

**Economic Impact/Lost Sales for Proposed Legislation HB979/SB915  
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 Comp	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
Buddelia	6711	\$ 106,349	3808	\$ 65,091	5237	\$ 80,360	15756	\$251,800
		\$ 261,965		\$ 207,744		\$ 210,531		\$680,239
		<b>2023</b>		<b>2022</b>		<b>2021</b>		
Gross Sales		\$1,187,867.28		\$995,109.60		\$812,977.68		\$680,238.86

I am not frequenter of Annapolis but I assume bill's approach, "altering the regulatory approach for controlling invasive plant species" will be debated as to whether change is even needed?

Is there some problem with current system other than Delegate Foley's/Senator Brooks want to change it?

The Bill 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 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.

- 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

Attached is information related to our sales, showing # 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 proposed list.

Two of these items, Berberis thunbergii and Euonymus alatus, have been placed on many invasive species lists and while they will impact us financially, this has been coming for a while and we can accept their being banned.

That being 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 and Euonymus alatus have had much work done to create cultivars that do not produce viable seed and therefore are not invasive.

I believe some other states do have programs that allow selected non reproducing cultivars of "invasive" plants to be produced?

Nandina is different. We feel strongly that this plant should not be banned from sale in our state.

I reached out to an active bird enthusiast (he is also a gardener and ornamental plant enthusiast) that I know to get his thoughts, and to help me see if I am wrong in my thoughts about Nandina.

My birder/gardener friend feels Nandina berries are not typically eaten by the birds.

And I have to say my experience is the same, that in my landscape the berries typically persist until they fall off the plant.

He told me he is much more concerned with impact of windmills (and even tall buildings as he worked for many years in a 5 story building in Salisbury and during migration times would find dead and stunned birds on his way into work) on our bird population than Nandina.

The list of proposed plants on the "National Park Service" are very concerning to me as well.

Ligustrum 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 2 species.

Vinca minor, while less important to us economically, according to Park Service booklet, has "no fruits or seeds typically". So this only spreads where it has been planted? I question this plant being banned.

Certainly, as stated above, researched and tested varieties that are non reproducing should be considered and allowed through some type of selection process.

Most Nandina cultivars seed very little in comparison to the species, but again, the seeds in my experience are not typically ingested and spread.

I do not know of or have not seen volunteer Nandina plants in our area as volunteers in the landscape and unintended areas.

We have Berberis thunbergii, Buddleia, Euonymus alatus, Ligustrum, Mahonia, Nandina and Spiraea in all stages of production, specifically

Propagation, transplants waiting to be planted in to larger containers later in 2024

Young Plant Production, plants that were in propagation this time last year and are in larger containers and are anywhere from as little as 4 months and as long as 3 years to reach a mature, marketable size

Finished containers, these are one year older than Young Plants and 2 years older than propagation 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.

Miscanthus and Vinca are quicker crops and we could move through the inventory we have in 12-18 months.

Overall, I am not in favor of changing our current program to regulate Invasive Plants.

Maryland has a process in place, why change to another process?

Additionally, the impact of nearly \$1,200,000 in lost sales on our business, not a small amount.

And it is not likely that our neighboring states will adopt similar restrictions, meaning many of proposed banned plants will still be available in Mid Atlantic, only with Maryland nurseries losing out economically.

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 important issue to Maryland nursery producers as well.

John Marshall

Marshalls' Riverbank Nurseries Inc

Salisbury, MD 21801