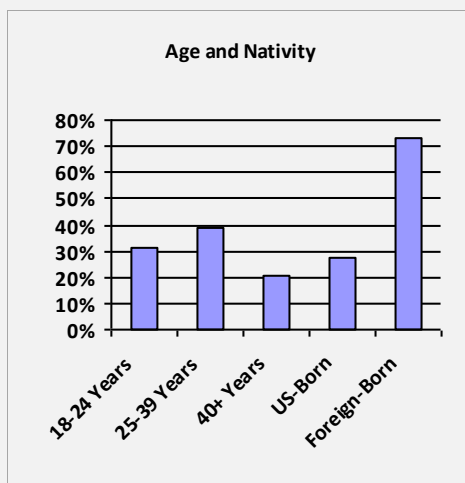
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	694			
Receipts (in \$1000)	221,270	All Firms <sup>4</sup>	2,187	0
Annual Payroll (in \$1000)	60,782	Receipts (in \$1000)	238,883	0

### Median Income<sup>2</sup>



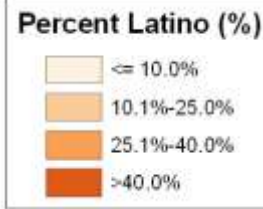
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

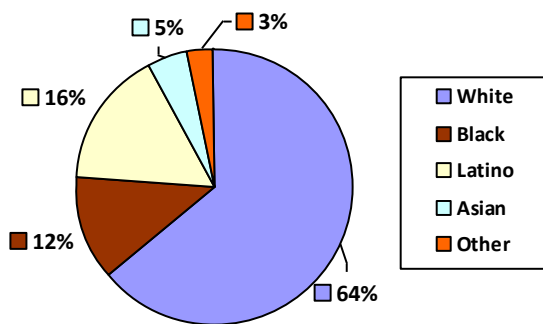
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# NEVADA

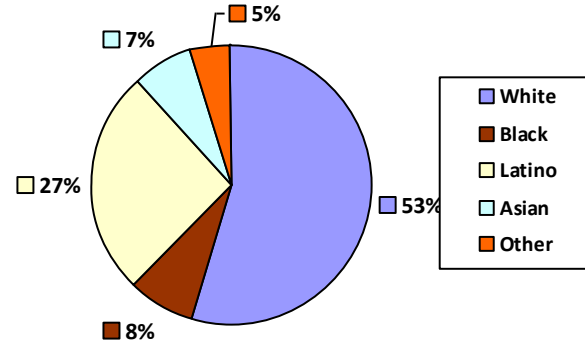


## Overview Comparison: US and State

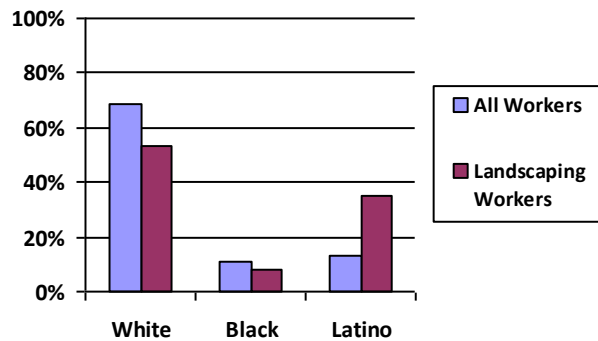
**Population by Race/Ethnicity: US**



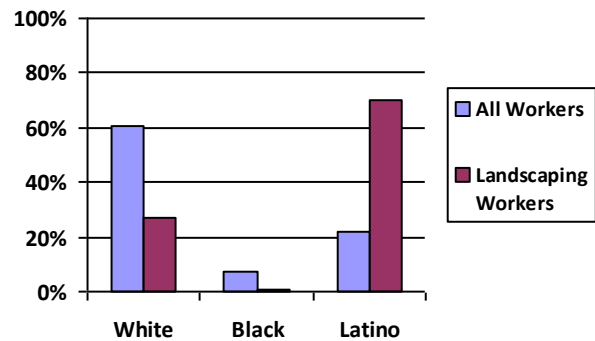
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	2,700,600	179,343,100	1,537,200	1,565,200	14,400
White	196,817,600	1,462,100	123,237,400	934,500	839,700	3,900
Black	37,685,800	208,100	20,246,200	107,100	128,100	100
Latino	50,477,600	716,500	24,057,100	338,700	550,800	10,100

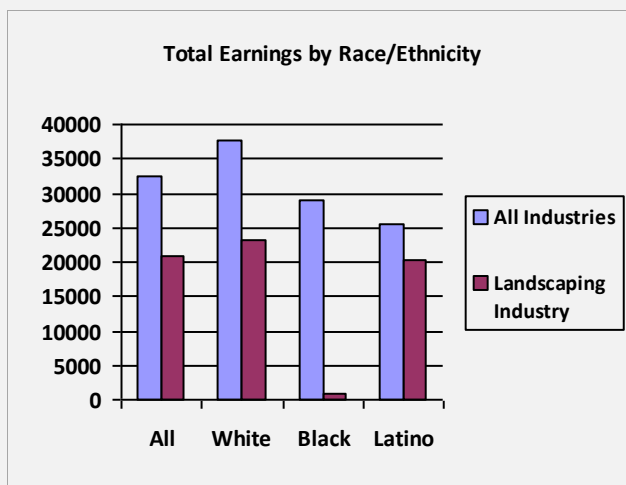
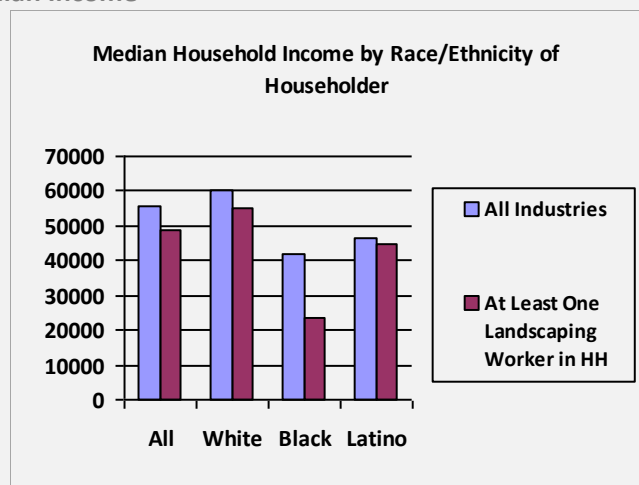
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

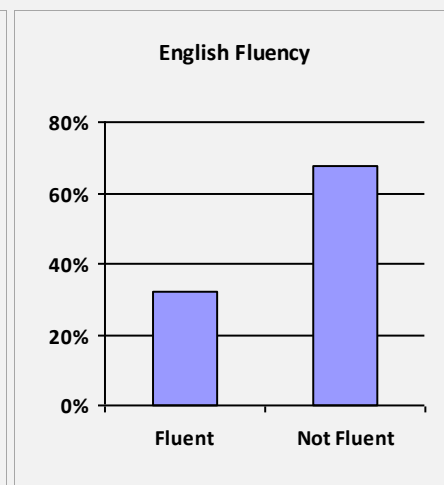
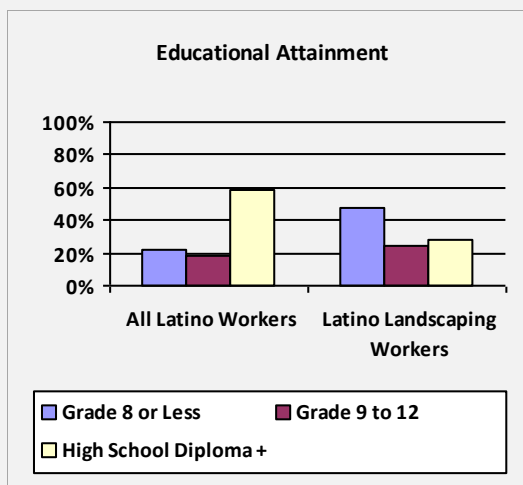
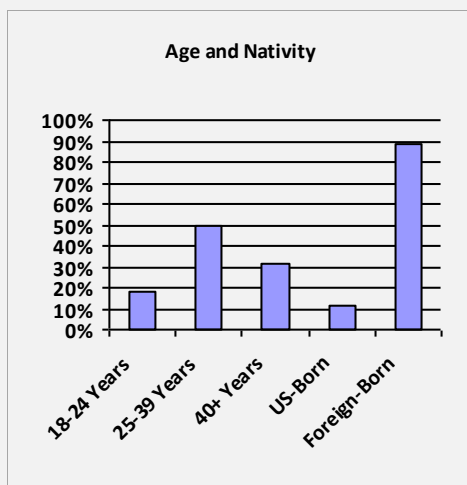
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	764			
Receipts (in \$1000)	796,628	All Firms <sup>4</sup>	1,487	732
Annual Payroll (in \$1000)	276,885	Receipts (in \$1000)	591,629	123,647

### Median Income<sup>2</sup>



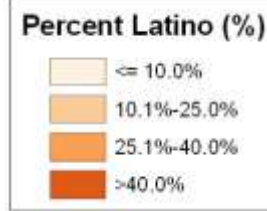
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

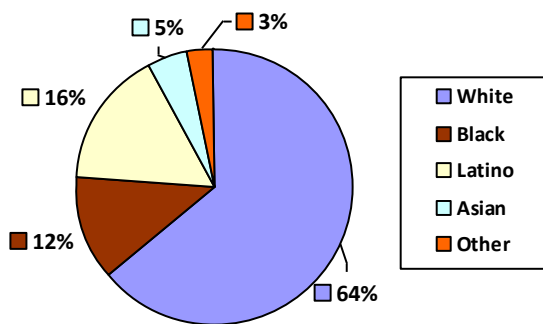
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# NEW HAMPSHIRE

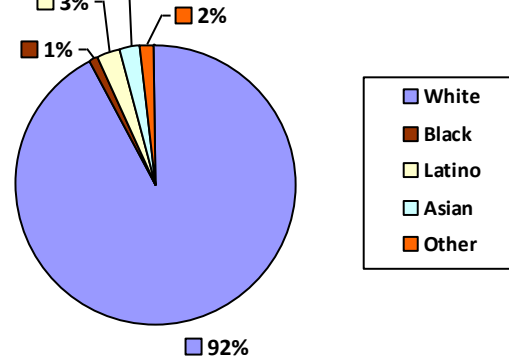


## Overview Comparison: US and State

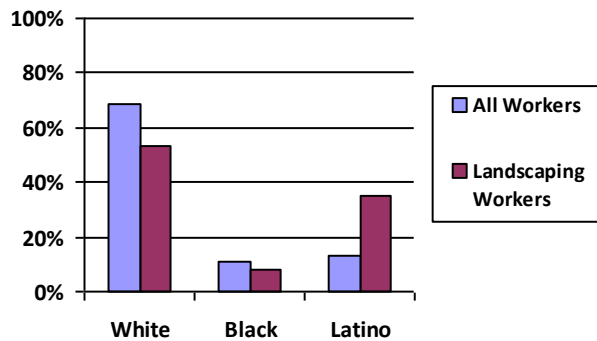
**Population by Race/Ethnicity: US**



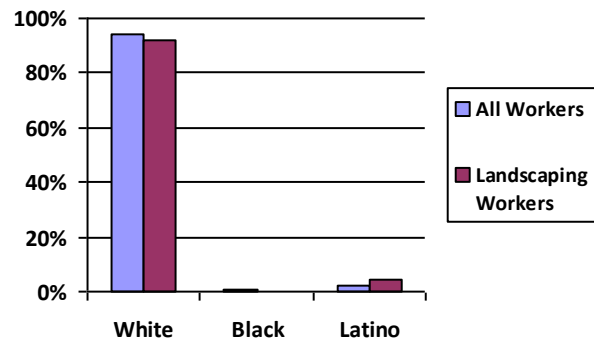
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,316,500	179,343,100	855,700	1,565,200	8,300
White	196,817,600	1,215,100	123,237,400	804,300	839,700	7,700
Black	37,685,800	13,600	20,246,200	8,000	128,100	
Latino	50,477,600	36,700	24,057,100	18,900	550,800	400

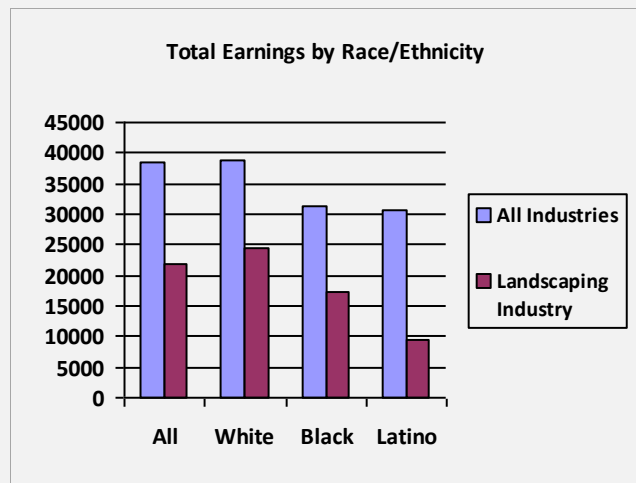
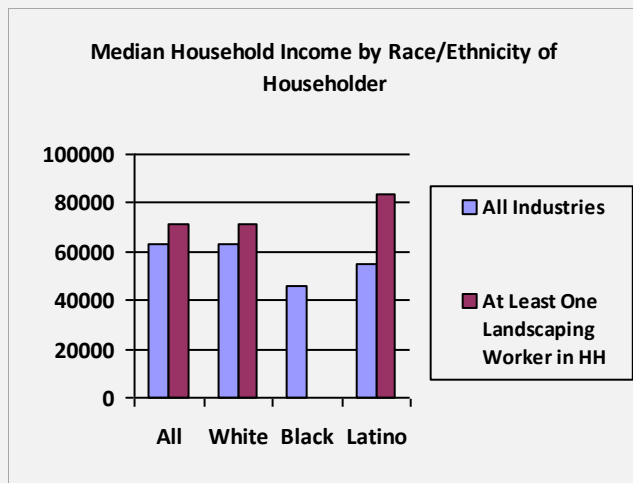
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

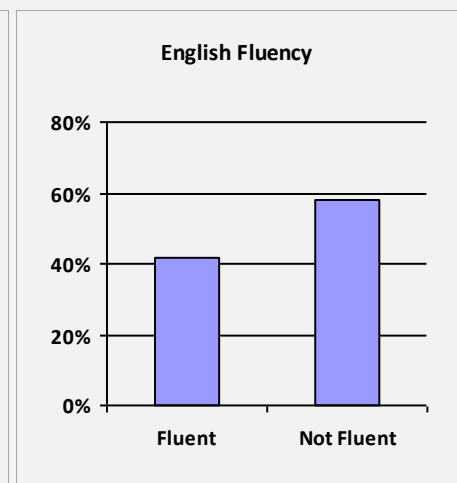
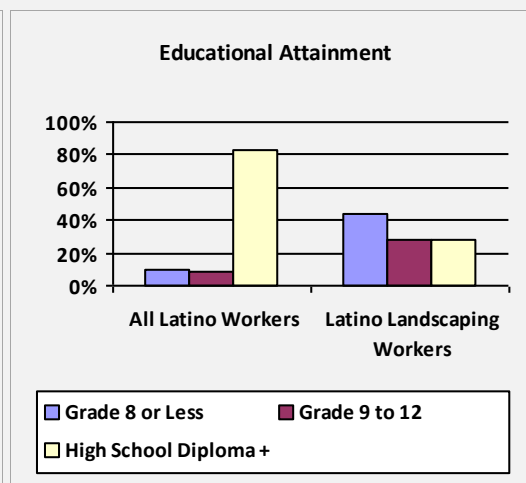
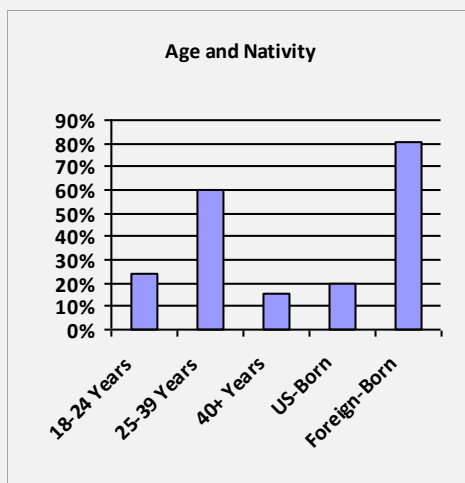
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	754			
Receipts (in \$1000)	300,321	All Firms <sup>4</sup>	1,966	2
Annual Payroll (in \$1000)	95,318	Receipts (in \$1000)	275,091	0

### Median Income<sup>2</sup>



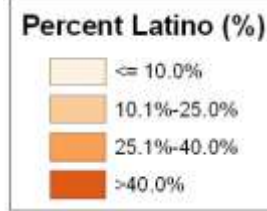
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

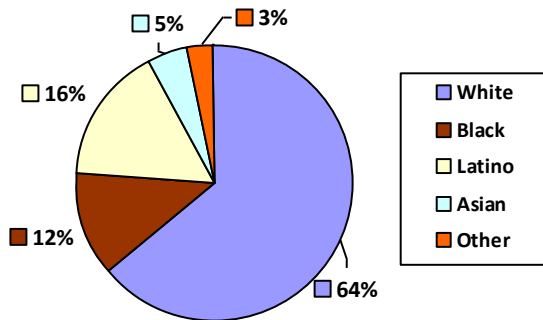
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# NEW JERSEY

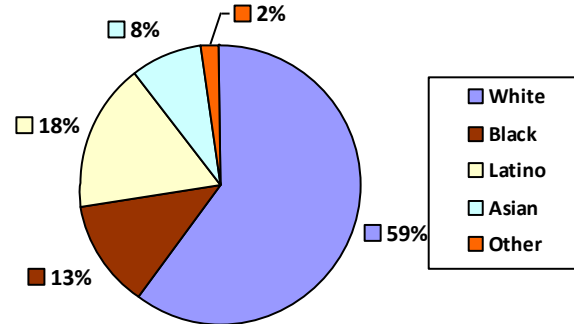


## Overview Comparison: US and State

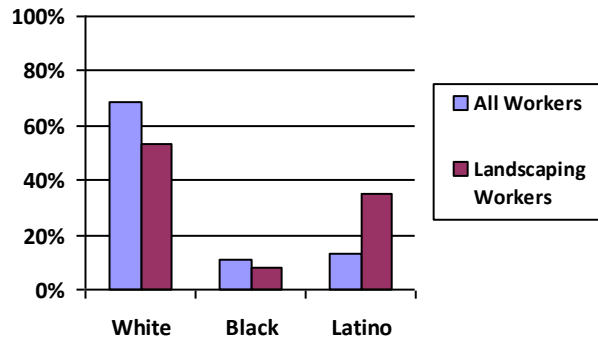
**Population by Race/Ethnicity: US**



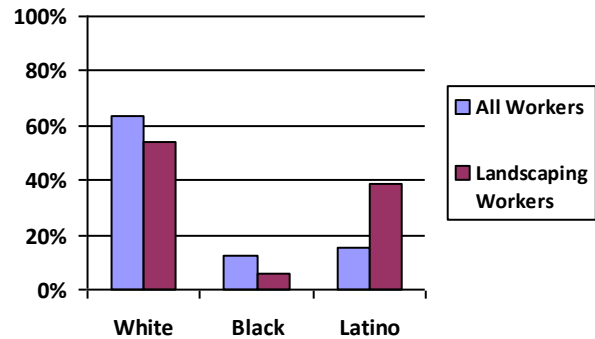
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	8,791,900	179,343,100	5,196,800	1,565,200	37,900
White	196,817,600	5,214,900	123,237,400	3,312,400	839,700	20,600
Black	37,685,800	1,125,400	20,246,200	649,900	128,100	2,100
Latino	50,477,600	1,555,100	24,057,100	781,100	550,800	14,600

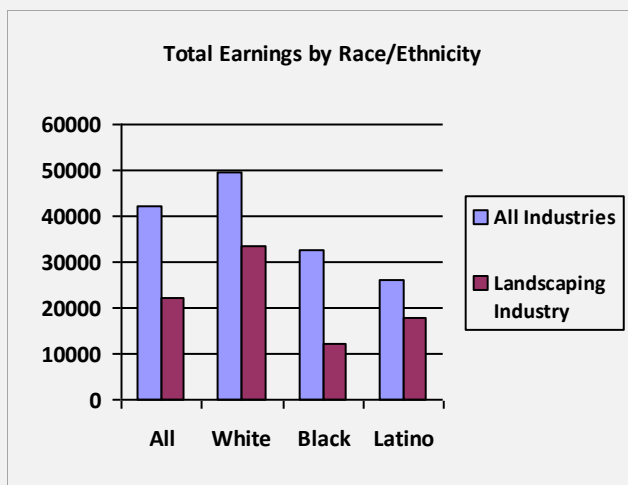
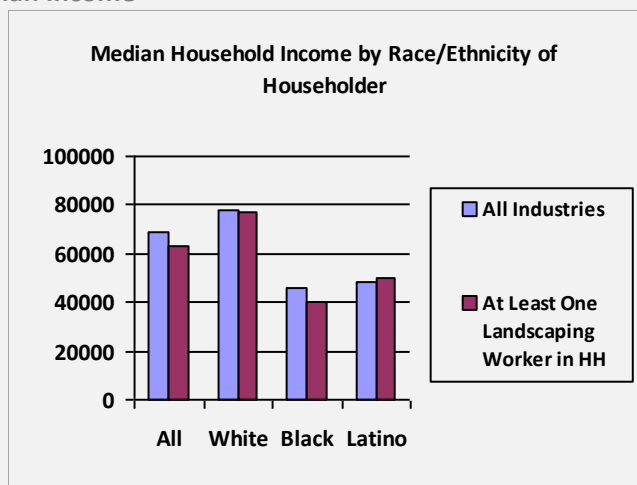
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

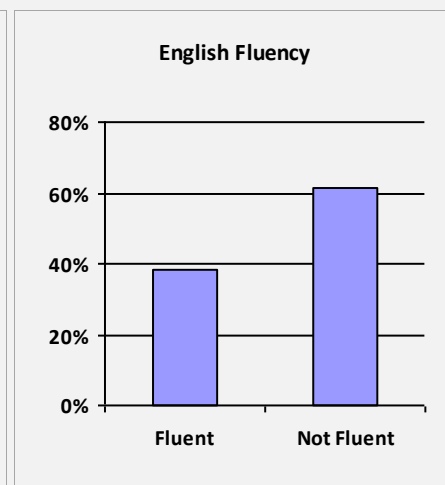
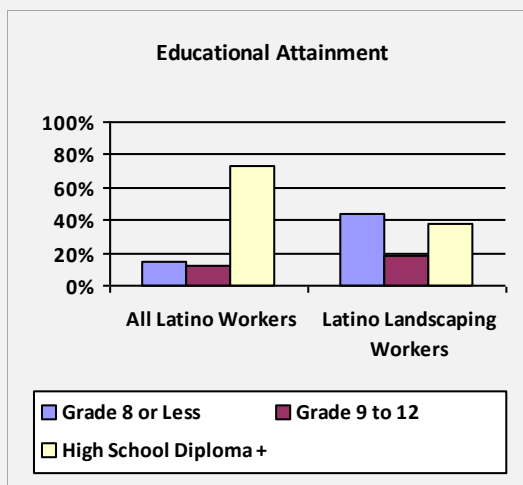
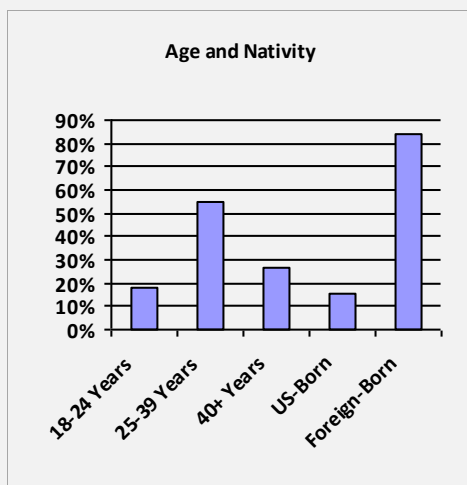
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	4,247			
Receipts (in \$1000)	2,195,345	All Firms <sup>4</sup>	7,040	894
Annual Payroll (in \$1000)	680,796	Receipts (in \$1000)	1,866,544	162,482

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

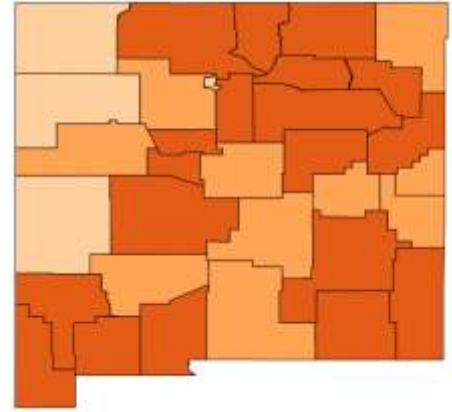
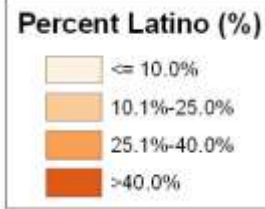


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

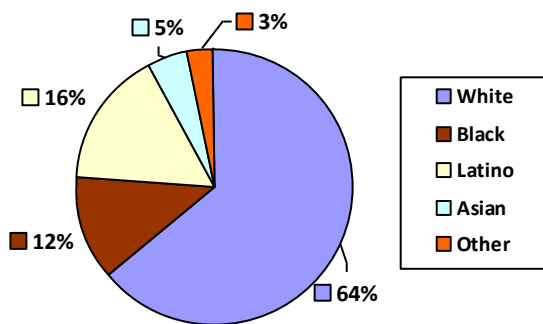


# NEW MEXICO

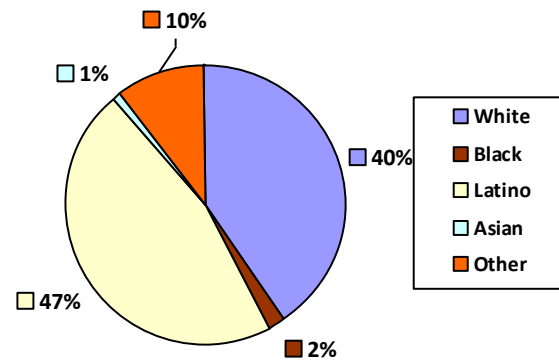


## Overview Comparison: US and State

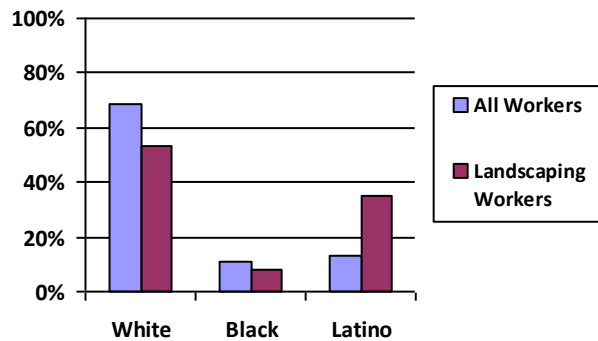
**Population by Race/Ethnicity: US**



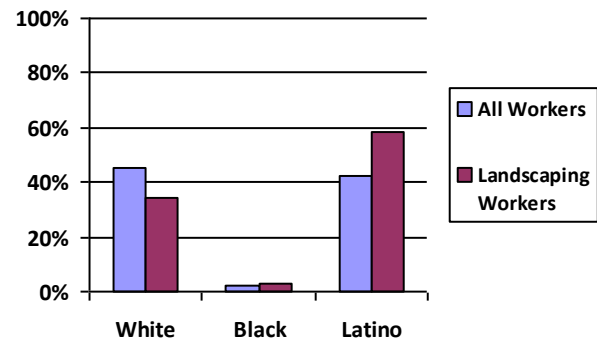
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	2,059,200	179,343,100	1,125,800	1,565,200	9,200
White	196,817,600	833,800	123,237,400	512,200	839,700	3,100
Black	37,685,800	35,500	20,246,200	23,000	128,100	300
Latino	50,477,600	953,400	24,057,100	478,700	550,800	5,400

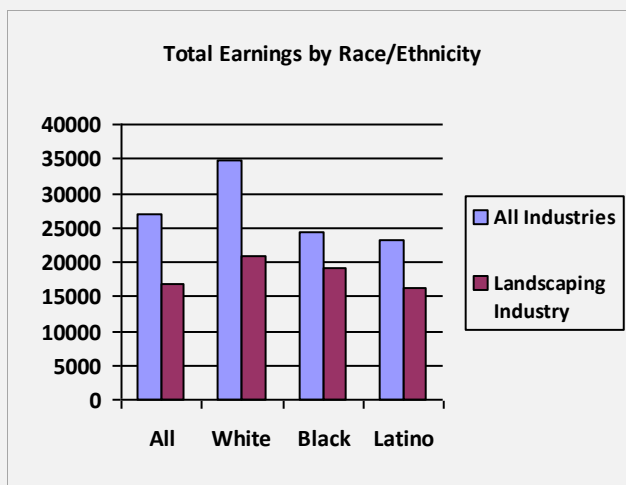
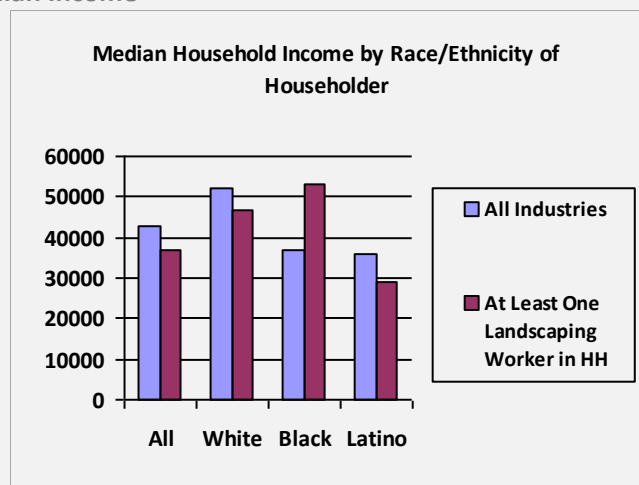
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

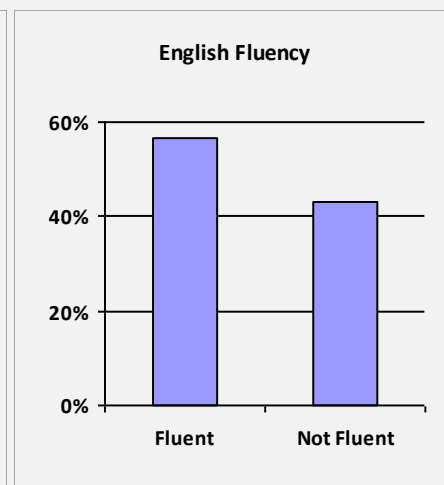
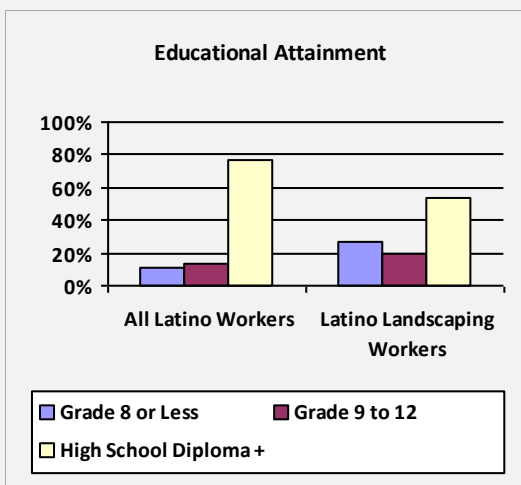
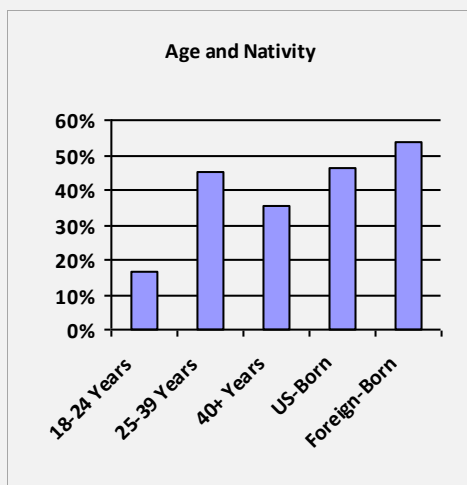
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	337			
Receipts (in \$1000)	197,340	All Firms <sup>4</sup>	998	517
Annual Payroll (in \$1000)	66,341	Receipts (in \$1000)	154,889	61,926

### Median Income<sup>2</sup>



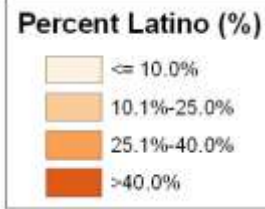
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

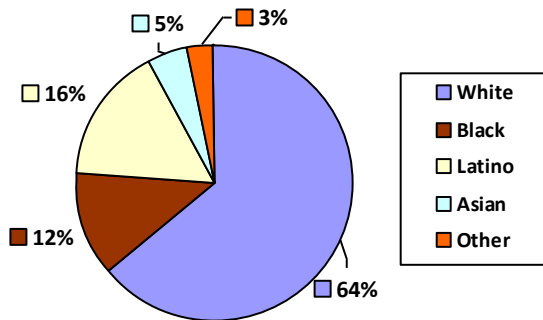
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# NEW YORK

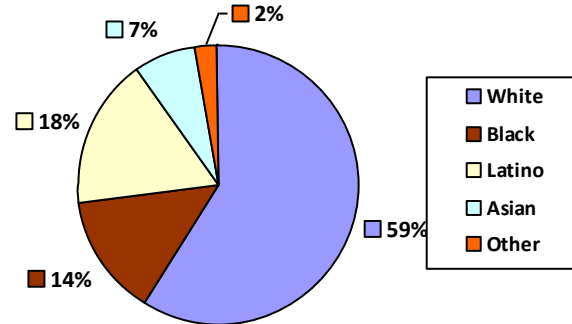


## Overview Comparison: US and State

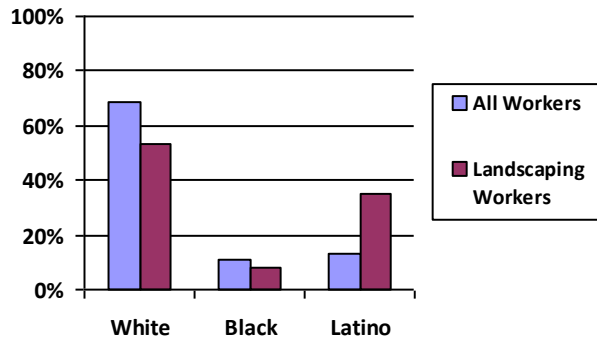
**Population by Race/Ethnicity: US**



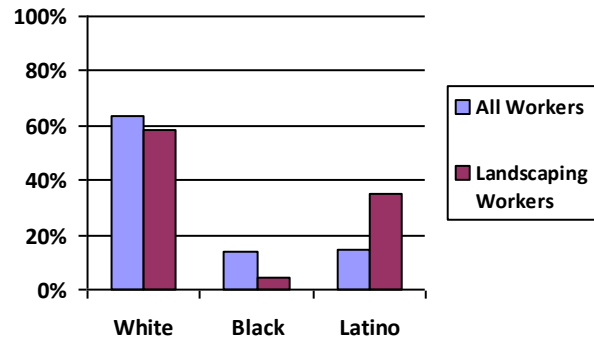
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	19,378,100	179,343,100	11,362,000	1,565,200	58,300
White	196,817,600	11,304,200	123,237,400	7,184,900	839,700	34,200
Black	37,685,800	2,783,900	20,246,200	1,539,800	128,100	2,700
Latino	50,477,600	3,416,900	24,057,100	1,681,700	550,800	20,300

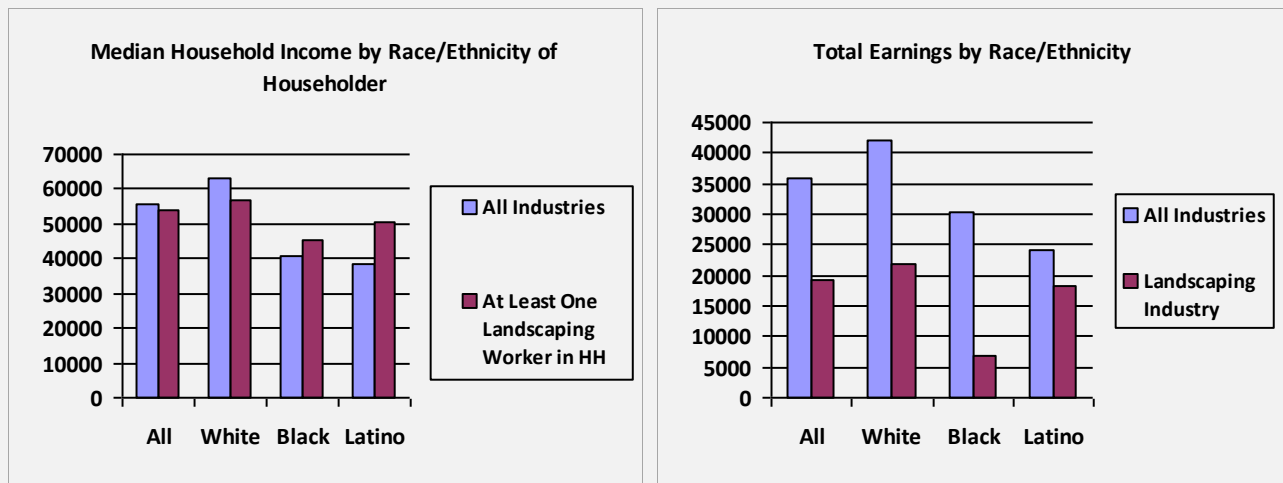
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

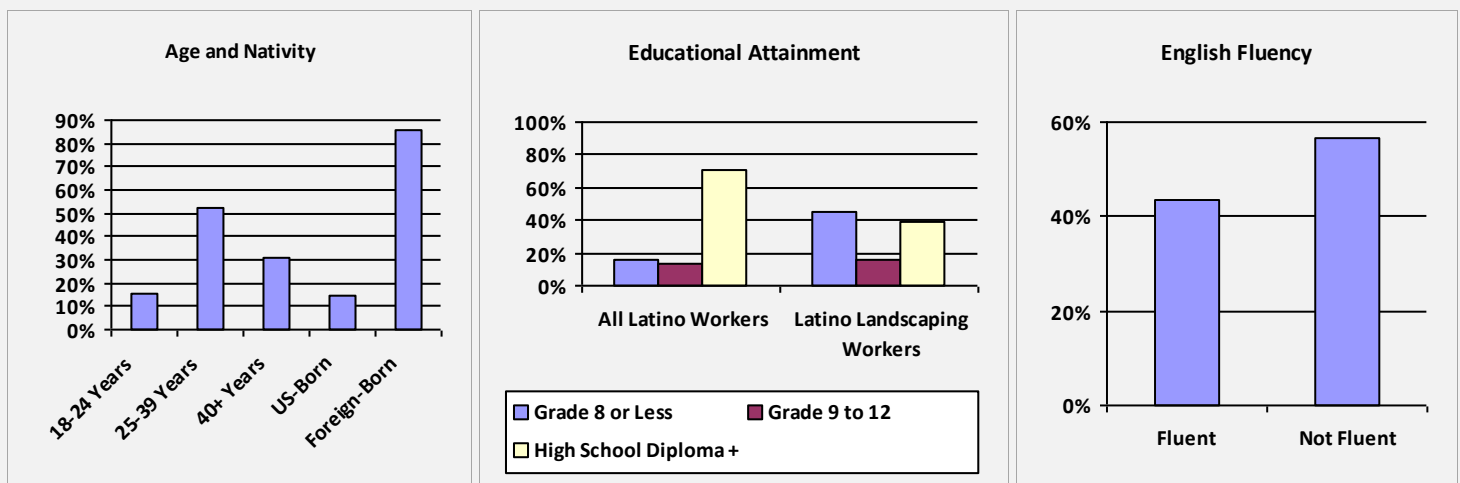
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	5,768			
Receipts (in \$1000)	2,628,259	All Firms <sup>4</sup>	12,413	1,972
Annual Payroll (in \$1000)	800,195	Receipts (in \$1000)	2,363,655	96,428

### Median Income<sup>2</sup>



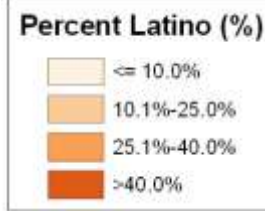
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

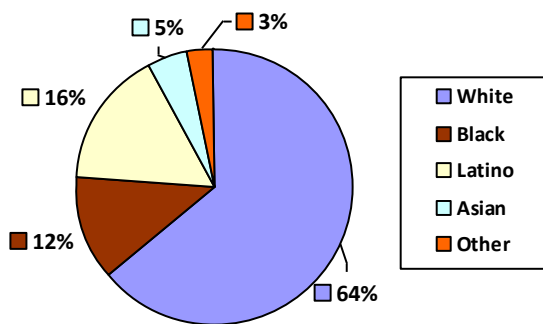
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# NORTH CAROLINA

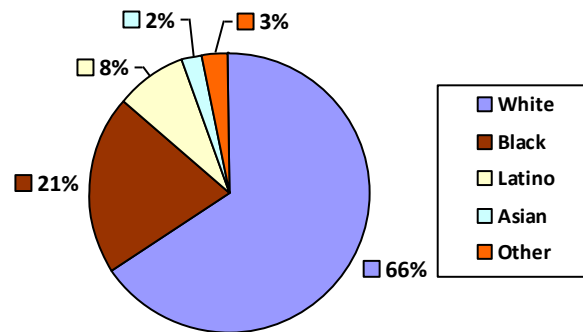


## Overview Comparison: US and State

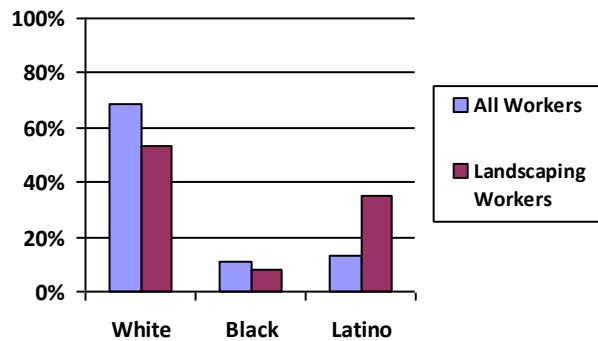
**Population by Race/Ethnicity: US**



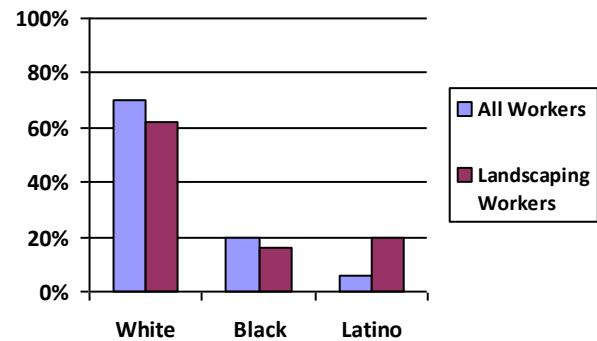
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	9,535,500	179,343,100	5,435,300	1,565,200	50,400
White	196,817,600	6,224,000	123,237,400	3,798,400	839,700	31,400
Black	37,685,800	2,019,900	20,246,200	1,082,100	128,100	8,000
Latino	50,477,600	800,100	24,057,100	335,300	550,800	10,100

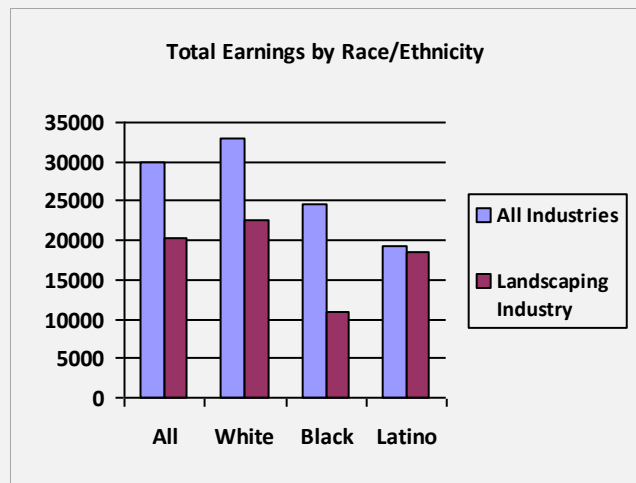
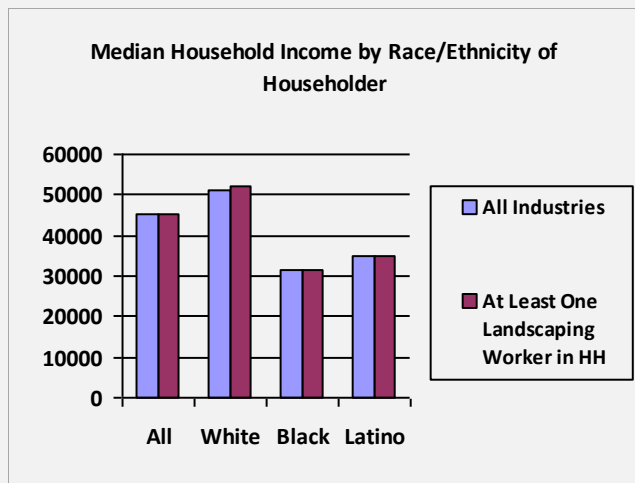
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

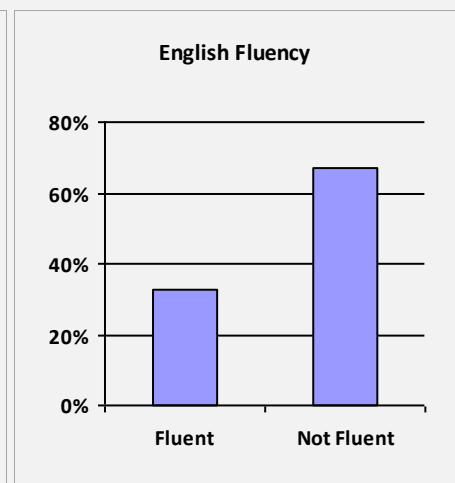
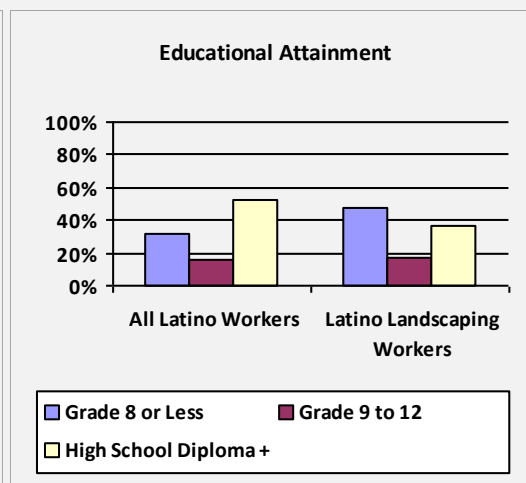
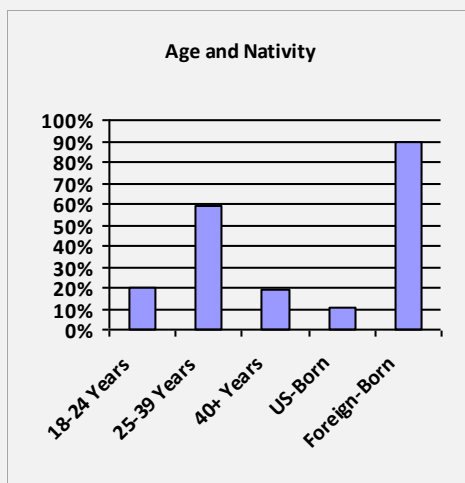
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	3,304			
Receipts (in \$1000)	1,733,470	All Firms <sup>4</sup>	16,738	0
Annual Payroll (in \$1000)	551,133	Receipts (in \$1000)	1,780,925	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

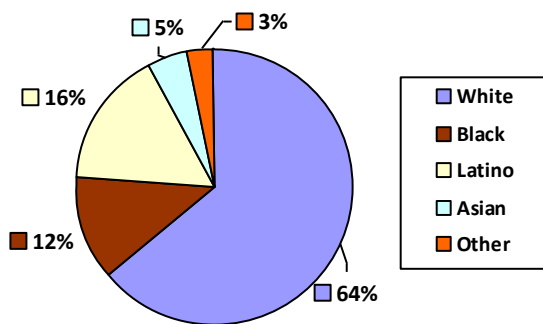
# NORTH DAKOTA

Percent Latino (%)

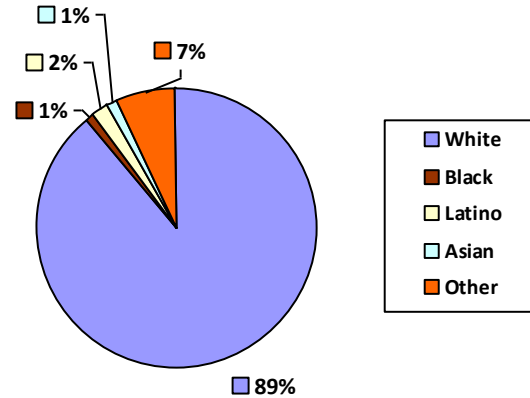


## Overview Comparison: US and State

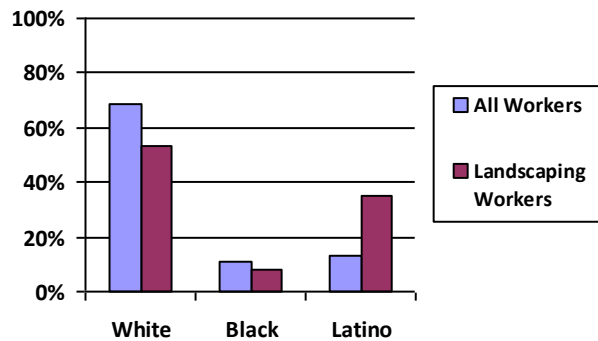
Population by Race/Ethnicity: US



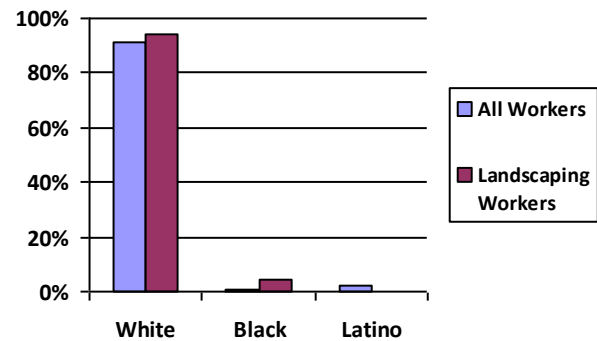
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	672,600	179,343,100	418,900	1,565,200	2,300
White	196,817,600	598,000	123,237,400	382,600	839,700	2,200
Black	37,685,800	7,700	20,246,200	3,900	128,100	100
Latino	50,477,600	13,500	24,057,100	7,900	550,800	

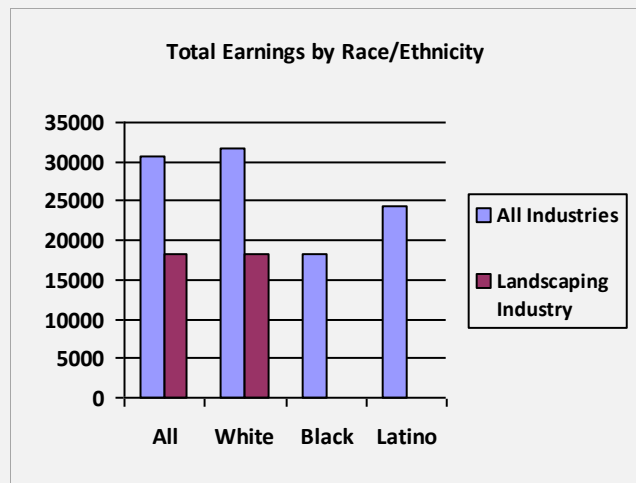
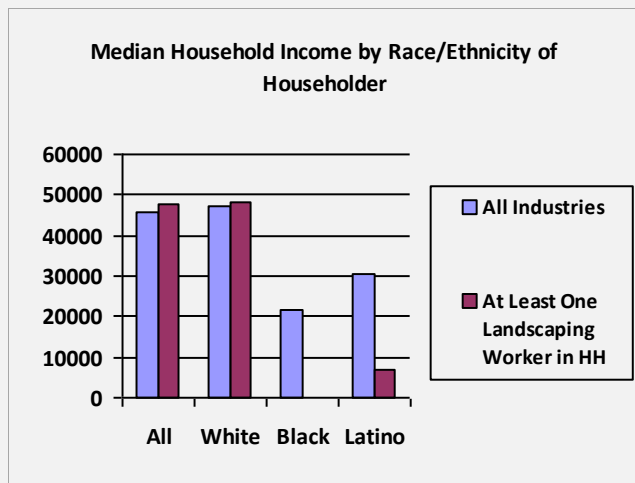
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

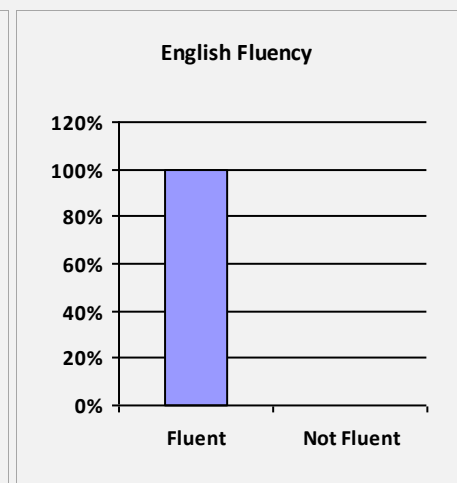
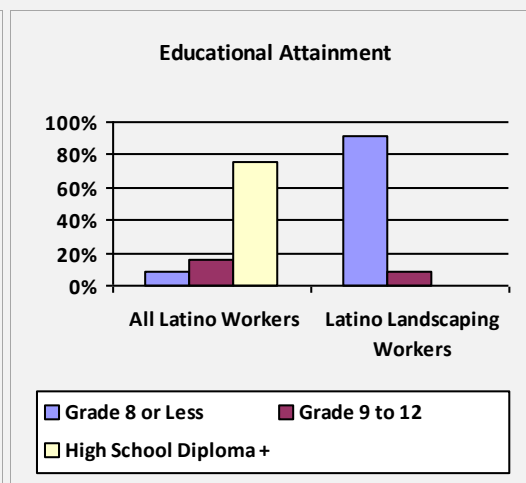
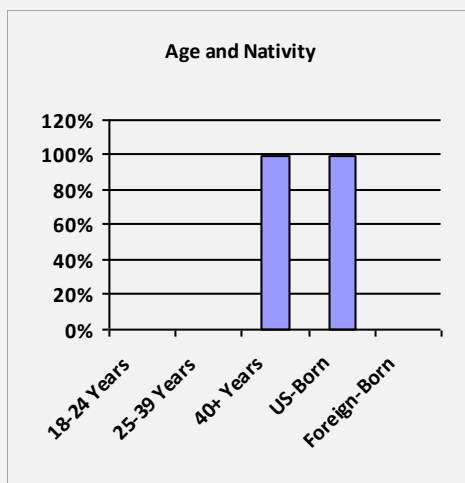
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	195			
Receipts (in \$1000)	54,430	All Firms <sup>4</sup>	624	
Annual Payroll (in \$1000)	14,948	Receipts (in \$1000)	57,162	

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



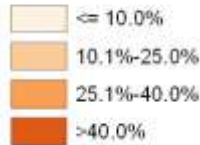
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007



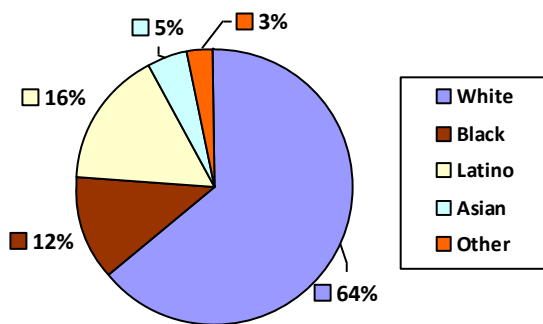
# OHIO

Percent Latino (%)

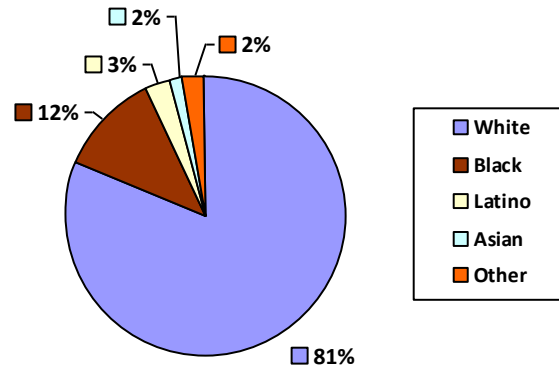


## Overview Comparison: US and State

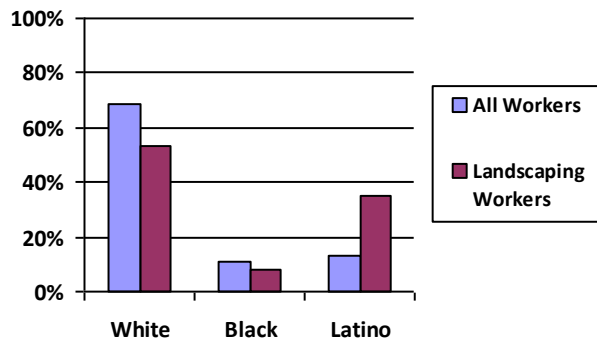
Population by Race/Ethnicity: US



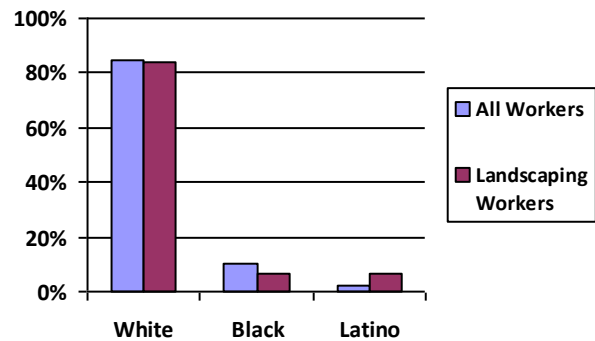
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	11,536,500	179,343,100	6,931,900	1,565,200	53,500
White	196,817,600	9,359,300	123,237,400	5,850,300	839,700	45,000
Black	37,685,800	1,389,100	20,246,200	730,900	128,100	3,700
Latino	50,477,600	354,700	24,057,100	157,900	550,800	3,700

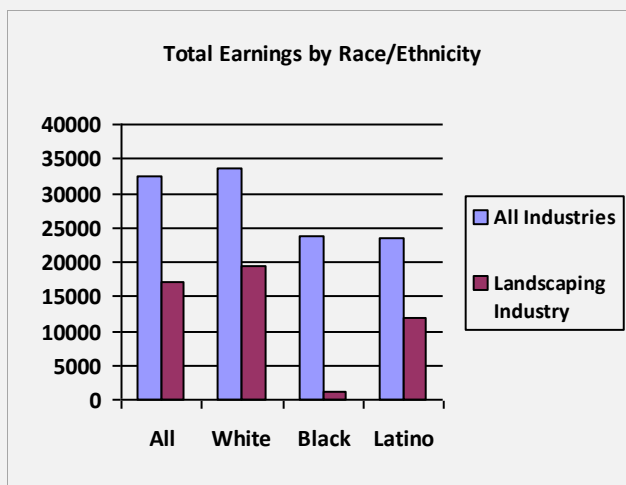
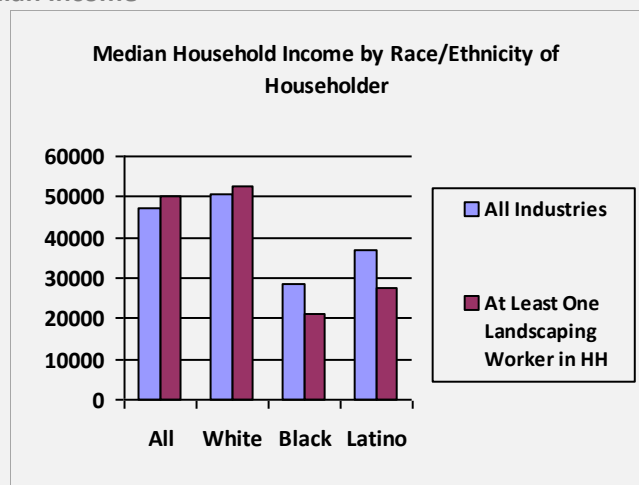
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

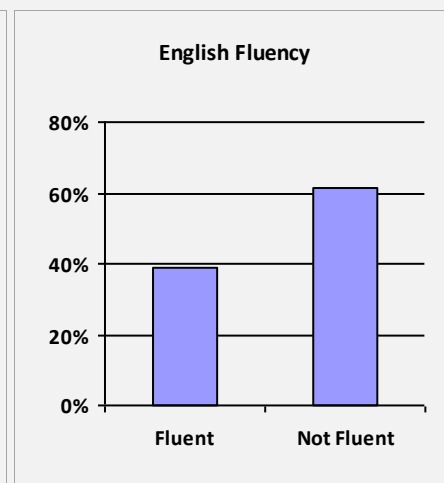
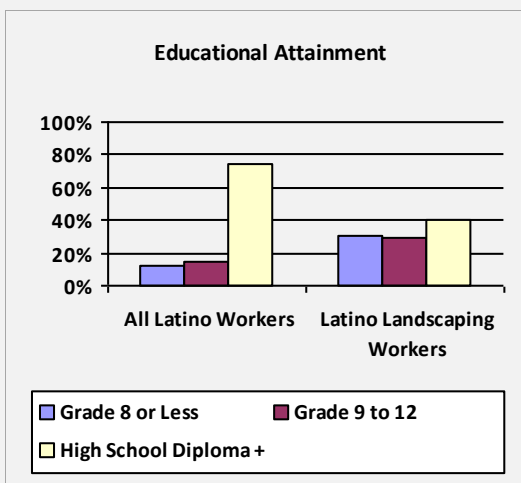
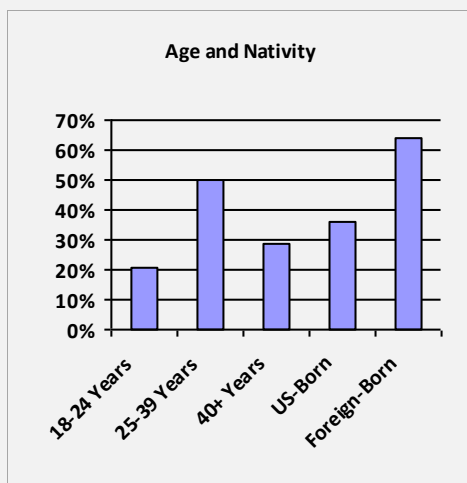
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	3,700			
Receipts (in \$1000)	1,778,037	All Firms <sup>4</sup>	13,561	0
Annual Payroll (in \$1000)	583,627	Receipts (in \$1000)	1,601,555	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

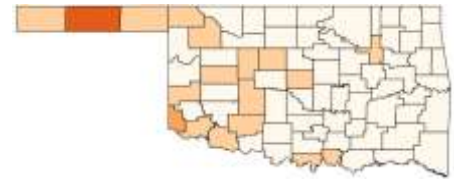
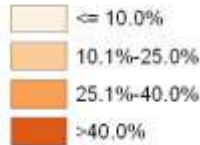


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

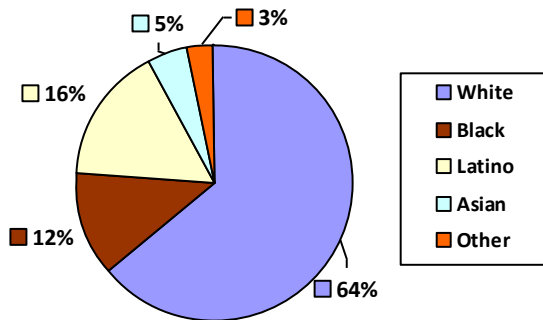
# OKLAHOMA

Percent Latino (%)

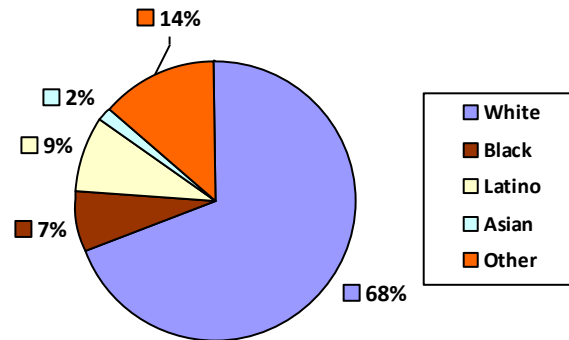


## Overview Comparison: US and State

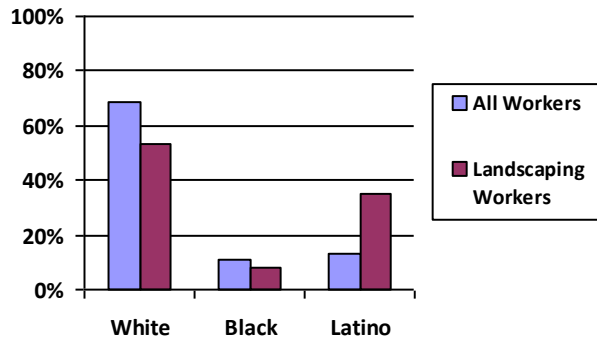
Population by Race/Ethnicity: US



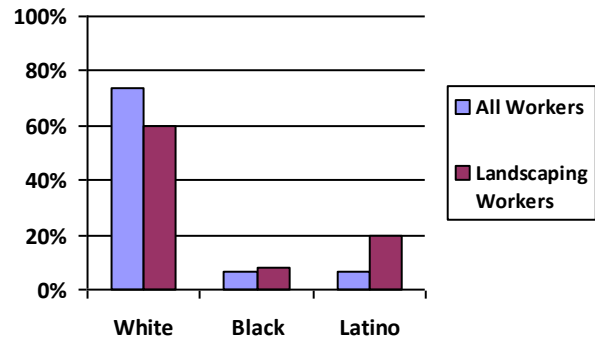
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	3,751,400	179,343,100	2,110,700	1,565,200	16,900
White	196,817,600	2,575,400	123,237,400	1,558,700	839,700	10,100
Black	37,685,800	272,100	20,246,200	145,700	128,100	1,300
Latino	50,477,600	332,000	24,057,100	139,800	550,800	3,400

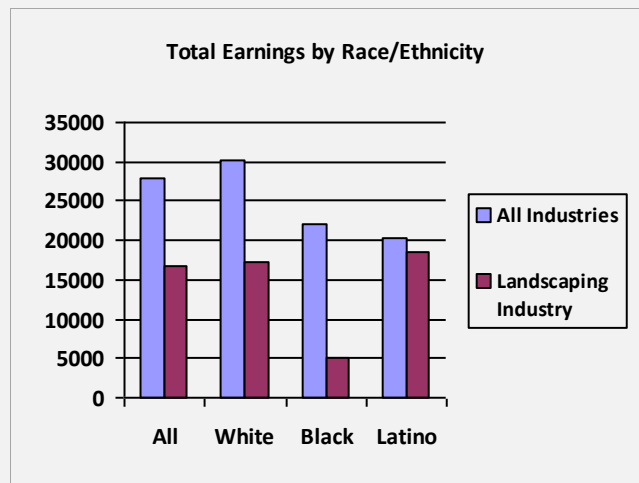
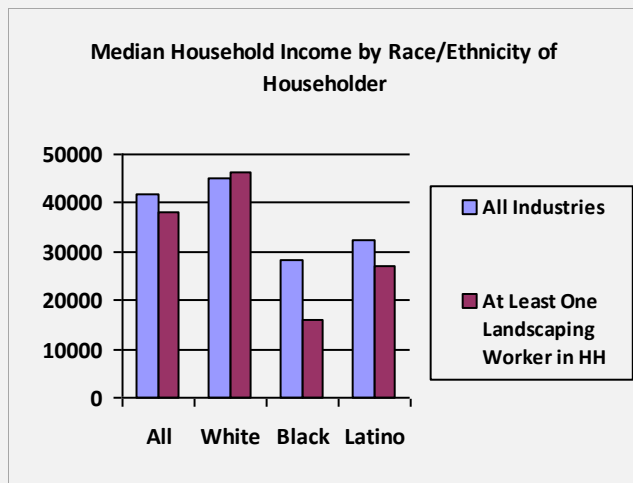
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

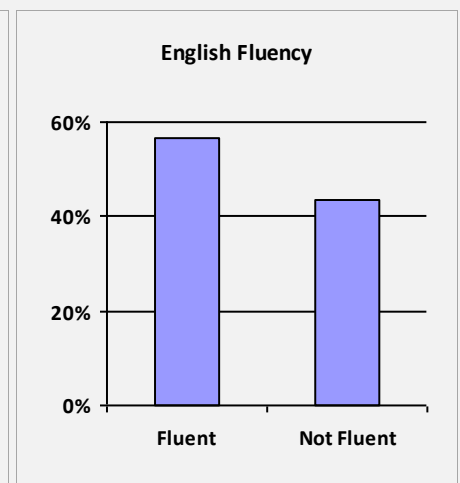
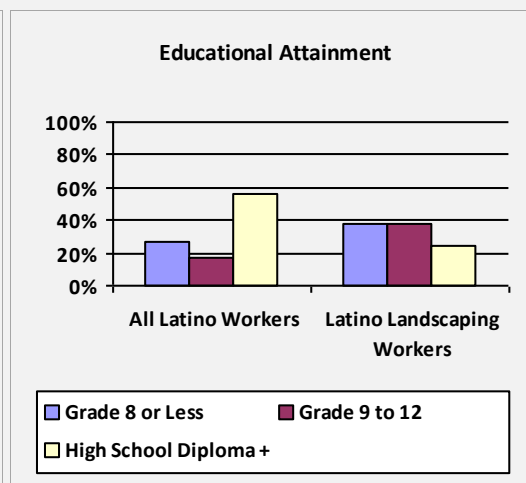
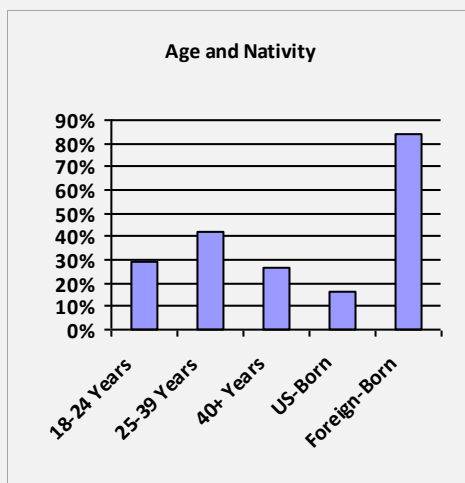
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	746			
Receipts (in \$1000)	330,662	All Firms <sup>4</sup>	5,453	354
Annual Payroll (in \$1000)	105,447	Receipts (in \$1000)	319,606	14,217

### Median Income<sup>2</sup>



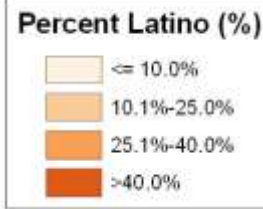
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

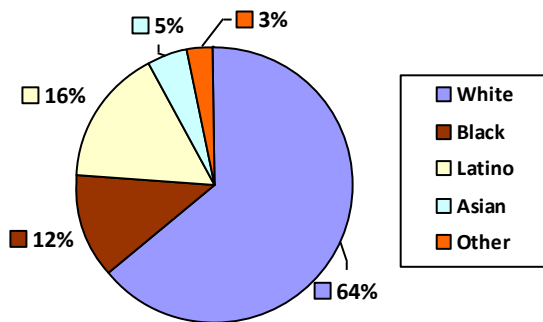
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# OREGON

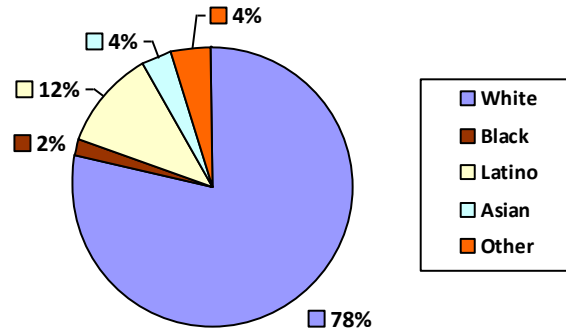


## Overview Comparison: US and State

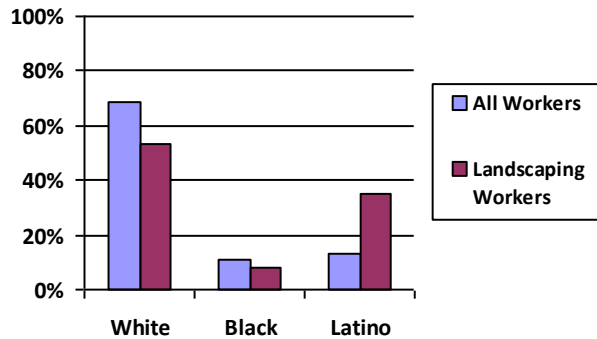
**Population by Race/Ethnicity: US**



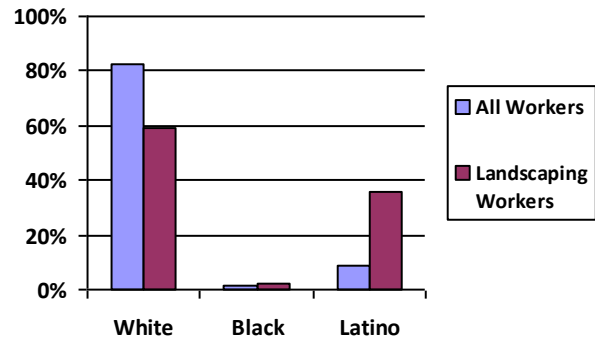
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	3,831,100	179,343,100	2,274,400	1,565,200	22,700
White	196,817,600	3,005,800	123,237,400	1,879,800	839,700	13,400
Black	37,685,800	65,000	20,246,200	34,400	128,100	400
Latino	50,477,600	450,100	24,057,100	204,900	550,800	8,000

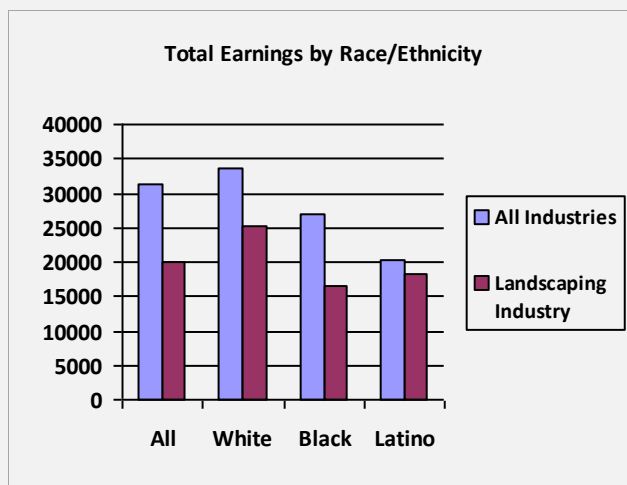
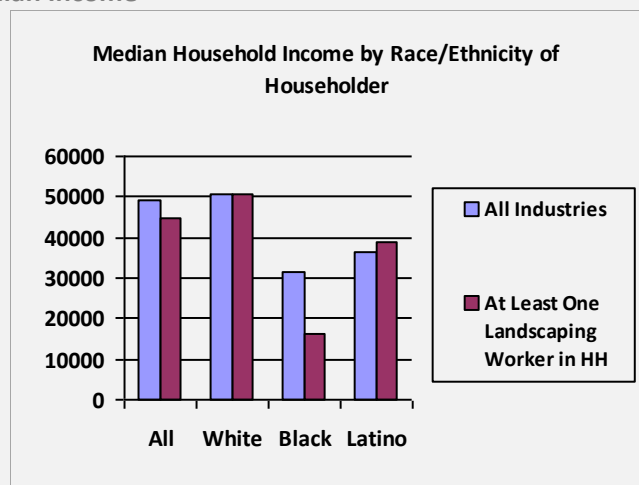
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

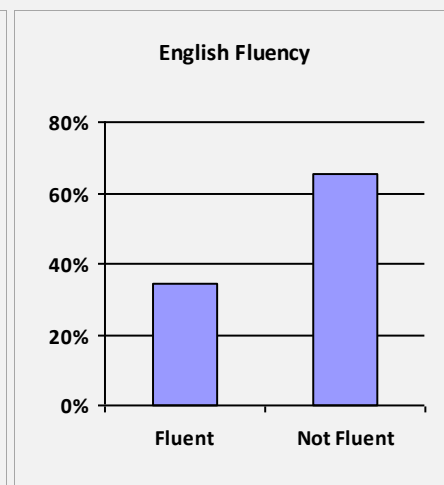
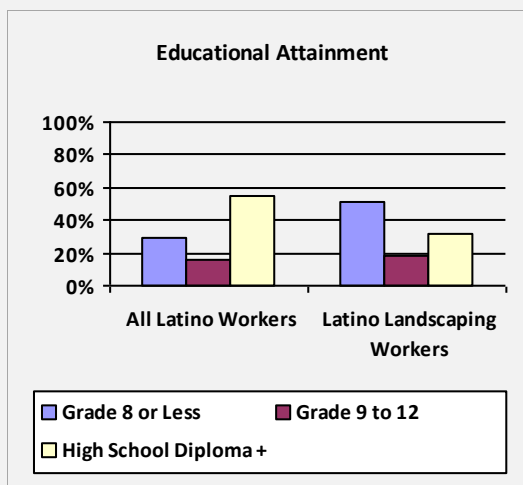
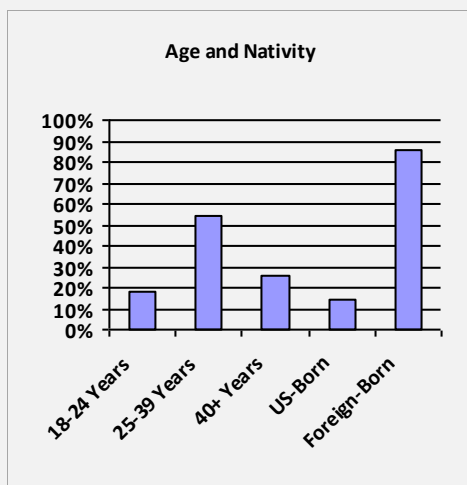
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,421			
Receipts (in \$1000)	639,644	All Firms <sup>4</sup>	3,474	422
Annual Payroll (in \$1000)	230,952	Receipts (in \$1000)	636,866	33,707

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

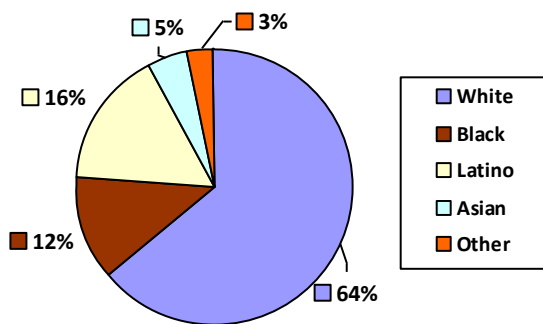
# PENNSYLVANIA

Percent Latino (%)

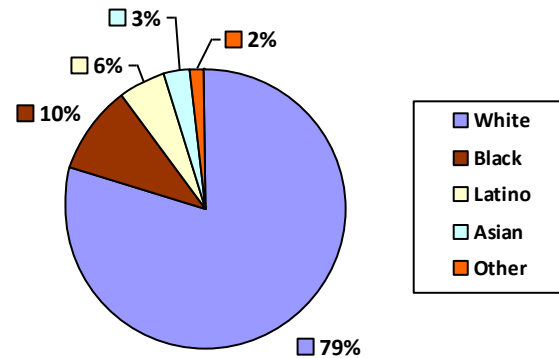


## Overview Comparison: US and State

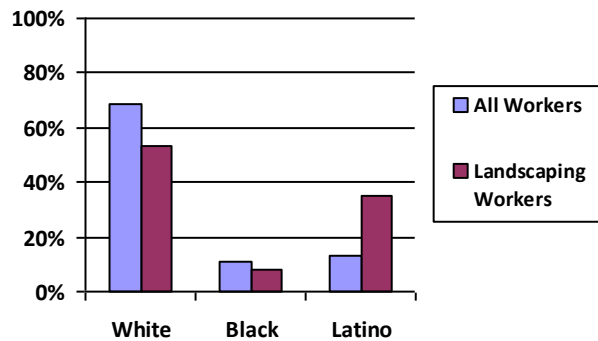
Population by Race/Ethnicity: US



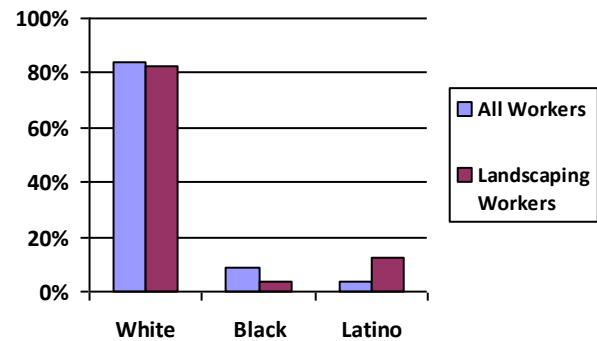
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	12,702,400	179,343,100	7,514,100	1,565,200	53,700
White	196,817,600	10,094,700	123,237,400	6,299,200	839,700	44,300
Black	37,685,800	1,327,100	20,246,200	674,300	128,100	2,200
Latino	50,477,600	719,700	24,057,100	291,500	550,800	6,500

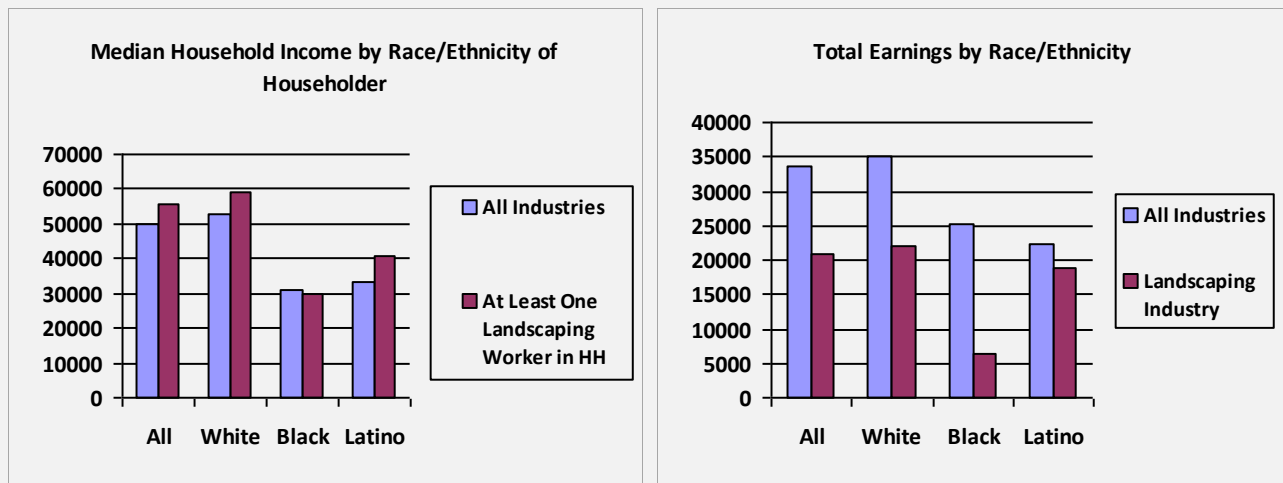
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

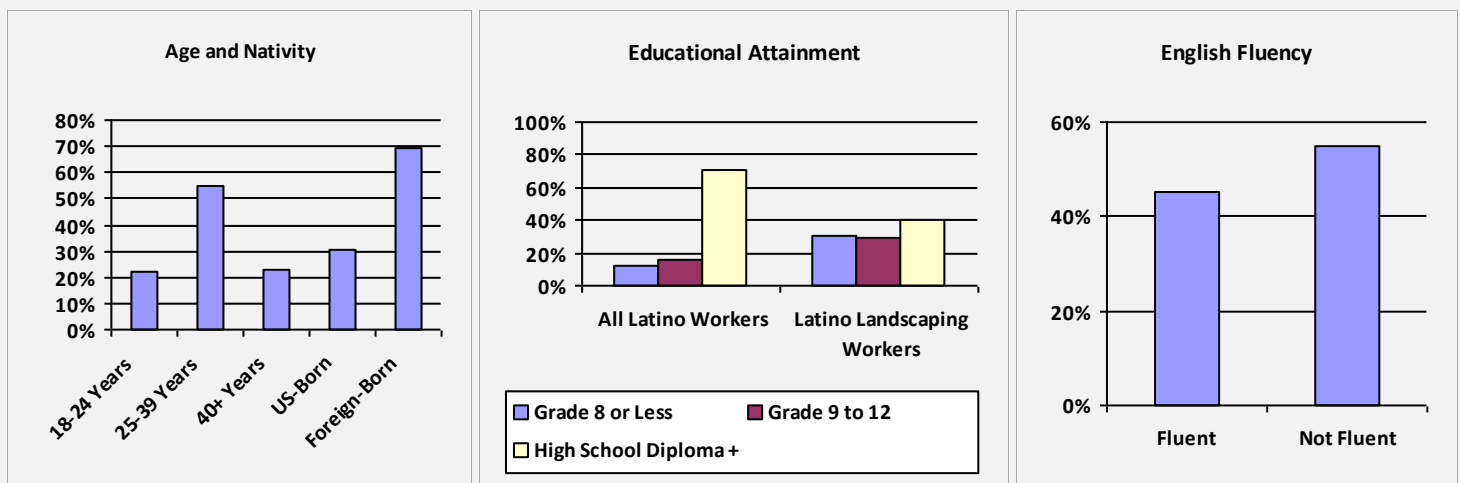
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	4,222			
Receipts (in \$1000)	2,089,084	All Firms <sup>4</sup>	12,707	454
Annual Payroll (in \$1000)	624,829	Receipts (in \$1000)	2,011,344	33,179

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

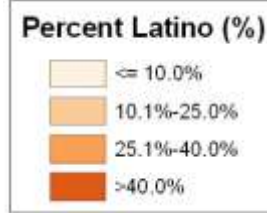


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

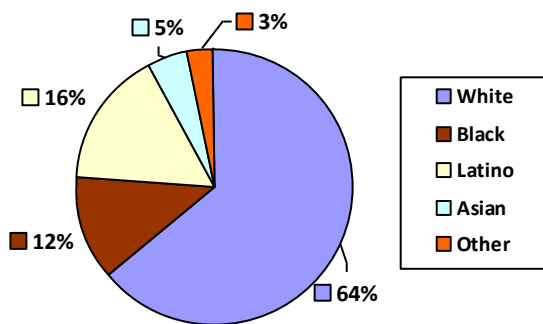


# RHODE ISLAND

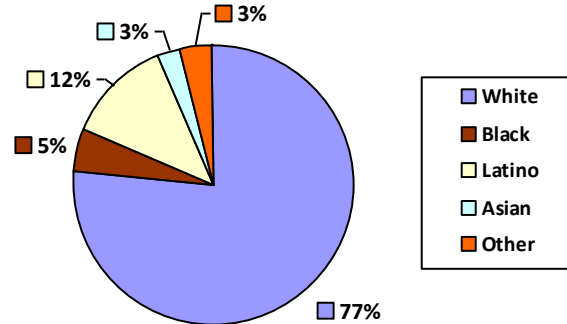


## Overview Comparison: US and State

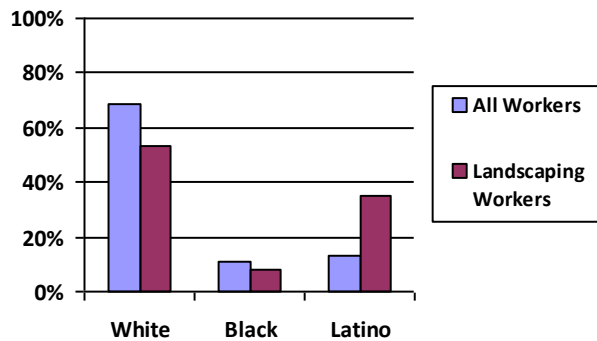
**Population by Race/Ethnicity: US**



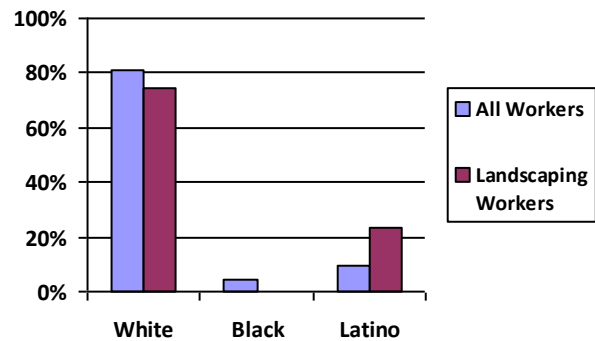
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,052,600	179,343,100	653,900	1,565,200	4,500
White	196,817,600	803,700	123,237,400	532,200	839,700	3,400
Black	37,685,800	51,600	20,246,200	28,400	128,100	
Latino	50,477,600	130,700	24,057,100	63,500	550,800	1,100

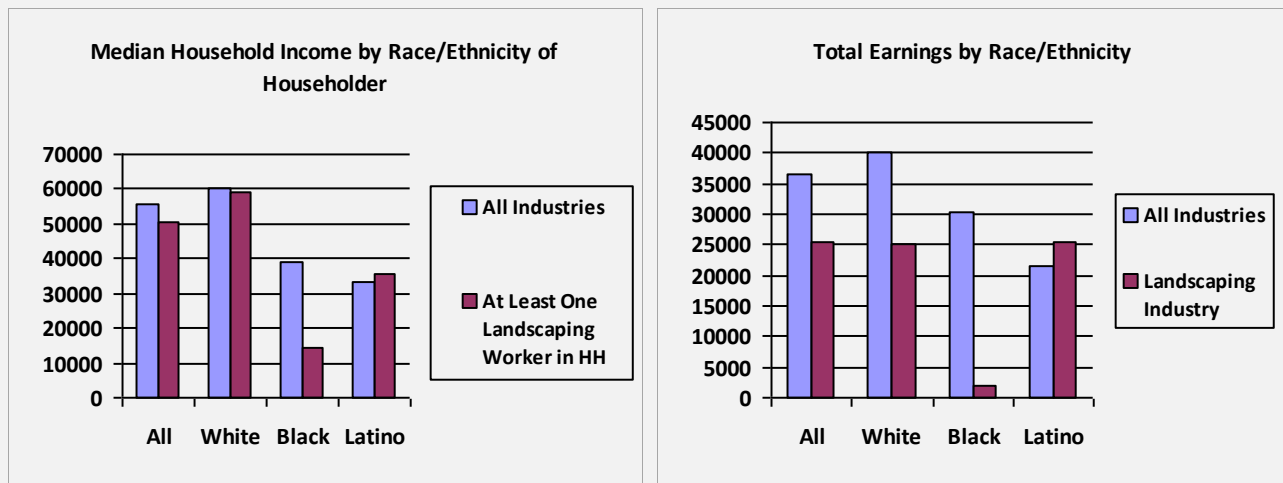
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

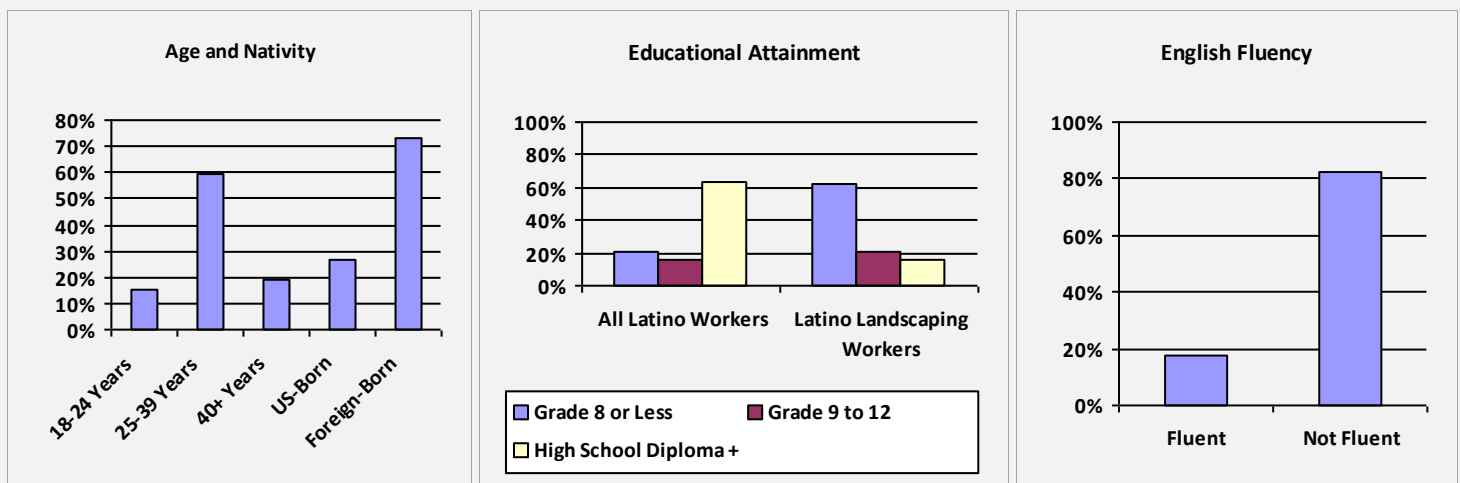
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	611			
Receipts (in \$1000)	228,630	All Firms <sup>4</sup>	1,347	22
Annual Payroll (in \$1000)	67,858	Receipts (in \$1000)	164,180	1,148

### Median Income<sup>2</sup>



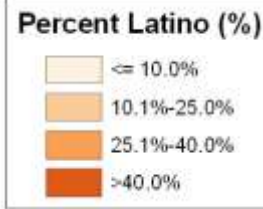
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

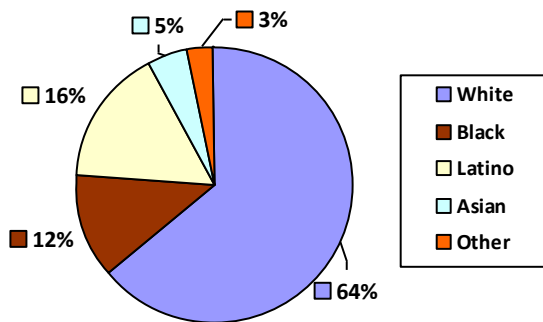
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# SOUTH CAROLINA

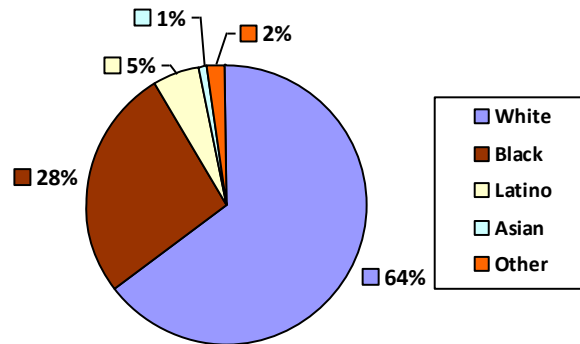


## Overview Comparison: US and State

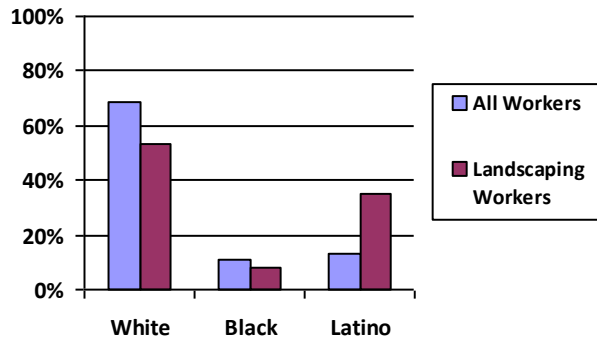
**Population by Race/Ethnicity: US**



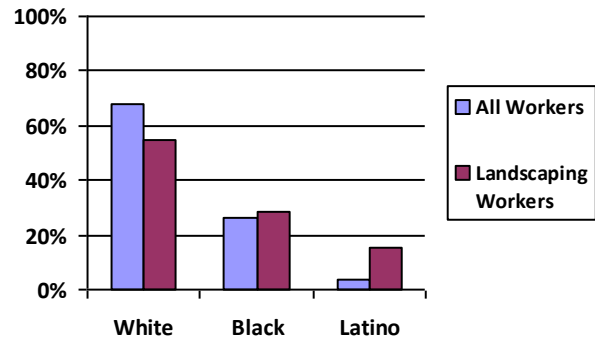
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	4,625,400	179,343,100	2,596,600	1,565,200	27,200
White	196,817,600	2,962,700	123,237,400	1,755,300	839,700	15,000
Black	37,685,800	1,280,000	20,246,200	678,900	128,100	7,800
Latino	50,477,600	235,700	24,057,100	96,500	550,800	4,200

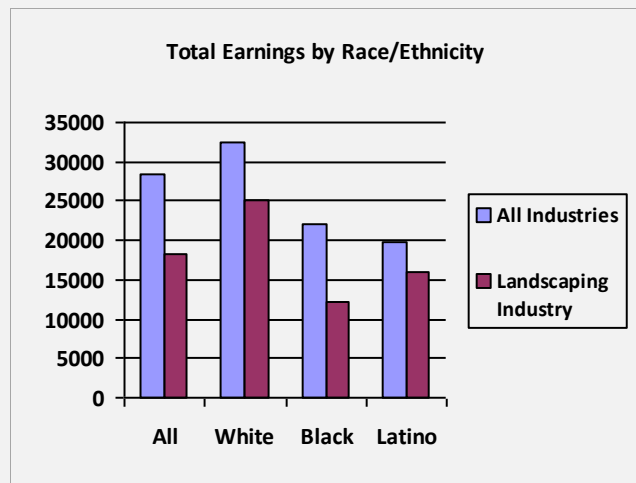
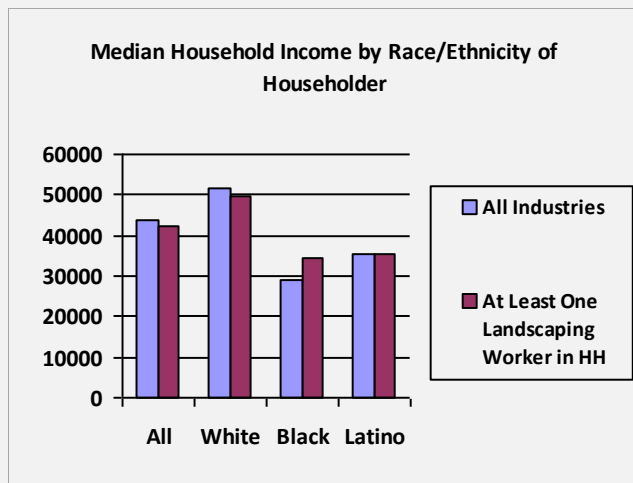
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

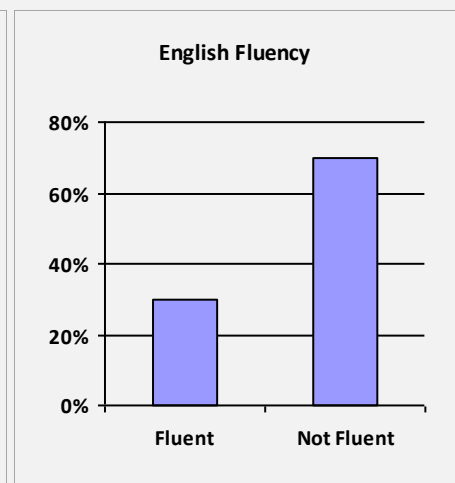
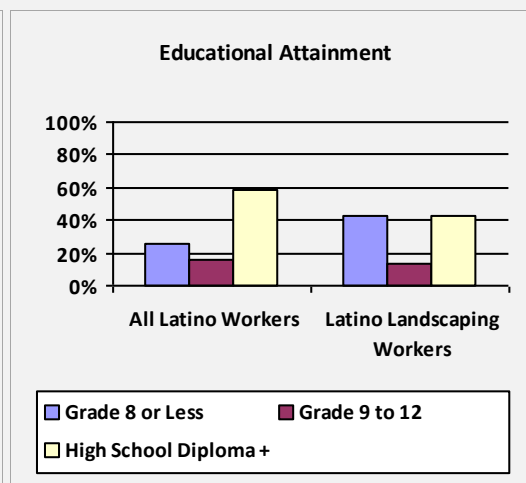
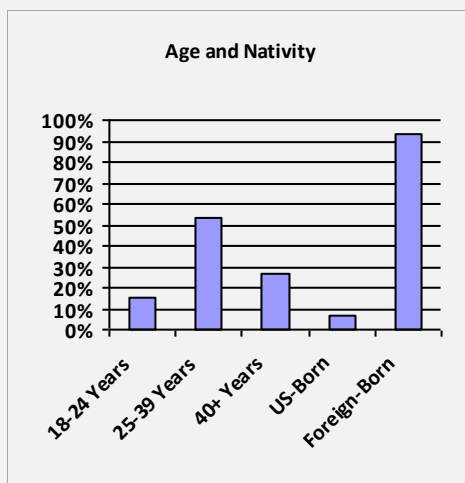
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,649			
Receipts (in \$1000)	889,002	All Firms <sup>4</sup>	7,997	0
Annual Payroll (in \$1000)	279,152	Receipts (in \$1000)	800,483	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

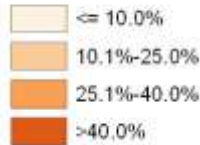


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

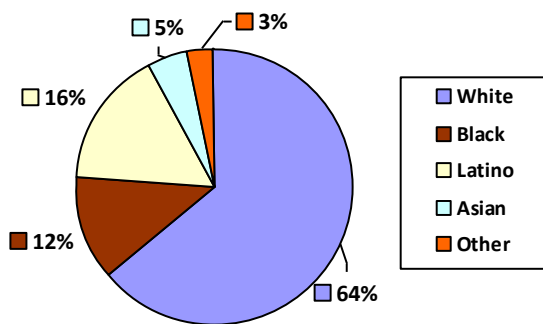
# SOUTH DAKOTA

Percent Latino (%)

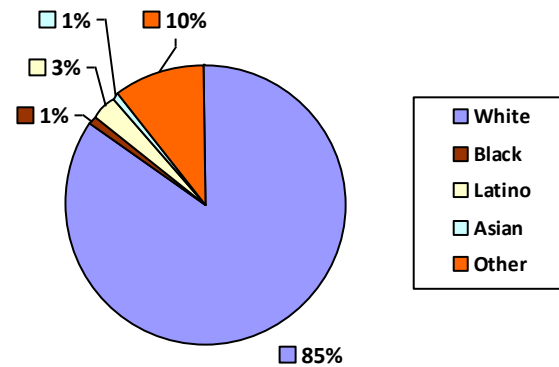


## Overview Comparison: US and State

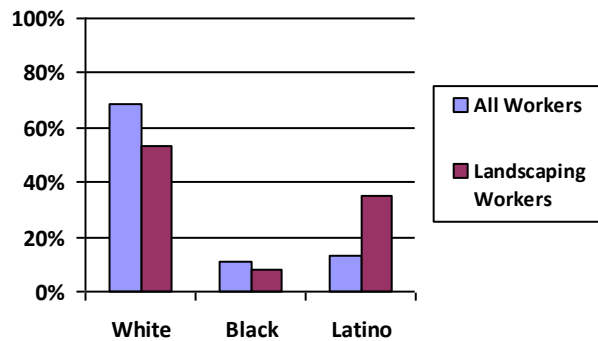
Population by Race/Ethnicity: US



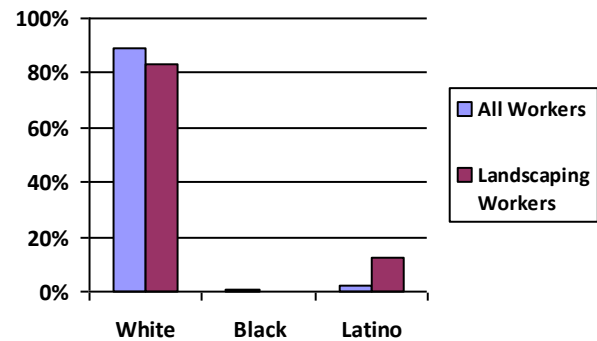
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	814,200	179,343,100	504,300	1,565,200	2,400
White	196,817,600	689,500	123,237,400	450,600	839,700	2,000
Black	37,685,800	10,000	20,246,200	4,000	128,100	
Latino	50,477,600	22,100	24,057,100	10,400	550,800	300

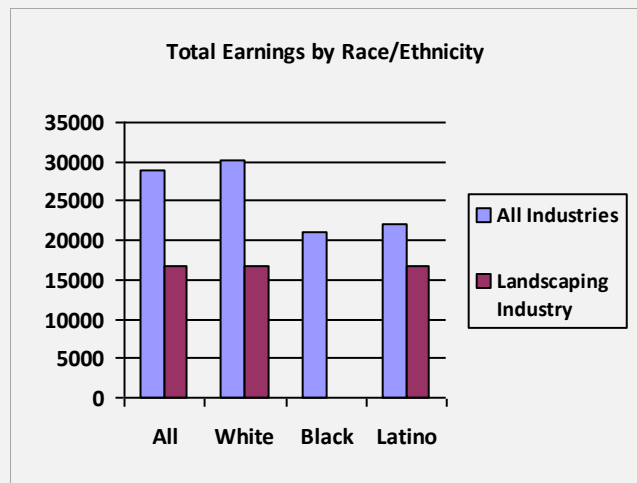
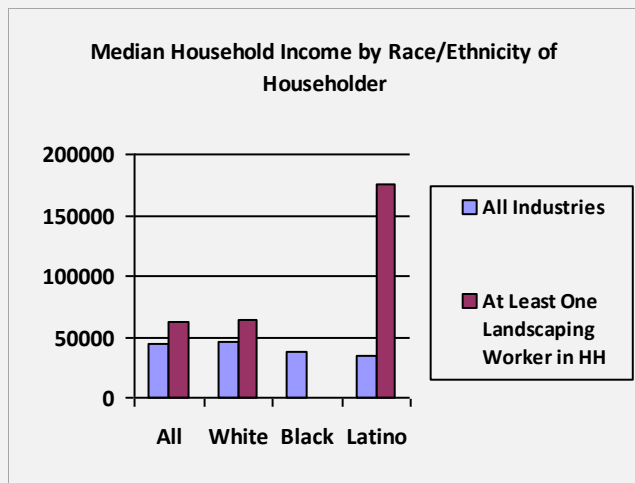
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

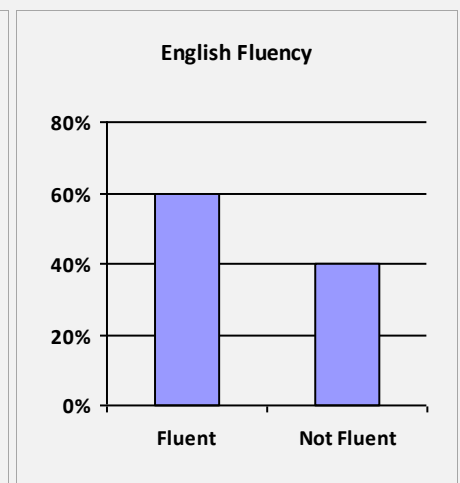
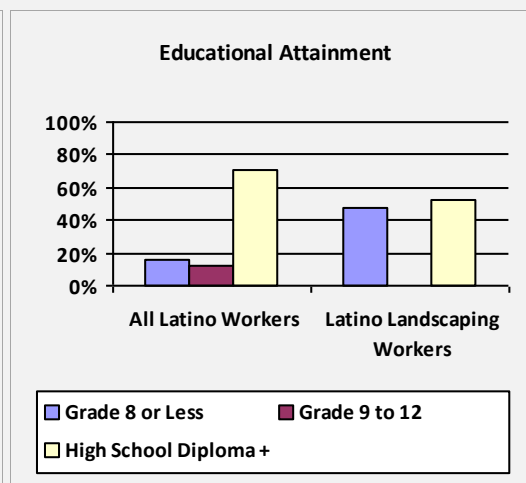
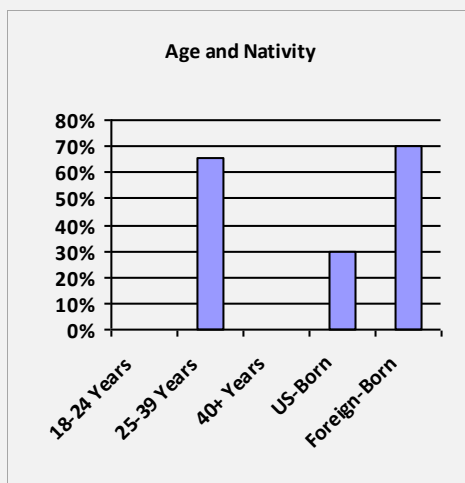
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	226			
Receipts (in \$1000)	65,777	All Firms <sup>4</sup>	759	15
Annual Payroll (in \$1000)	19,352	Receipts (in \$1000)	51,065	774

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

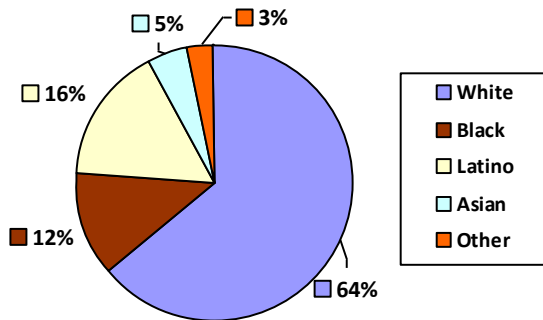
# TENNESSEE

Percent Latino (%)

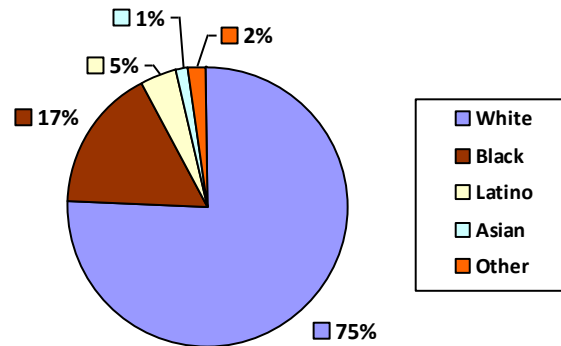


## Overview Comparison: US and State

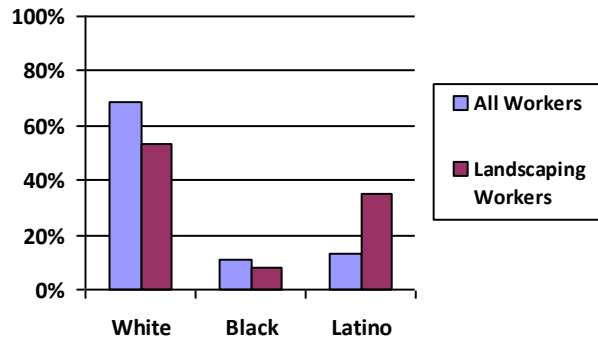
Population by Race/Ethnicity: US



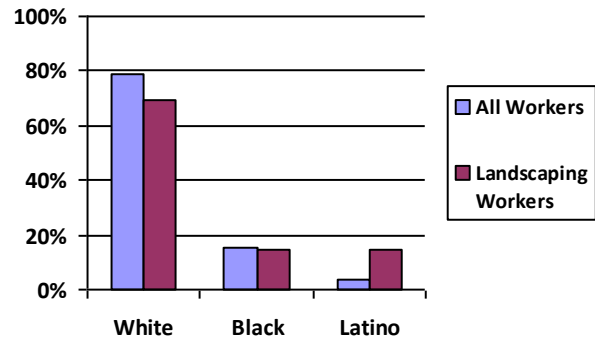
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



Population<sup>1</sup>

Number of Workers<sup>2</sup>

Number of Landscaping Workers<sup>2</sup>

	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	6,346,100	179,343,100	3,643,100	1,565,200	31,900
White	196,817,600	4,800,800	123,237,400	2,859,900	839,700	22,000
Black	37,685,800	1,049,400	20,246,200	568,000	128,100	4,700
Latino	50,477,600	290,100	24,057,100	120,100	550,800	4,800

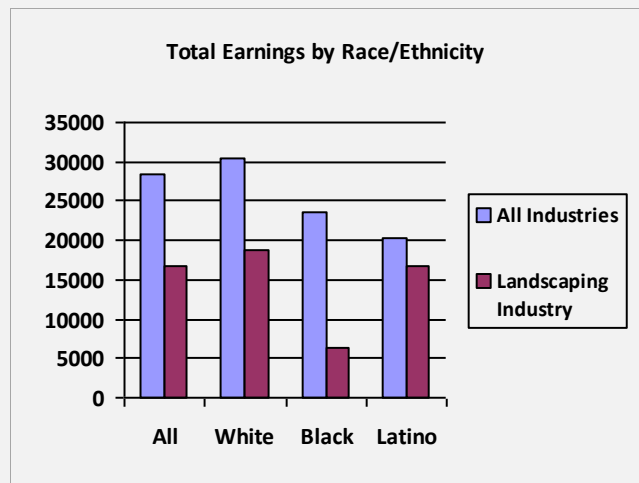
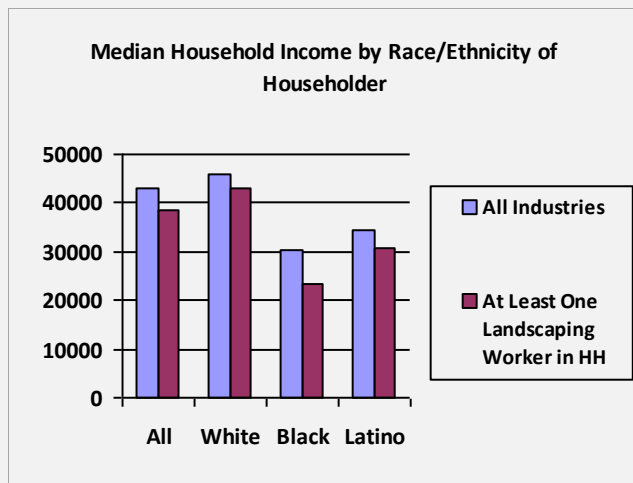
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

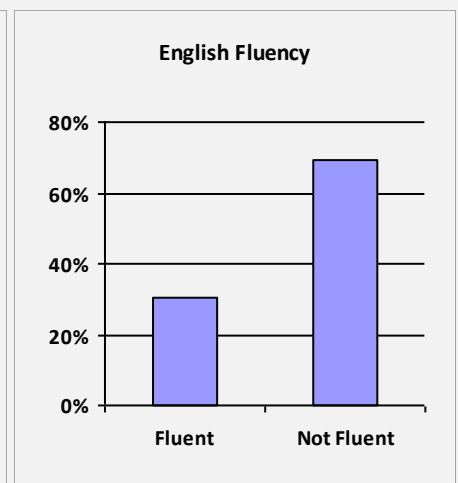
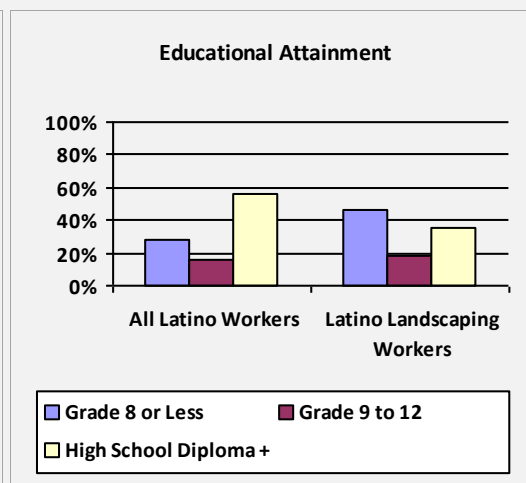
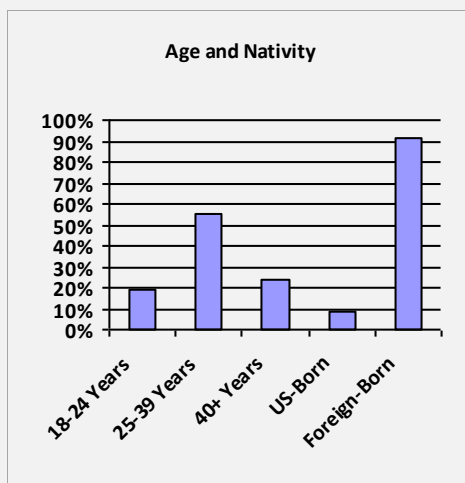
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,379			
Receipts (in \$1000)	759,602	All Firms <sup>4</sup>	11,661	177
Annual Payroll (in \$1000)	256,777	Receipts (in \$1000)	825,755	5,690

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>

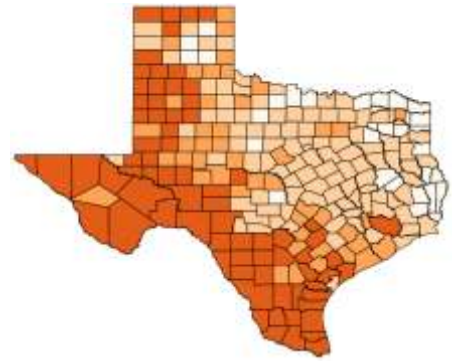
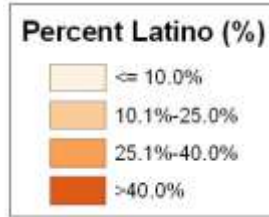


Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

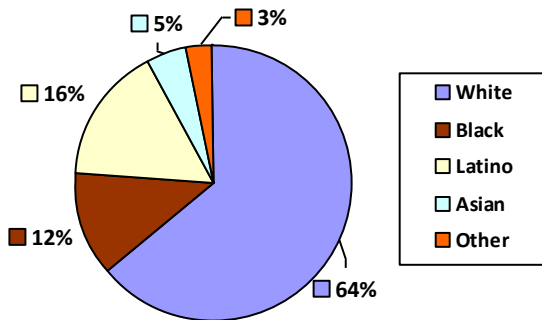


# TEXAS

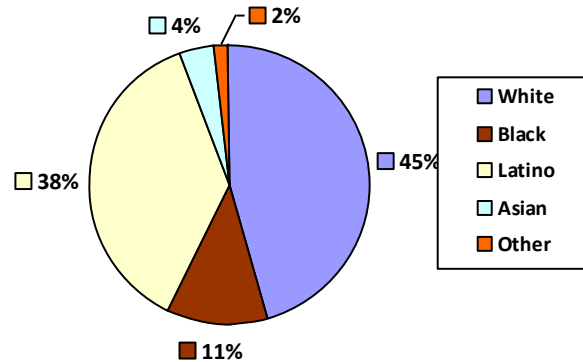


## Overview Comparison: US and State

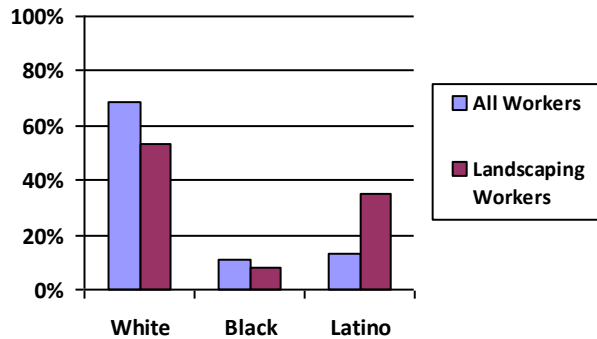
**Population by Race/Ethnicity: US**



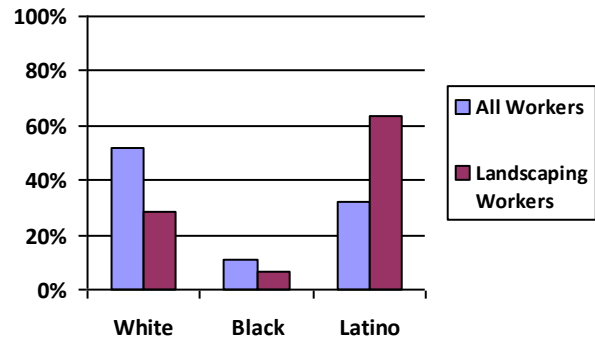
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	25,145,600	179,343,100	13,674,600	1,565,200	136,700
White	196,817,600	11,397,300	123,237,400	7,079,800	839,700	38,600
Black	37,685,800	2,886,800	20,246,200	1,514,900	128,100	9,200
Latino	50,477,600	9,460,900	24,057,100	4,409,400	550,800	86,800

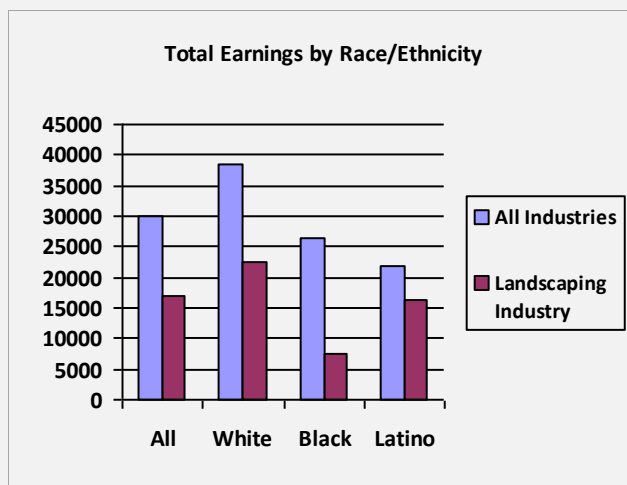
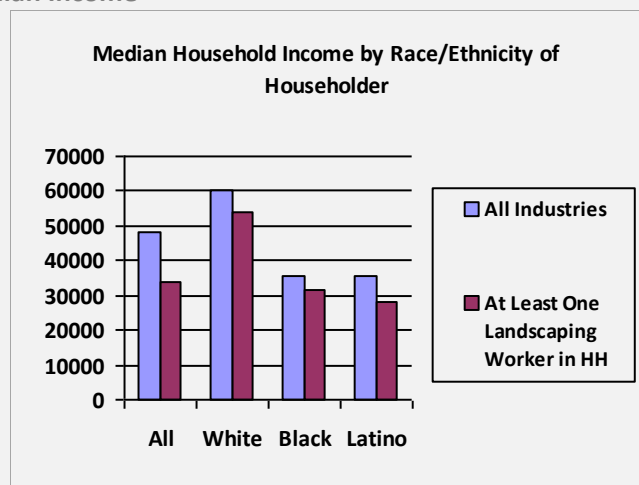
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

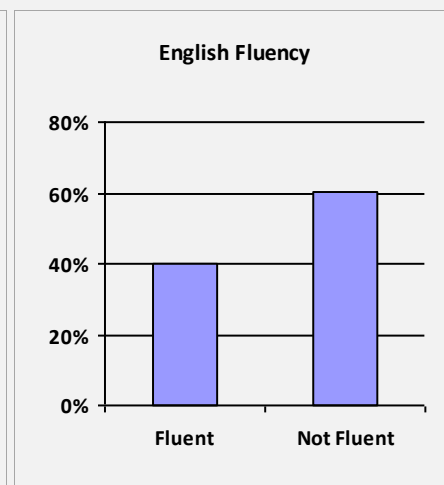
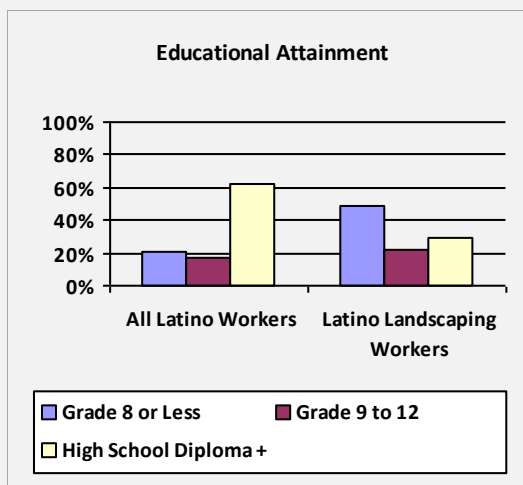
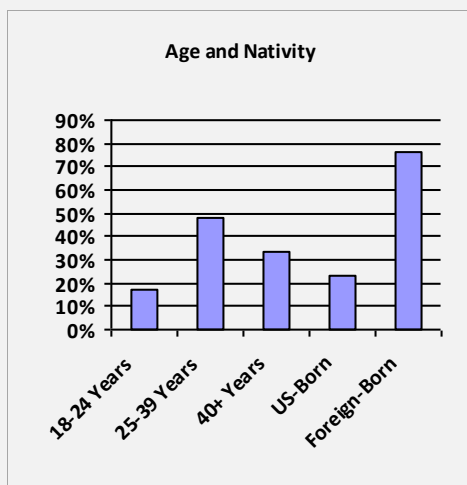
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	4,239			
Receipts (in \$1000)	3,365,424	All Firms <sup>4</sup>	19,537	12,963
Annual Payroll (in \$1000)	1,109,881	Receipts (in \$1000)	2,537,839	720,680

### Median Income<sup>2</sup>



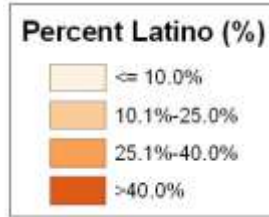
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

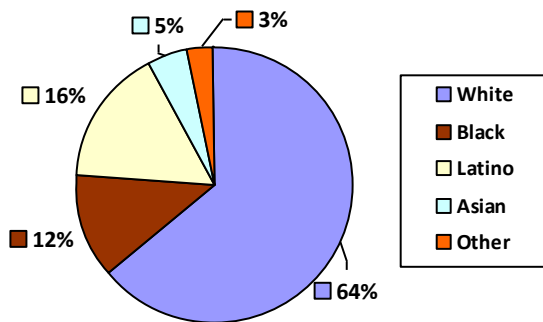
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# UTAH

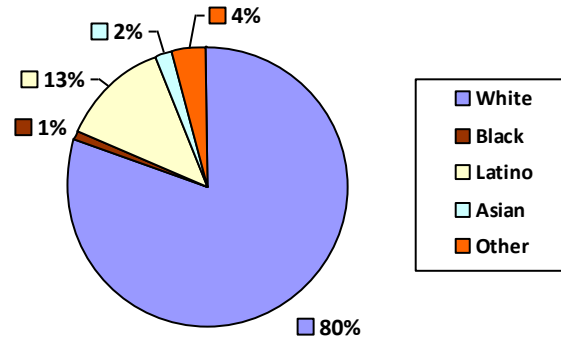


## Overview Comparison: US and State

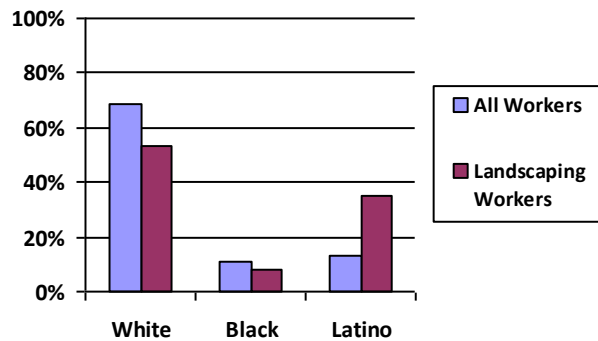
**Population by Race/Ethnicity: US**



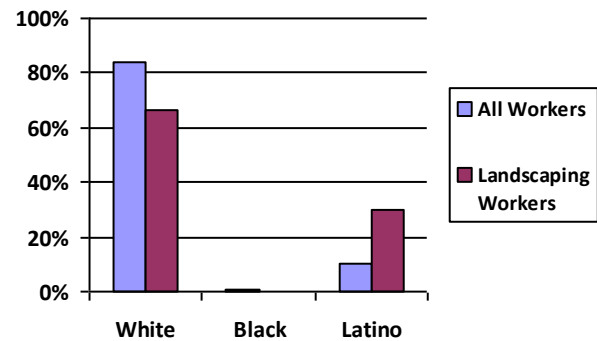
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	2,763,900	179,343,100	1,561,700	1,565,200	13,500
White	196,817,600	2,221,700	123,237,400	1,313,600	839,700	9,000
Black	37,685,800	26,000	20,246,200	13,200	128,100	
Latino	50,477,600	358,300	24,057,100	159,100	550,800	4,100

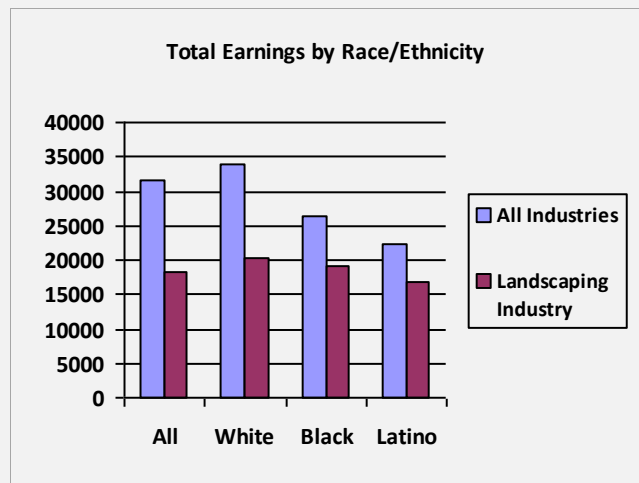
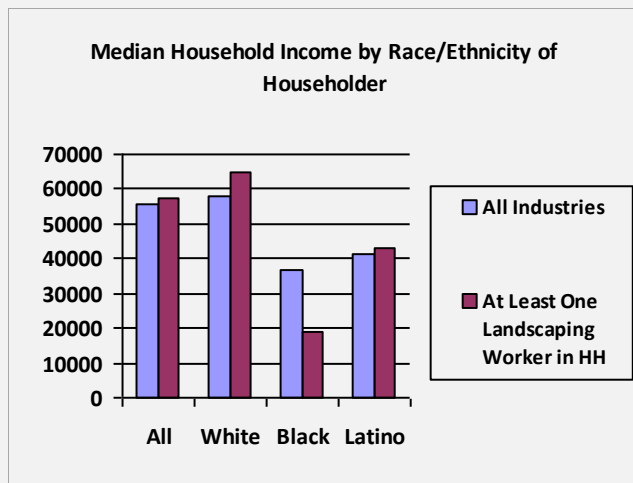
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

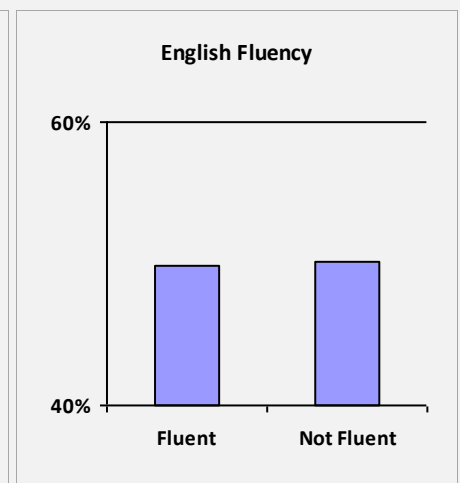
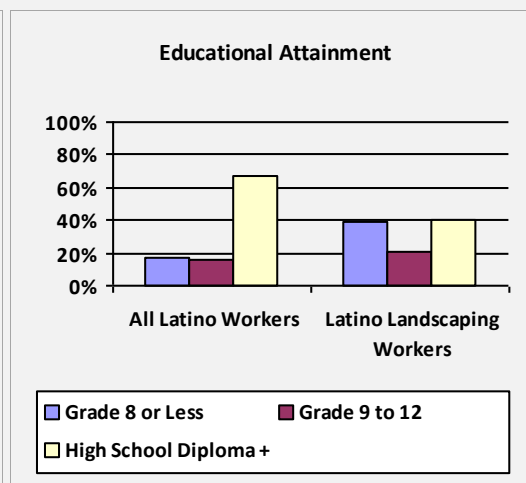
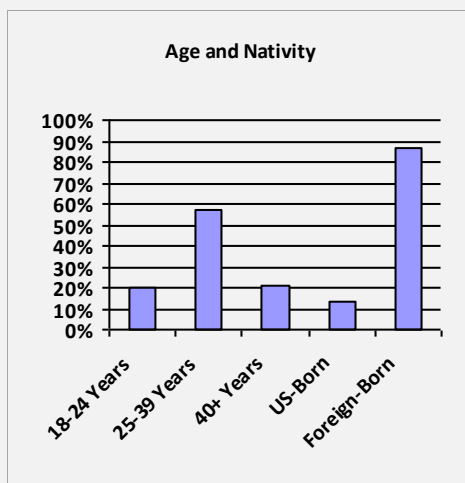
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	928			
Receipts (in \$1000)	474,556	All Firms <sup>4</sup>	2,343	184
Annual Payroll (in \$1000)	127,573	Receipts (in \$1000)	555,973	4,756,310

### Median Income<sup>2</sup>



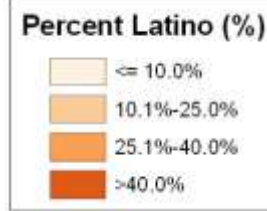
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

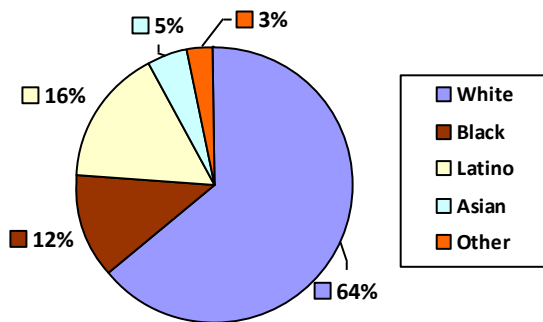
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# VERMONT

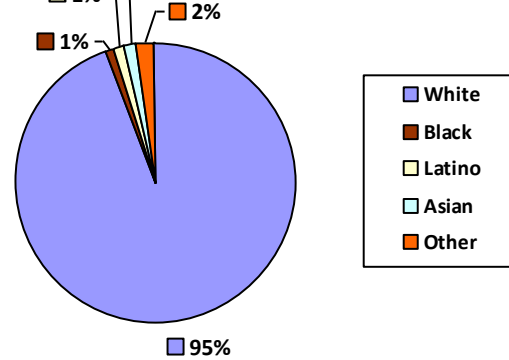


## Overview Comparison: US and State

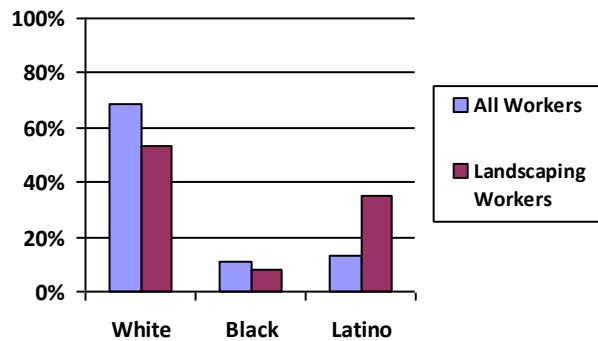
**Population by Race/Ethnicity: US**



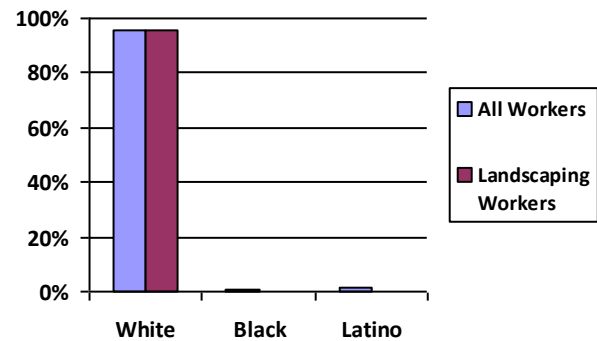
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	625,700	179,343,100	411,700	1,565,200	4,300
White	196,817,600	590,200	123,237,400	394,600	839,700	4,100
Black	37,685,800	5,900	20,246,200	2,800	128,100	
Latino	50,477,600	9,200	24,057,100	4,800	550,800	

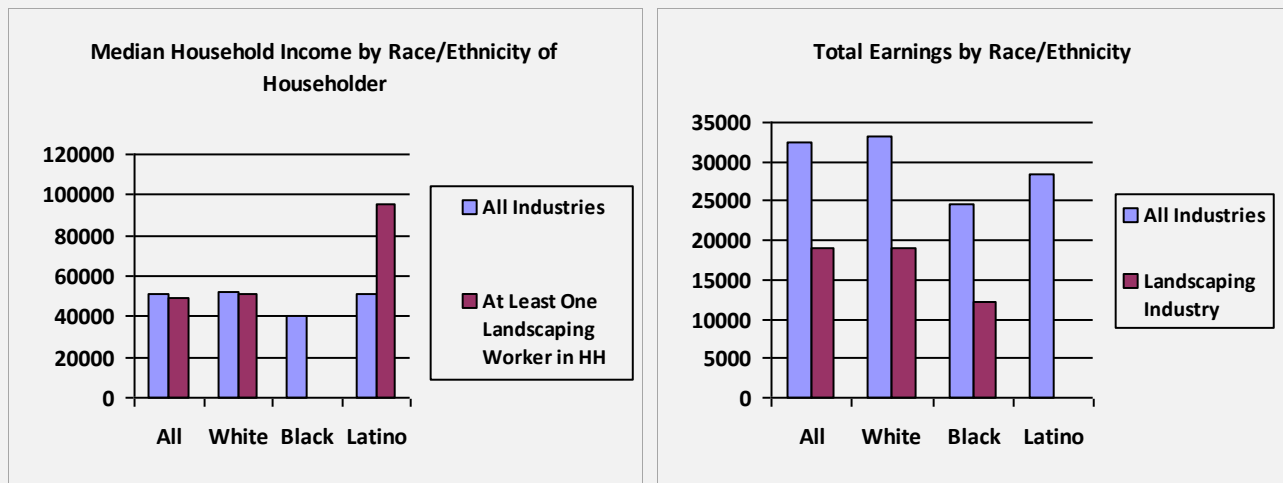
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

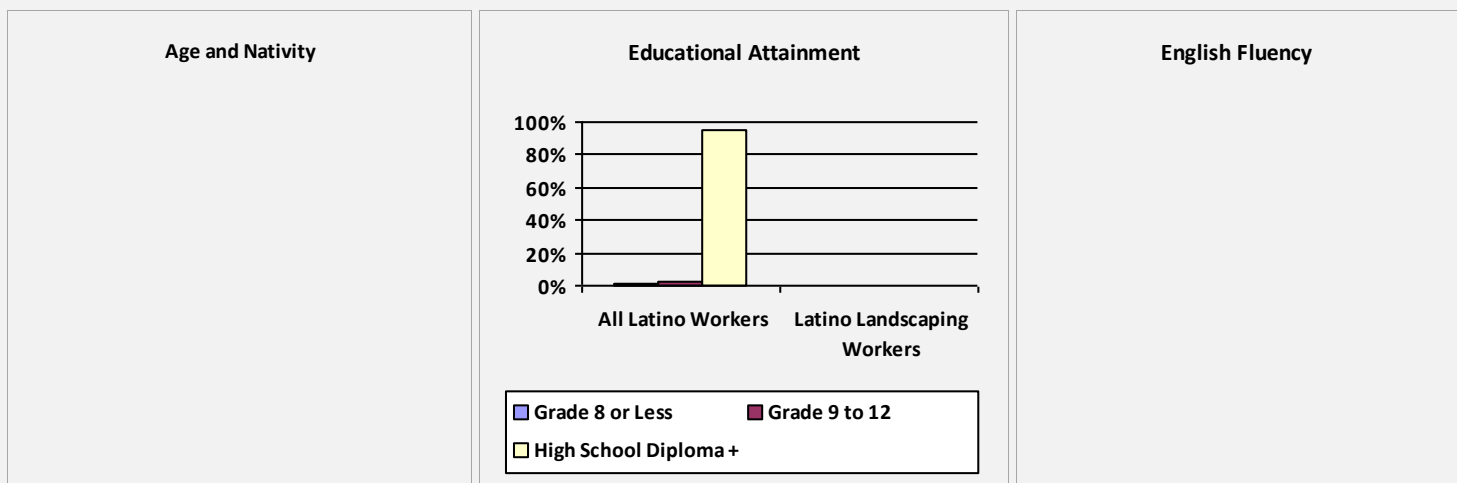
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	412			
Receipts (in \$1000)	109,422	All Firms <sup>4</sup>	1,416	0
Annual Payroll (in \$1000)	34,344	Receipts (in \$1000)	107,692	6,024

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

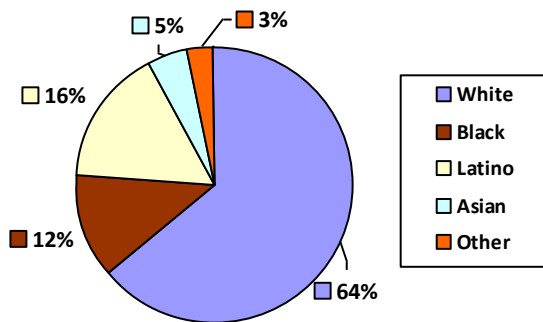
# VIRGINIA

Percent Latino (%)

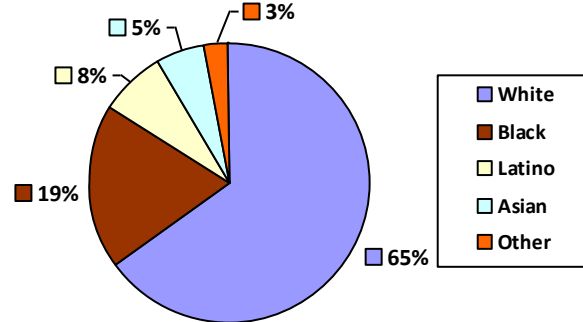


## Overview Comparison: US and State

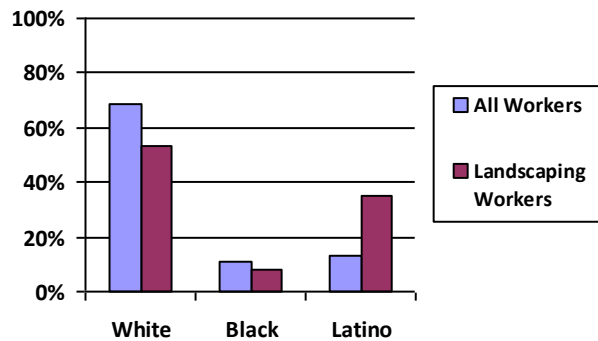
Population by Race/Ethnicity: US



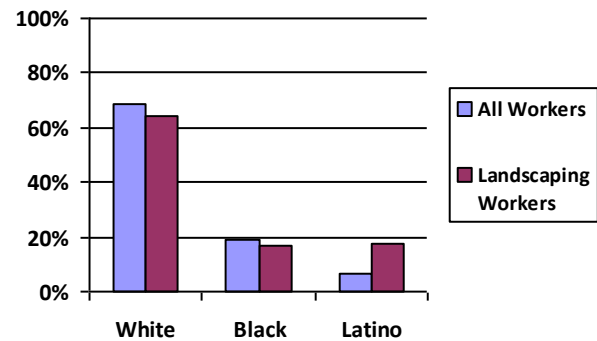
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	8,001,000	179,343,100	4,824,300	1,565,200	38,300
White	196,817,600	5,186,500	123,237,400	3,297,000	839,700	24,600
Black	37,685,800	1,523,700	20,246,200	904,800	128,100	6,400
Latino	50,477,600	631,800	24,057,100	306,500	550,800	6,800

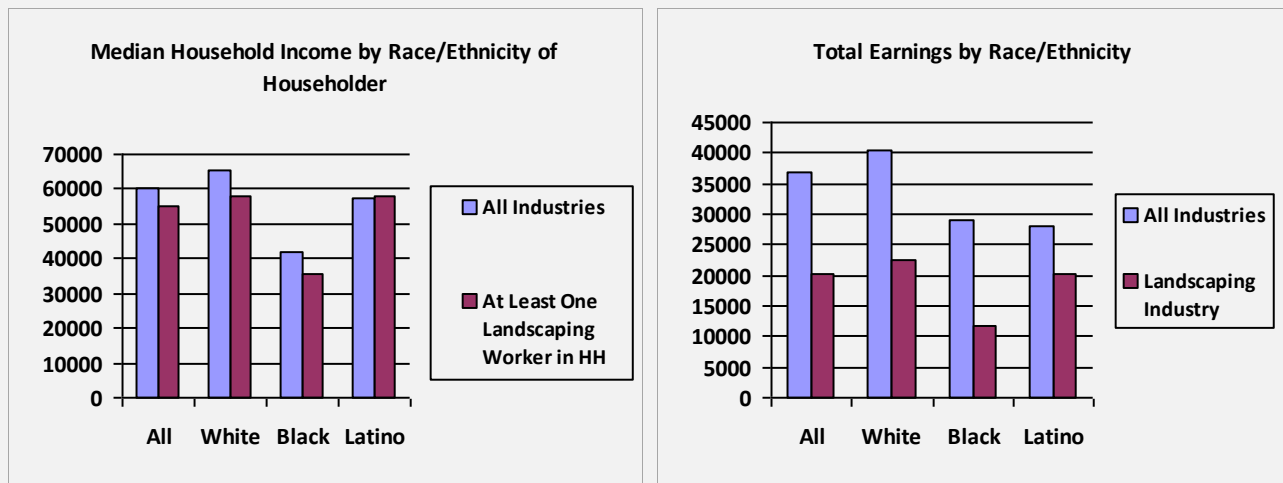
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

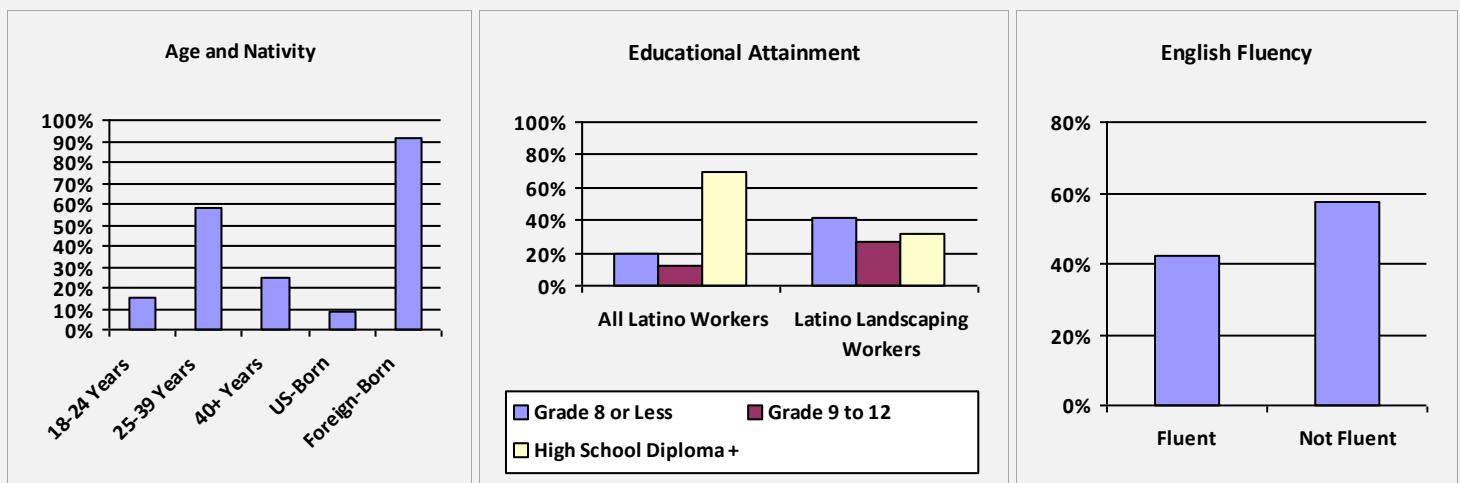
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	2,662			
Receipts (in \$1000)	1,592,231	All Firms <sup>4</sup>	9,399	441
Annual Payroll (in \$1000)	575,859	Receipts (in \$1000)	1,499,213	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



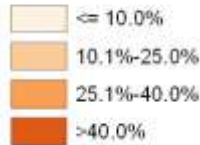
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007



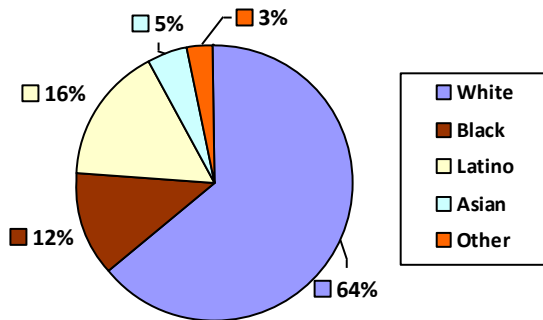
# WASHINGTON

Percent Latino (%)

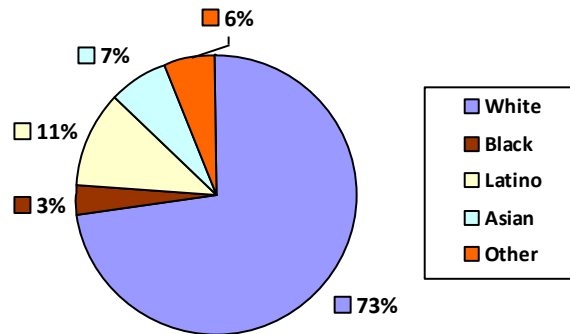


## Overview Comparison: US and State

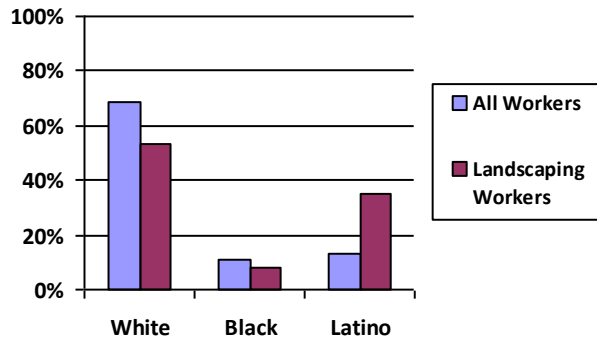
Population by Race/Ethnicity: US



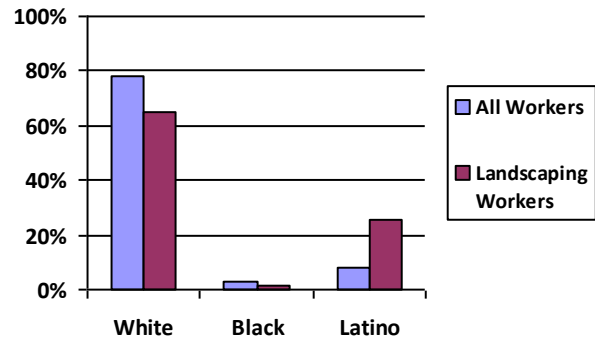
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	6,724,500	179,343,100	3,984,900	1,565,200	35,200
White	196,817,600	4,876,800	123,237,400	3,098,600	839,700	22,800
Black	37,685,800	229,600	20,246,200	126,900	128,100	600
Latino	50,477,600	755,800	24,057,100	329,500	550,800	9,100

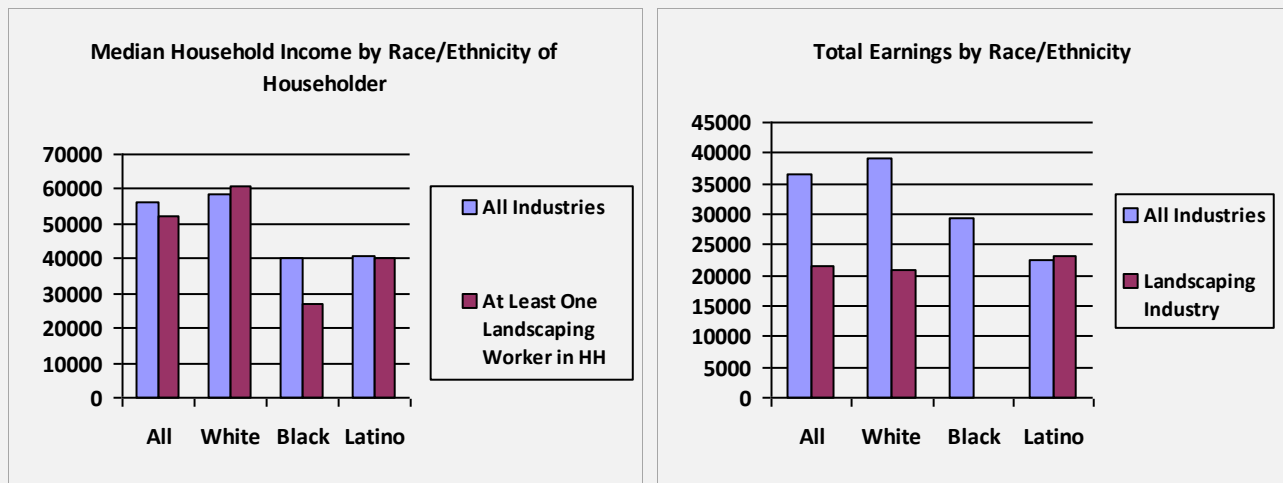
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

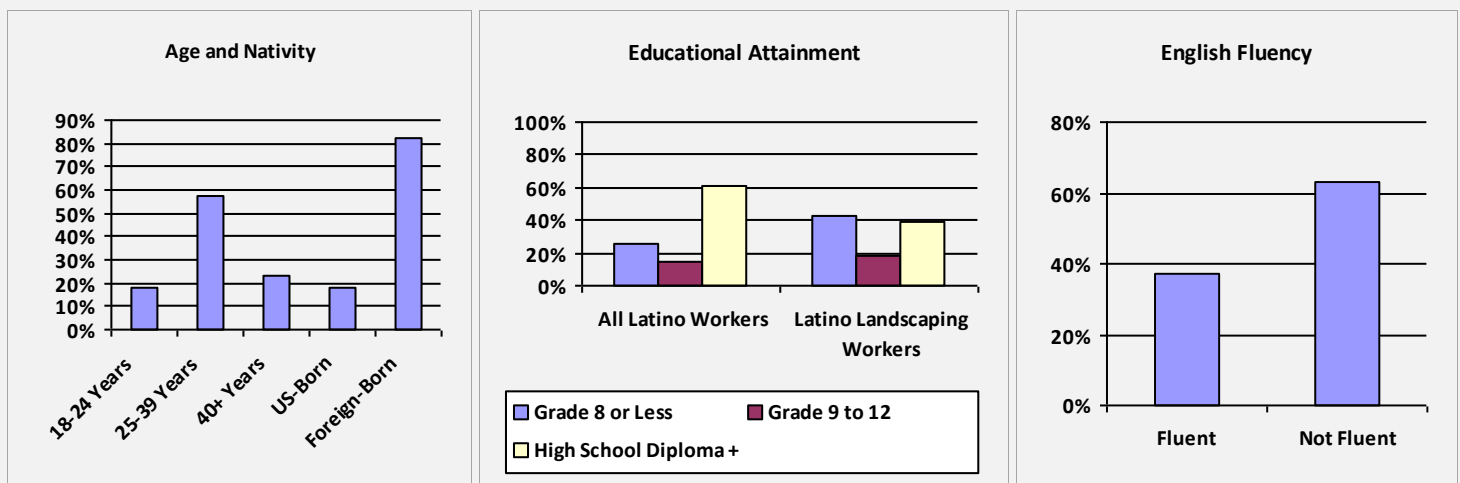
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	2,537			
Receipts (in \$1000)	1,209,797	All Firms <sup>4</sup>	6,199	409
Annual Payroll (in \$1000)	421,126	Receipts (in \$1000)	1,135,716	39,194

### Median Income<sup>2</sup>



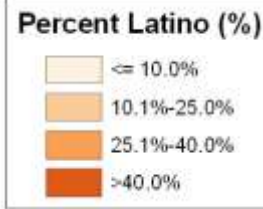
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

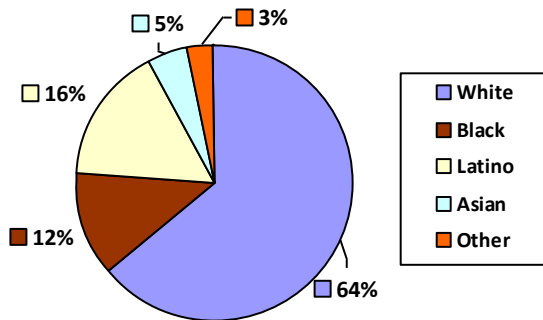
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# WEST VIRGINIA

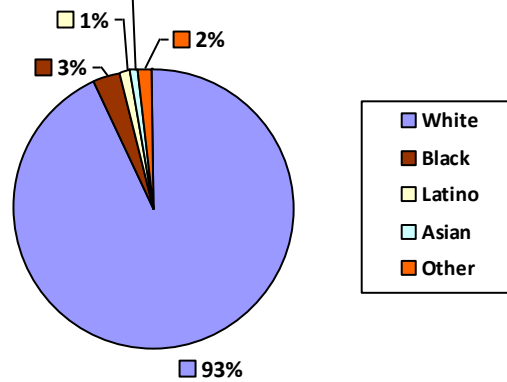


## Overview Comparison: US and State

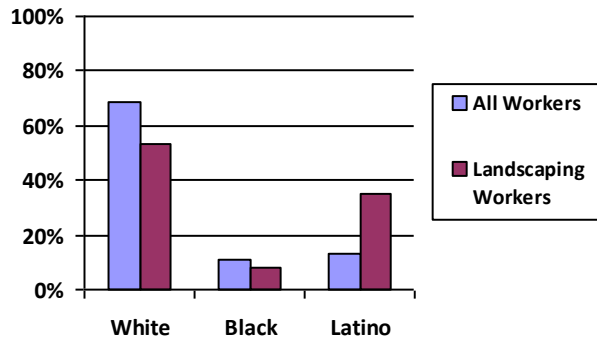
**Population by Race/Ethnicity: US**



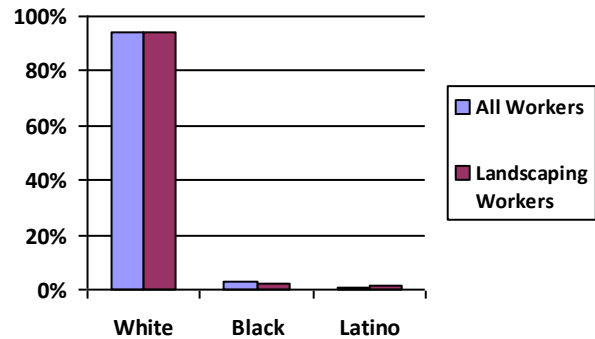
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	1,853,000	179,343,100	993,800	1,565,200	6,700
White	196,817,600	1,726,300	123,237,400	932,800	839,700	6,300
Black	37,685,800	62,100	20,246,200	31,600	128,100	100
Latino	50,477,600	22,300	24,057,100	10,000	550,800	100

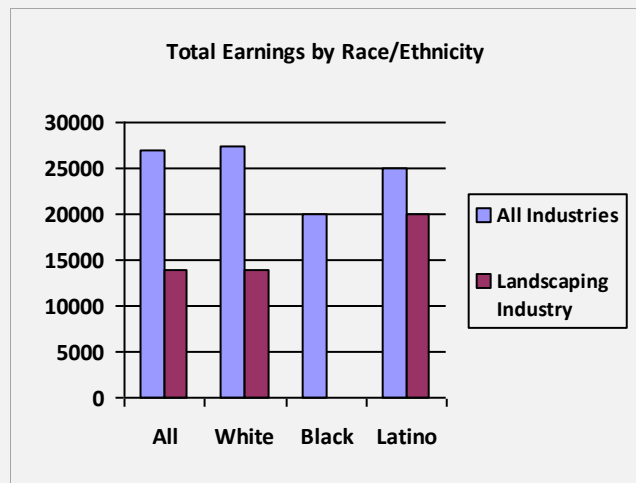
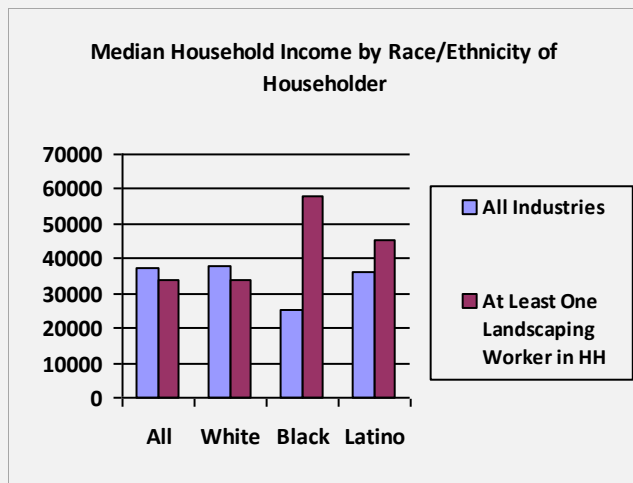
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

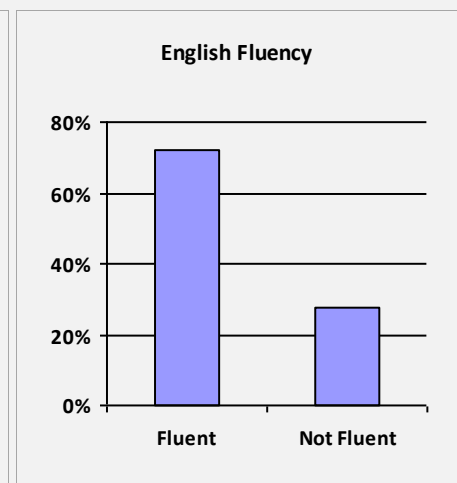
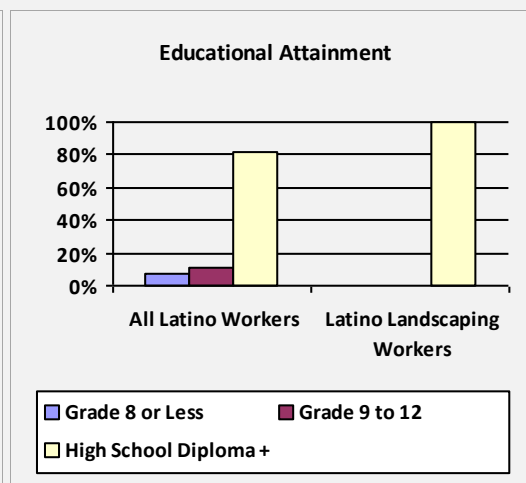
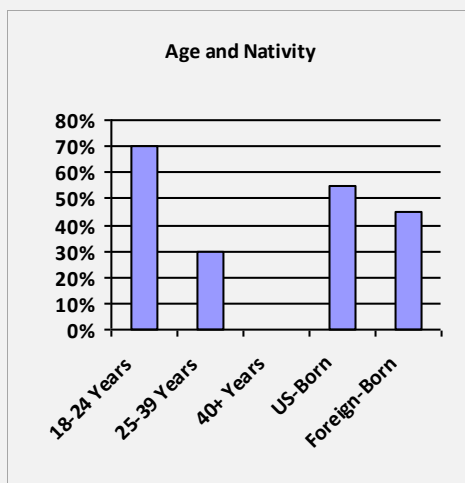
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	262			
Receipts (in \$1000)	73,029	All Firms <sup>4</sup>	1,369	0
Annual Payroll (in \$1000)	21,112	Receipts (in \$1000)	79,222	47,898

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

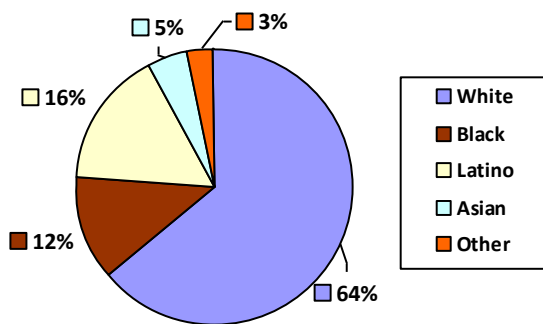
# WISCONSIN

Percent Latino (%)

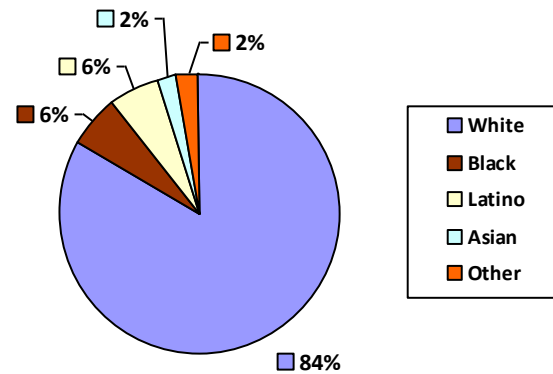


## Overview Comparison: US and State

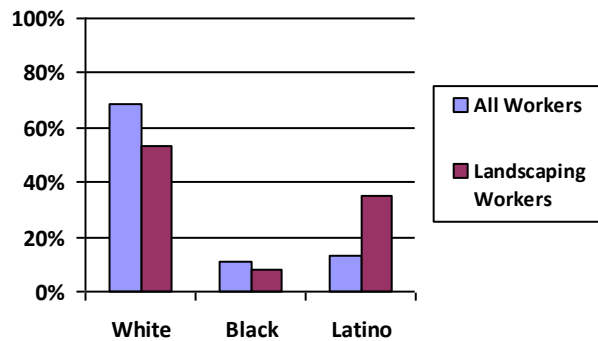
Population by Race/Ethnicity: US



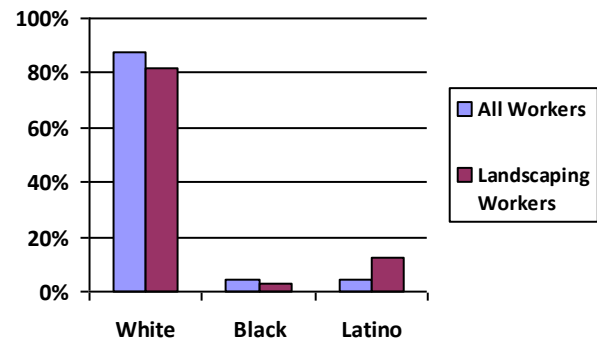
Population by Race/Ethnicity: State



Workers by Race/Ethnicity: US



Workers by Race/Ethnicity: State



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	5,687,000	179,343,100	3,564,600	1,565,200	22,400
White	196,817,600	4,738,400	123,237,400	3,126,100	839,700	18,300
Black	37,685,800	350,900	20,246,200	168,800	128,100	700
Latino	50,477,600	336,100	24,057,100	145,200	550,800	2,700

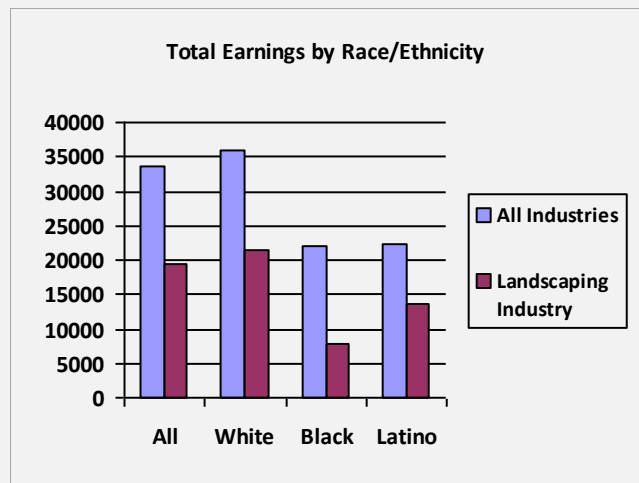
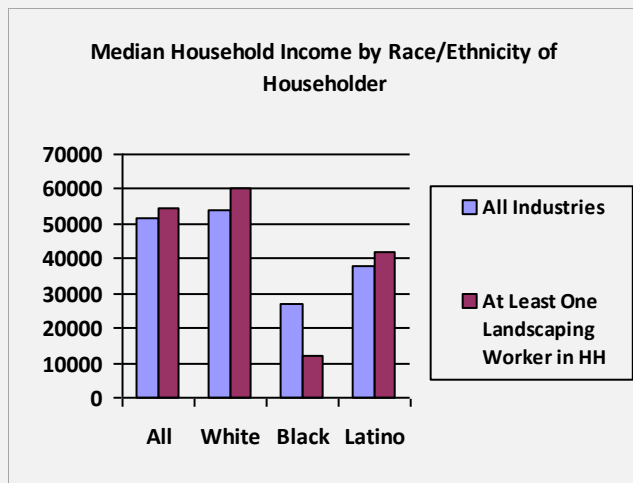
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

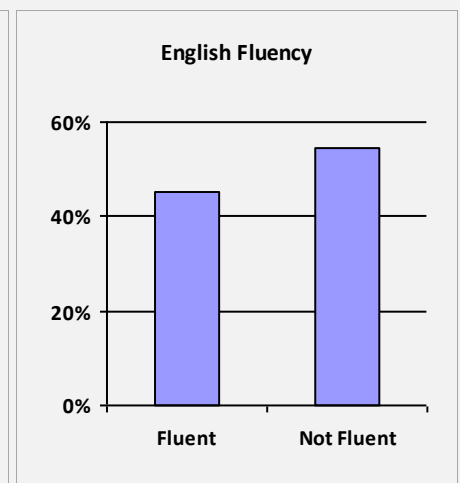
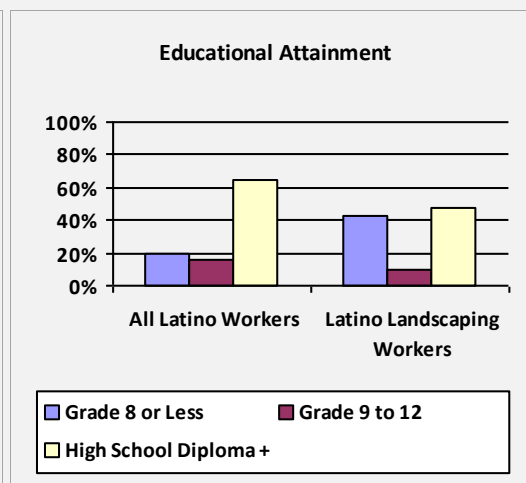
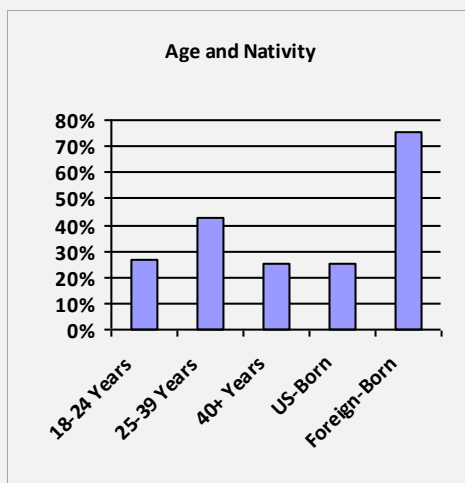
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	1,813			
Receipts (in \$1000)	925,860	All Firms <sup>4</sup>	5,427	0
Annual Payroll (in \$1000)	295,402	Receipts (in \$1000)	761,643	0

### Median Income<sup>2</sup>



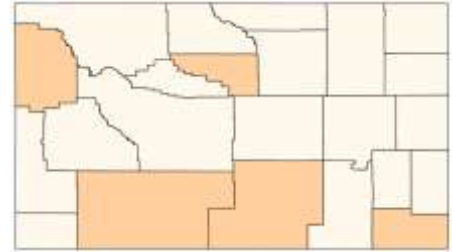
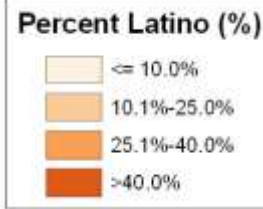
### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

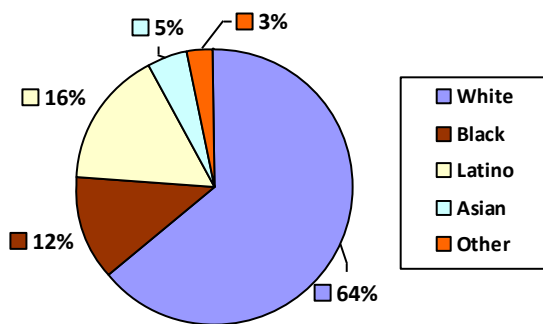
1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

# WYOMING

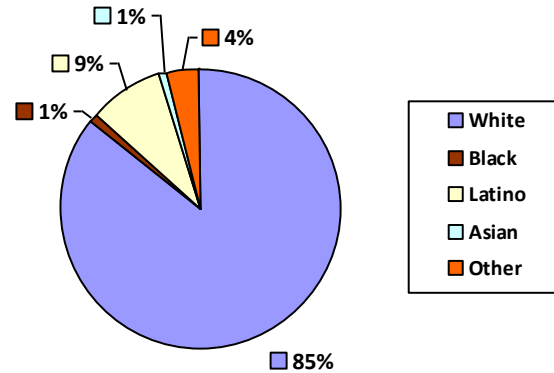


## Overview Comparison: US and State

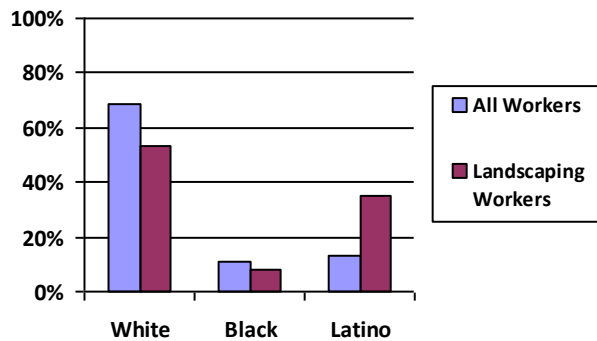
**Population by Race/Ethnicity: US**



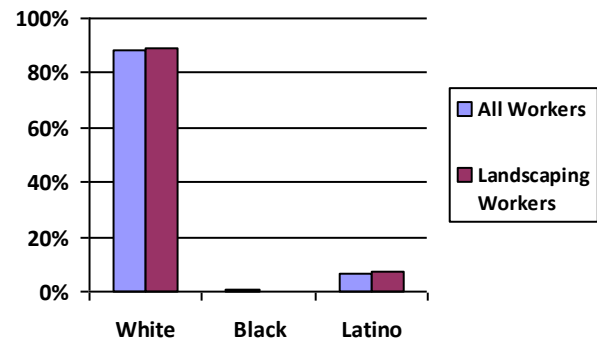
**Population by Race/Ethnicity: State**



**Workers by Race/Ethnicity: US**



**Workers by Race/Ethnicity: State**



	Population <sup>1</sup>		Number of Workers <sup>2</sup>		Number of Landscaping Workers <sup>2</sup>	
	US	State	US	State	US	State
Total	308,745,500	563,600	179,343,100	340,800	1,565,200	1,700
White	196,817,600	483,900	123,237,400	301,400	839,700	1,500
Black	37,685,800	4,400	20,246,200	2,900	128,100	
Latino	50,477,600	50,200	24,057,100	23,400	550,800	100

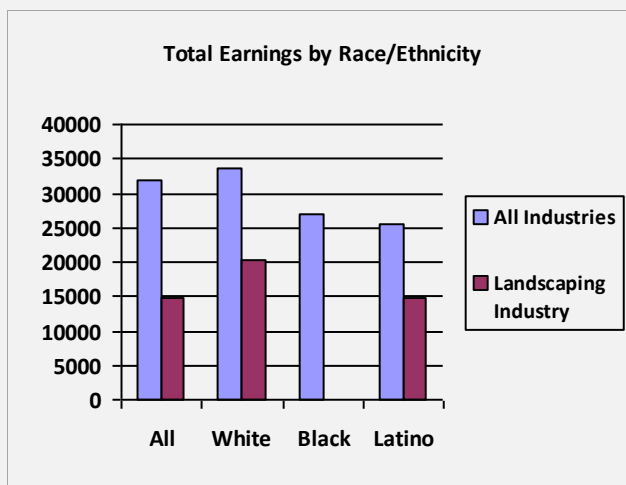
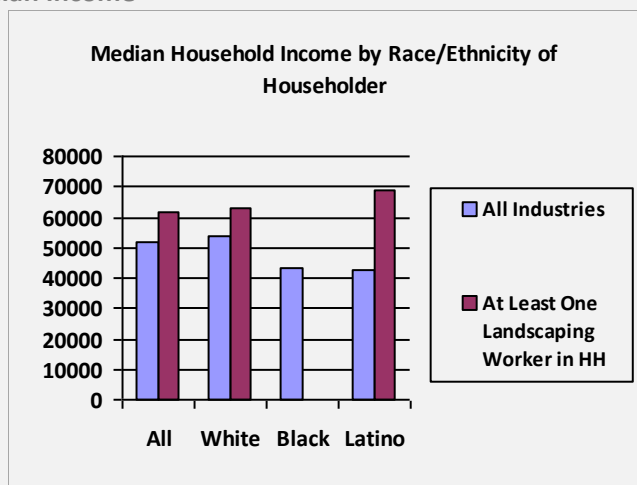
Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007

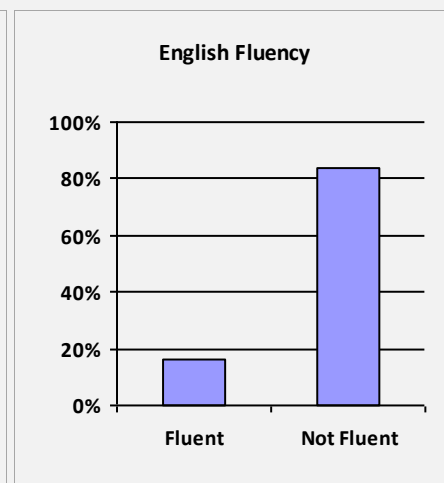
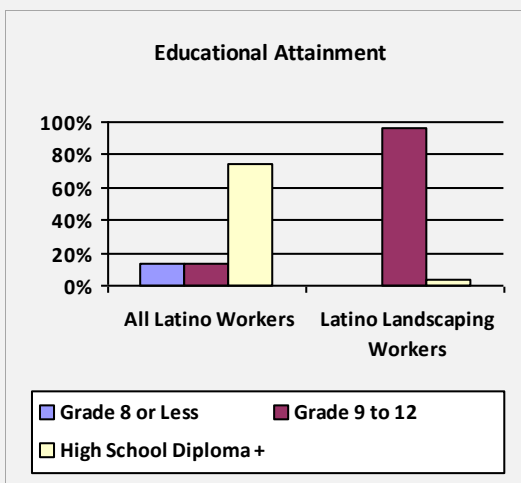
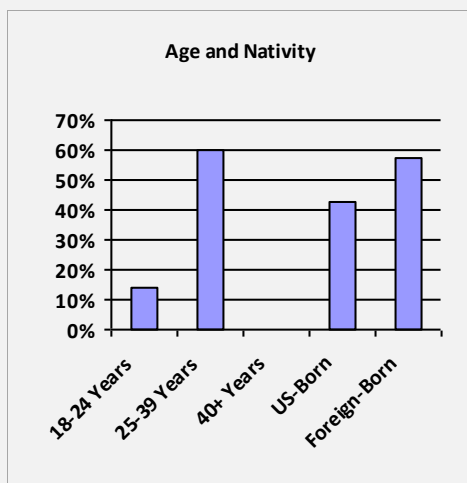
### Business Ownership in the Landscaping Industry

			Non-Latino Ownership	Latino/Equal Ownership
Number of Establishments <sup>3</sup>	225			
Receipts (in \$1000)	82,238	All Firms <sup>4</sup>	510	0
Annual Payroll (in \$1000)	22,680	Receipts (in \$1000)	50,275	0

### Median Income<sup>2</sup>



### Demographic Characteristics of Latino Landscaping Workers<sup>2</sup>



Data Source:

1. Census 2010; 2. American Community Survey 2005-2009; 3. Economic Census 2007; 4. Survey of Business Owners 2007