

**Economic Impact/Lost Sales for Legislation SB915 as originally written
Marshalls' Riverbank Nurseries, Salisbury, MD**

	2023		2022		2021		3 Year Total	
	QTY	Gross Sales	QTY	Gross Sales	QTY	Gross Sales	QTY	Gross Sales
Barberry	9944	\$ 142,156.57	8580	\$ 128,380	8067	\$111,351	26591	\$381,888
Euonymus alatus	1202	\$ 28,204.80	1531	\$ 42,187	944	\$18,215	3677	\$88,607
Nandina	14286	\$ 280,118.51	13641	\$ 250,020	8628	\$152,497	36555	\$682,635
		\$ 450,479.88		\$ 420,587		\$282,063		\$1,153,130

National Park Service "Plant Invader" Recommendations

	2023		2022		2021		3 Year Total	
	QTY	Sales	QTY	Sales	QTY	Sales	QTY	Sales
Spiraea jap.	19827	\$280,172	17800	\$265,011	18450	\$255,271	56077	\$800,455
Ligustrum ovalifolium	7513	\$195,251	4458	\$101,768	3249	\$65,113	15220	\$362,131
Vinca Minor	3265	\$17,638	1076	\$5,846	3627	\$17,305	7968	\$40,788
		\$475,423		\$366,779		\$320,384		\$1,162,585

National Park Service "Watch" List

	2023		2022		2021		3 Year Total	
	QTY	Sales	QTY	Sales	QTY	Sales	QTY	Sales
Miscanthus	12503	\$ 145,921	9898	\$ 119,105	9337	\$ 107,928	31738	\$372,954
Mahonia	491	\$ 9,695	1042	\$ 23,548	996	\$ 22,242	2529	\$55,485
Buddleia	6711	\$ 106,349	3808	\$ 65,091	5237	\$ 80,360	15756	\$251,800
		\$ 261,965		\$ 207,744		\$ 210,531		\$680,239
		2023		2022		2021		3 Year Total
Gross Sales		\$1,187,867.28		\$995,109.60		\$812,977.68		\$2,995,955

The Bill, before Amendments, would significantly impact our business economically.

Specifically the bill proposes to end production of 6 species (multiple cultivars) we produce.

3 species we grow are Tier 2 in current Maryland IPAC program

- 1) Berberis thunbergii aka Japanese Barberry, we produce 8 cultivars.
- 2) Euonymus alatus aka burning bush, 1 cultivar. We have ordered transplants of a selection of a sterile Euonymus alatus that is new to the market and is patented/trademarked.
- 3) Nandina domestica aka heavenly bamboo, 11 cultivars.

3 add't species we grow are in the "National Park Service's and U.S. Fish and Wildlife Service Plant Invaders of Mid-Atlantic Natural Areas" booklet would add other species

- 1) Ligustrum ovalifolium
- 2) Spiraea japonica, 12 cultivars
- 3) Vinca minor, 1 cultivar

And 3 more species are listed on National Park Service "Plants to Watch" list

- 1) *Buddleia davidii*, 12 cultivars
- 2) *Mahonia bealei*, 2 cultivars
- 3) *Miscanthus sinensis*, 9 cultivars

Spreadsheet shows # of plants and gross \$ sales of species in current Maryland Tier 2 list, in Park Service's current Mid Atlantic list, and Park Service's "Watch" list.

Of the items in Tier 2, *Berberis thunbergii* (Japanese Barberry) and *Nandina* are more important to Marshalls' economically, though *Euonymus alatus* is still an asked for plant as well.

That said, there does need to be a process to allow production/sale of cultivars of banned species that are proven to be sterile, non reproducing (as such are non invasive) cultivars.

Berberis thunbergii (Japanese Barberry) as an example have had much work done to create cultivars that do not produce viable seed and therefore are not invasive. Pennsylvania has approved 4 "sterile" cultivars to be sold as exemptions to the Barberry ban? Delaware has approved 3 of the same cultivars of Barberry that Pennsylvania exempted from their Invasive Plant List, but one from PA. did not make the Delaware list. New York has approved the same 4 cultivars of Barberry as Pennsylvania and 1 add't cultivar that is not listed by Pennsylvania or Delaware?

So I think the details of the amendments to SB915 of how will Maryland determine, for example, which Barberry are assessed and which are allowed to be grown in Maryland will be critical as to whether this is a good bill or a bad bill for the nursery industry.

The rest of the list of proposed plants and Plants to Watch from the "National Park Service" are very concerning to me as a producer as well.

Buddleia (butterfly bush), *Ligustrum*, *Miscanthus* and *Spiraea*, much like *Nandina*, are significant plant groups in the industry and important to our customers and to us as well.

We certainly do not want to lose these species as they are plants our customers continue to ask for.

Mahonia and *Vinca minor*, while less important to us economically, are still plants that I question the necessity of being banned.

As to the financial impact going forward, the proposal of banned species of *Berberis thunbergii*, *Buddleia* (butterfly bush), *Euonymus alatus*, *Ligustrum*, *Mahonia*, *Nandina* and *Spiraea* we have in all stages of production, specifically:

- 1) Propagation, which are transplants waiting to be planted into larger containers later in 2024
- 2) Young Plant Production, plants that were in propagation this time last year and have been transplanted to larger containers and are anywhere from as little as 4 months and as long as 3 years to reach a mature, marketable size.
- 3) Finished containers, these are one year older than Young Plants and 2 years older than propagation transplants and should be sold this Spring and Summer.

If we stopped now and did not propagate any new plants, it would take approx. 3-4 years to sell through the production we have started at this time.

Proposed banned species of *Miscanthus* and *Vinca* are quicker crops and we could move through the inventory we have in 12-18 months.

The most important part of this bill to our business at Marshalls' has not been addressed, and that is the production in Maryland of the "Invasive" species for sale outside of Maryland.

To lose the revenue of selling these high demand plants in other states would be very detrimental financially to Marshalls' Riverbank Nurseries.

Almost \$1.2 million dollars in lost sales (just under 8% of our gross sales) would be hard to replace and changes would have to be made that would likely include reduction of expenses, including our payroll, meaning potentially fewer employees, and likely less capital re investment back into our business.

I would estimate over 2/3 of our production is sold outside of Maryland. So the production of "invasive plant species" related to sale in Maryland versus sale of same plants out of state is a very important issue to us, and to other Maryland nursery producers as well.

I think possibly there would potentially be a larger impact than the almost 8% loss of sales associated with the proposed banned items. And that is the loss of other "non invasive" plant sales that I think would likely occur if our out of state customers cannot source as many items from us as they do now. Much like us going to shop at the grocery store, and not having items you want, if we are out of certain items our customers need/want, they may need to find other suppliers (in other states) who can supply the items they want. No Butterfly Bush, no Spiraea, well I will just go suppliers who have all of what I need. That is a concern with this bill, that is other nursery producers/competitors in other states around us being only too happy to supply what we can no longer grow and their taking some other additional business from us.

Depending on the amendments relating to sale of Maryland produced nursery plants and their sale outside of Maryland, then I will be able to decide whether to support this bill or not.

John Marshall
Marshalls' Riverbank Nurseries Inc
Salisbury, MD 21801