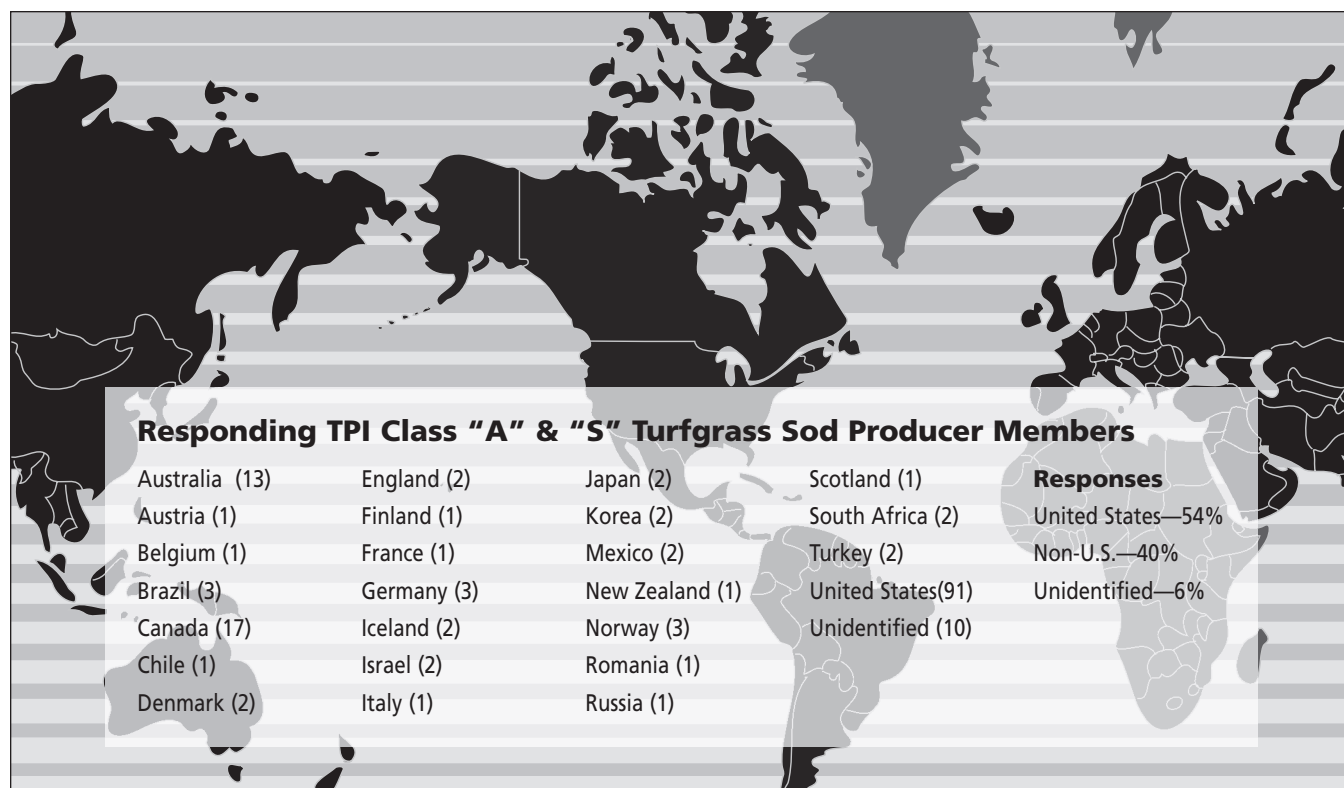


2007 TPI Membership Farm Profile Survey



The 2007 TPI Membership Farm Profile Survey is the second in a three-part series of questionnaires designed to provide a profile of TPI members. The survey was sent to 846 TPI producer members located throughout the world. It was comprised of 110 questions and is the seventh study undertaken by TPI since 1984, including the recent TPI Member Farm Equipment Survey that was conducted late last year and reported in the November/December 2006 issue of *Turf News*.

TPI currently conducts surveys every five years to coincide with the U.S. Department of Agriculture Census. In an effort to maximize membership participation, an electronic survey format was introduced in 2006/07. The previous surveys (1984 thru 2002) were comprised of 360 questions. The lengthy questionnaire was revised to a three-part survey that included the before mentioned *TPI Member Farm Equipment Survey*, this *Membership Farm Profile Survey* and a *TPI Membership Needs Survey* (to be conducted in the Fall of 2007).

It should also be pointed out that most of the questions incorporated in this survey featured drop-down menus from which

members could select a response. In some cases, the respondent could select an answer that provided a range, (i.e. 1% -5%, 6%-10%, 11%-15%, etc.). While this format made it easier to respond to questions, it made totaling data to an even one hundred percent difficult.

The range format, though not compromising to the overall results, will be modified in the future to yield more precise data.

Because of the ease associated with an electronic format and the drop-down menu feature, the TPI Membership Farm Profile Survey achieved a 19.74% response rate; up from 2002's 15.5%. Participation by non-U.S. members was the highest in TPI's history, representing 40% of the total responses received. This also reflects a 96% increase in participation on the part of non-U.S. members compared to the 2002 survey.

Unless otherwise noted, the results presented in this report are generally median figures (the mid-point of all responses). The median was chosen in most circumstances, rather than the mean (mathematical average), because statisticians consider this number more accurate by avoiding the effects of extremely low or high responses.

A Typical TPI Member Farm Operation

Among the initial findings in this year's survey: A typical TPI turfgrass sod producer is in his/her mid-50s, college educated, married, has two children, serves a market area with a population of between one and two million and has been active in turfgrass sod production for 20+ years. Eight percent reported they had been in business less than five years compared to 19% in 2002.

The typical member produces 101-300 acres (41-121 hectares) of cool-season Kentucky bluegrass (refer to **Table 13—Primary Turfgrass Species**) on a 301-500 acre (122-202 hectare) farm and expects to sell 101-300 acres (41-121 hectares) of turfgrass in the coming year, predominately through landscape contractors for residential use. Most members deliver but do not install turf.

Turfgrass sod production accounts for 81%-90% of the farm's gross income. The top four sources for additional income include landscaping services (39%), landscaping supplies (23%), row crops (feed) (17%) and nursery stock (15%).

Total expenses for turf and other farm

Farm Profile Survey

operations for 2006 were \$800,000 compared to \$700,000 reported five years ago. 2006 reported gross income (from only the turf segment of the farm operation) reflected a 23% increase compared to five years ago, \$800,000+ (average) compared to \$650,000. Total projected gross farm income expected from turfgrass sales (excluding delivery and/or installation) is expected to exceed \$950,000 in 2007. The median farm, including all equipment, inventory and supplies is valued at \$2.5 million compared to \$2 million in 2002.

Individual Characteristics

TPI turfgrass sod producers are in their early 50s, married with two children and have some college. Thirty-six percent of the producers' children are active in the turfgrass business. This is an increase compared to 2002 which showed more than one quarter (27.6%) of respondents had at least one child involved in their business. Thirty-three percent of the current members were preceded in the business by their parents, as opposed to 25% in 2002 and 31% in 1997. Compared to 2002, many TPI members are

now younger with 45%, versus 41%, being under 50.

General Farm Business Characteristics

The typical TPI member's farm is similar to past reports. The majority of member farms are incorporated and heavily involved in the production of cool-season turfgrass (51% in 2007, 50.8% in 2002, 55.2% in 1997, 57.5% in 1993 and 50.2% in 1988). Farm sizes vary significantly from 1-50 acres (.4 to 20 hectares) to large farms reporting well over 6,000 acres (over 2,428 hectares). The median farm size is 300-500 acres (122-202 hectares) and is harvesting more turfgrass than in the past. Projections for next year show 101-300 acres (41-121 hectares) for turf production. Refer to **Table 1**—Farm Size and Harvested Acres for complete details.

A significant shift from 2002 is the smaller percentage of leased land devoted to turf production. In 2007, leased land repre-

sented 25% vs. 37% in 2002.

TPI producers reported harvesting consistent amounts of turfgrass from March through October in every five-year survey period from 1988 through 2007, with slight fluctuations in the remaining months. May through August represents the strongest selling months for the majority of respondents (refer to **Table 14**—approximated % of Turfgrass Sod Each Month). The 2007 survey results also show increasing amounts of turf being harvested in November, January and February (0.5% to 1.5% increases) than in past years. These numbers may be representative of warmer Fall and Winter seasons; reduced precipitation; a shift in membership

to more warm-season producers and/or responses from some non-U.S. members. There was a substantial increase in non-U.S. membership participation in the 2007 survey compared to previous years. In 2007, 40% of the respondents were non-U.S. members compared to 22.5% in 2002. The dramatic increase in response may account for the difference in times of the year that turfgrass is reported harvested. It should also be noted that respondents reflected a near 50/50 split between cool-season and transition/warm-season growers (51% and 49%) respectively.

Reported gross income for the turfgrass production segment of the farm continues to rise (\$550,000 in 1997, \$619,678 in 2001, \$650,000 in 2002, \$900,000 in 2006 and \$1,000,000 projected for 2007). Expenses for all farm operations increased as well: \$443,150 in 1993, \$481,500 in 1997, \$700,000 in 2002 and \$800,000+ projected for 2007. **Table 2**—Farm Value & Expenses outlines all farm expenses addressed in the survey.

Table 1: Farm Size and Harvested Acres

	Year	Total Acres	Sod Acres	Harvested
Projected*	2007	N/A	101-300	101-300
Actual*	2006	301-500	101-300	101-300
Actual	2002	403	260	112
Actual	1997	350	235	110
Actual	1993	300	200	102
Actual	1988	350	200	100

* NOTE: The 2007 survey incorporated a chart range of 101-300 acres (41-121 hectares) rather than allowing for a specific entry.

Table 2: (Percentage comparison 2007 to 2002)

Farm Value & Expenses	2007	Percent (+/-)	2002	1997	1993
Current Value of Total Farm	2,500,000*	+25%	2,000,000	1,500,000	1,450,000
Total Farm Expense	800,000+	+14.3%	700,000	481,500	443,150
Salaries	300,000	+50.5%	200,000	140,000	153,000
Land Costs (Rent/Mortgage)	52,305	+50.5%	34,750	25,000	27,000
Equipment Repair	50,000	+66.1%	30,104	25,000	25,000
Capital Equipment (Farm)	92,500	+208.3%	30,000	35,250	_____
Fertilizer	40,000	+63.6%	24,450	25,000	16,440
Fuel	54,517	+172.6%	20,000	15,000	20,000
Seeds/Sprigs	24,500	+63.3%	15,000	18,000	18,500
Pesticides	11,000	+29.4%	8,500	5,000	8,000
Trucking/Delivery	5,000	-26.4%	6,798	10,000	_____
Advertising/Marketing	12,750	+122.2%	5,737	4,500	6,125
Taxes (Not Employee)	10,000	+81.1%	5,522	7,500	11,600
Pallets	9,000	+80%	5,000	4,000	3,000
General Office	3,000	-40%	5,000	5,000	5,000
Electricity	6,250	+34.4%	4,650	3,000	5,000
Consultants/Prof. Advice	3,220	+159.7%	1,240	1,800	2,150
Education/Memberships	2,000	+86.6%	1,072	1,000	1,990
Capital Equipment (Office)	1,000	+/-0%	1,000	1,600	_____
Netting	12,000	+20%	10,000	0	_____
Equipment Leases	1,000	0	0	0	_____
Irrigation Water	0	0	0	0	_____
Other	0	0	5,000	36,174	_____

* Reflects an average between the \$2,000,000 to \$3,000,000 reported.

Table 3: Sod Sold for New Site vs. Replacement

New Construction:	90%-95%
Rehab/Replacement:	5%-10%

No definite conclusions can be made regarding farms that produce goods and services in addition to turfgrass (refer to **Table 12—Other Sources of Income**) because those profit levels were not identified in this survey. Future surveys may address this issue to determine how diversification is impacting TPI member producers' year-end profits.

Further analysis of the responses showed almost 44% produce turfgrass exclusively compared to 31% five years ago.

Although projected turfgrass sod sales (median) for 2007 are expected to remain about the same as 2006 (101-300 acres or 41 to 121 hectares), there has been an overall increase in total acreage of turfgrass sod sold since the previous survey in 2002 when the reported median was 130 acres (53 hectares). Annual turfgrass sod sales over the past four years were: 51 to 100 acres (21-40 hectares) in 2003 with continued growth upwards from 101 to 300 acres (41 to 121 hectares) in 2004, 2005 and 2006 respectively.

Increased Prices

During the past 12 months, more than half of the survey respondents (54%) raised their prices. Of those who implemented an increase, 42% reported raising their prices between four and seven percent. Forty-one percent of those surveyed also indicated they plan to increase their prices during the next 12 months with 47% planning an average four to seven percent increase. This is not to suggest that all changes were price increases; six percent of the respondents decreased their prices between 8%-11% in 2006 and four percent plan to decrease their prices 8%-11% in 2007.

Competition

The survey showed overall relationships among turf producers within their markets today is considered competitive yet cooperative by 59% of respondents, down from 66% in the 2002 survey.

When asked who is their greatest sales competitor today; near-by sod farms ranked highest (55% in 2007, 46.5% in 2002, 44.8% in 1997 and 45.9% in 1993), followed by distant producers shipping into

Table 4: Which Methods Do You Use to Market Turfgrass Sod?

	2007	2002	1997	1993
Yellow Pages	85%	72%	83.2%	86%
Customer Referral	82%	88%	85.8%	86%
World Wide Web site	67%	43%	12.9%	N/A
Exhibit at Trade Shows	46%	33%	36.1%	39%
Direct Mail	42%	35%	42.6%	42%
Promotional Materials	42%	N/A	N/A	N/A
Advertise (Newspapers)	42%	32%	35.5%	42%
Advertise (Trade Journals)	41%	31%	29.7%	34%
Exhibit at Consumer Shows	41%	22%	26.5 %	**
Public Relations	34%	N/A	N/A	N/A
Advertise (Radio)	24%	9%	13.5%	14%
Outside Sales Personnel	22%	24%	16.1%	N/A
Educational Events	22%	N/A	N/A	N/A
E-Mail	16%	10%	6.5%	N/A
Advertise (Television)	10%	5%	3.9%	9.3%
Billboards	8%	12%	5.8%	3.5%
Advertise (Fax)	6%	7%	N/A	N/A
Telemarketing	6%	5%	5.2%	N/A

***Figures included with Exhibit at Trade Shows*

their market. The latter has increased steadily over the last 10 years: 3% in 1997, 6.5% in 2002 and 10% in 2007.

One of the more interesting findings in this year's survey was the perceived increase in competition from several other sources: Hydro-Seeding Operations 21% (up 3.9%); Artificial Turf 21% (not reported in 2002); Seeding Operations at 14% (up 6.3%) and Non-Grass Ground Covers at 10% was up 1.6% when compared to 2002.

Marketing

In the mix of marketing methods used to sell sod (refer to **Table 4—Methods Used to Market Turfgrass Sod**), the *Yellow Pages* topped the list at 85%, followed closely by the previous 19 consecutive-year leader: customer referrals (82%). Use of the Internet jumped from 43.3% in 2002 to 67% in 2007. To illustrate how this technology has changed the industry, the Internet was first listed in a TPI member survey in 1997. At that time only 12.9% of respondents were using this marketing tool.

When reviewing **Table 4**, be advised that because respondents were asked to check "all that apply," these percentages add up to more than 100%.

Factors that Influence Sales

According to TPI members, the three factors that most influence sales are

Customer Service (84%), Quality (83%) and Price (62%). This order has changed for the first time since the 1993 survey. Whereas Quality and Price were once listed before Customer Service, they now rank second and third, respectively, followed by Loyalty and Proximity.

Square Foot, Square Yard or Square Meter?

Prior to the 2002 survey TPI did not ask any questions regarding unit(s) of measure used to sell turfgrass; as a result, there was no comparative data to analyze. The question was presented in the 2007 survey and revealed the following: half of the membership (50%) report selling by the sq. ft. compared to 46% in 2002). Another 31.3% sell by the sq. meter and 16.6% sell by the sq. yard. The remaining 2.1% use other methods (i.e., number of rolls, Iowa's square 10 ft. x 10 ft., etc.). In 2002, 45.9% of the respondents indicated they either sell by the square yard or the square meter, depending on their individual regional market preference.

Sales

New Construction continues to represent the majority of the turfgrass sales market and the primary focus on the part of members (refer to **Table 3—New Site vs.**

Farm Profile Survey

Replacement).

Table 5—Turf Installation Sites illustrates the wide variety of turfgrass customers, listing landscape contractors (31%-35%) as the largest category, followed by homeowners (11-15%) and then builders (6%-10%). The landscape contractor category has grown consistently since the early 1990s.

Delivered Sales represent 76% - 80% of total sales volume and Picked-Up Sales represent 21% - 25%. Installed sales represent 16% of sales volume and Non-Installed sales account for 84%.

The most popular turf installation sites are private residences, followed by commercial areas and multi-family residences (refer to **Table 6**—Turf Installation Sites). The slight changes in a few installation categories may have been offset by the inclusion of Erosion Control which was a new category in the 2007 survey.

Table 7—Payment Terms shows a pattern similar to previous survey results. Most of the respondents (46%-50%) reported offering a net-due payment schedule, followed by extended credit terms (26%-30%), cash or check on delivery (16%-20%), and credit cards (11%-15%).

Bad debt does not appear to be a problem as the average member is writing off slightly less than one percent of gross sales as uncollectible bad debts.

Farm Operational Characteristics

Today's TPI member is using computers to perform many more business-related functions than ever before. Ninety-nine percent of the members now report that computers are a major part of their day-to-day business operation (refer to **Table 8**—Technology Use).

For the first time in a TPI survey, members were asked if they use GPS (Global Positioning System) in their operation. The results show that 42% use GPS with the primary usage dedicated to plotting acres in production, and fertilizer and chemical applications. For a complete listing of how members are using GPS technology, refer to **Table 11**—Global Positioning System (GPS).

Employees and Salaries

With regard to employees, TPI farms report the number of full-time employees hired during peak periods has almost doubled in the last five years (refer to **Table 9**).

Since TPI began tracking salary expense in 1988, overall salaries (including benefits and taxes) per farm have risen (with the exception of 1997)—refer to **Table 2** and the following figures:

Salaries

2007 was 50% more than 2002

2002 was 43% more than 1997

Table 6

Turf Installation Sites	2007	2002	1997
Private Residences	46%-50%	54.37%	45.84%
Commercial Areas	6%-10%	13.2%	19.10%
Multi Family Residences	6%-10%	8.25%	8.22%
Sports Fields	6%-10%	6.32%	6.51%
Golf Courses	1%-5%	10.07%	10.80%
Parks & Cemeteries	1%-5%	2.73%	3.09%
Roadsides	1%-5%	2.65%	3.88%
Erosion Control	1%-5%	N/A	N/A

Table 5

Sales to Customer	2007*	2002	1997	1993
Landscape Contractors	31-35%	42%	38%	40%
Homeowners	11-15%	13%	13%	14%
Builders	6-10%	13%	13%	9%
Nursery/Garden Centers	6-10%	5%	7%	12%
Golf Courses	1-5%	9%	8%	**
Sod Brokers	1-5%	4%	4%	6%
Sports Fields	1-5%	3%	5%	**
Government Bid Projects	1-5%	3%	2%	5%
Land Developers	1-5%	2%	1%	3%
Landscape Architects	1-5%	1%	2%	1%
Commercial Building Owners	1-5%	1%	2%	2%
Parks & Cemeteries	1-5%	2%	2%	8%

* It should be noted that not all respondents provided answers that totaled 100%.

** Included in Parks & Cemeteries

NOTE: In an effort of some respondents to provide a total of 100%, they may have compromised one category in an effort to identify another. For example, the 1%-5% spread in the lower seven categories may have offset sales allocations to the landscape contractor category. If an average of 2.5% were applied, it most likely would bring the landscape contractor figure closer to where it was in 2002.

1997 was 8.5% less than 1993

1993 was 39% more than 1988

One significant on-going trend is the reduced number of outside sales personnel. A decade ago every farm employed the services of at least one full-time outside sales representative. The 2007 survey showed only 50% currently employ and average of one outside sales person.

Operating Expenses

With only a few exceptions, there were increases in every expense category. While there could be any number of reasons to explain cost increases in some categories, the following represent a few possibilities for consideration:

Salaries—The 50% increase in salaries coincides with the reported increase in the number of employees maintained during peak periods (refer to **Table 9**).

Land Costs (Lease & Mortgage)—In addition to reports of larger farm operations, land appreciation over the last five years has to be taken into consideration.

Equipment Repair and Capital Equipment (Farm)—Increases in both of these categories coincide with the findings in last year's TPI Member Farm Equipment Survey. Members are investing more time, money and labor in the maintenance and repair of their equipment. They are also investing in advanced equipment that improves productivity and efficiency.

Table 7

Payment Terms	2007	2002	1997	1993
Net due, xx days	46-50%	58%	54.3%	65%
Extended credit terms	26-30%	12%	12.38%	10%
Cash or Checks on delivery	16-20%	26%	31.92%	20%
Credit cards	11-15%	5%	N/A	N/A
Bad-debt (% of gross)	0%-1%	1%	1.23%	N/A

Fertilizer and Pesticides—These two categories appear to be in line with what would be expected of bigger farm operations, increased production capabilities and rising prices.

Fuel—The 172% increase in fuel costs is a reality that has impacted business and industry as well as consumers worldwide.

Seeds and Sprigs—The 63% increase in the cost of seeds and sprigs reflects the basic rule of supply and demand. This is especially true in the case of grass seed where other crops have increased in value and are competing in areas formerly used for grass seed production. As alternative crops become more profitable, seed growers will be attracted to the dollars they generate, and lower seed yields may continue to cause higher prices.

Advertising & Marketing—This category shows a 122% increase when compared to 2002. Several factors could account for this increase. More members are using computers which allows them to expand their marketing and promotional efforts. Also, a growing number of turf-grass company websites have emerged that didn't exist five years ago. As more TPI members use these capabilities and discover innovative ways to market and promote their businesses, the expenditures in this category are likely to increase.

Taxes (Not Employee)—The 81% increase in non-employee related taxes would coincide with bigger operations and the higher response rate to this survey by a larger number of farms. It should be pointed out that non-employee taxes still

have not reached the same level they were in 1993 when the median reported was in excess \$11,600 compared to 2007's \$10,000.

Pallets—Nearly all respondents (94%) reported using pallets for stacking and moving their harvested turf-grass with forklifts.

Fifty-eight percent of TPI members charge a deposit for pallets to help ensure their return. While per-pallet deposit rates were unchanged at \$7 for 1993 and 1998, these charges increased to \$7.50 in 2002 and now average \$10 in 2007. This reflects a 33% increase.

The cost of pallets has risen sharply and members now report their (median) cost per year for pallets is over \$9,000.

The escalating cost of lumber, along with increased demand, has impacted the cost of pallets considerably in recent years. Adding to the cost factor is the fact that pallet theft is on the rise across the U.S. because the market for used pallets has increased substantially.

Netting—Use of netting continues to be popular among TPI farms: 51.2% in

Table 8

Technology Use	2007	2002	1997	1993
Use Computers	99%	96.1%	89.6%	75.9%
Accounting	98%	89.4%	83%	83.8%
Equip. Maintenance Schd.	31%	21.1%	19%	19.7%
Farm Management	49%	N/A	N/A	N/A
Word Processing	98%	83.5%	87.6%	80.3%
Mkt. & Pro. or Desktop Pub.	62%	30.1%	27.0%	N/A
Field Operations	37%	N/A	N/A	N/A
Electronic Mail	94%	78.9%	31.4%	N/A
Business Operations	73%	N/A	N/A	N/A
Company Website	75%	70.7%	22.6%	N/A
Research	95%	N/A	N/A	N/A
Purchasing	48%	N/A	N/A	N/A
Networking	46%	N/A	N/A	N/A

Table 9

Employee Statistics	2007	2002	1997	1993
Peak Employee No.	14-21	12	11	11
Peak Full-Time	10-15	6	6	6
Peak Part-Time	4-6	4	5	5
Fewest Ever Employees	4-6	5	5	4

2007, 53.9% in 2002, 43.87% in 2001, 29.40% in 2000, 26.30% in 1997 and 19.21% in 1996. The cost of netting has increased, reaching a 2007 median of \$12,000 per farm compared to \$10,000 in 2002. The cost of netting wasn't addressed on TPI surveys prior to 2002.

Observations and Conclusions

The combined finding of last year's TPI Turfgrass Farm Equipment Survey (see Nov/Dec 2006 *Turf News*) and the 2007 TPI Membership Farm Profile Survey suggests the turfgrass sod business continues to prosper.

Table 10

Major Purchases Planned in the Next 12 Months

Tractors	51%
Field Mowers	46%
Forklifts	45%
Computer Equipment	39%
Trucks (over ½ ton)	37%
Sod Harvesters	35%
Irrigation Systems	29%
Farm Buildings	26%
Land Acquisition	25%
Spreaders & Sprayers	18%
Seeders/Planters	16%
Big Roll Installers	14%
Rollers	5%

Table 11

Global Positioning System (GPS)*

Plotting acres in production	53%
Chemical application	53%
Fertilizer application	53%
Tracking delivery trucks	35%
Auto-track steering for planting, mowing, harvesting, etc.	22%
Inventory management	20%
Night operation	12%
Controlling irrigation units	10%

* 42% of members use GPS

Table 12

Other Sources of Income

Landscape Services	39%
Landscape Supplies	23%
Row Crops (Feed)	17%
Nursery Stock	15%
Row Crops (Food)	11%
Livestock	11%
Equipment Sales	10%
Other*	33%

* Other is comprised of thirty-five individual niche categories.

Farm Profile Survey

The 2006 TPI Member Farm Equipment Survey and the 2007 TPI Membership Farm Profile Survey both serve as credible sources in not only determining the make-up of a typical turfgrass farm, they also serve to provide existing members with informative data for comparing their turfgrass operation with that of other producers.

The TPI Membership Farm Profile Survey also points out trends that may be of interest to all members. The universal use of computers; the growing number of company based websites; the use of GPS technology; farm expansion; increased productivity; capital investments in equipment (refer to **Table 10**); equipment repairs and maintenance—all suggest a commitment to the future.

Although pricing continues to be a factor that impacts many turf producers, this survey suggests members are addressing the issue. Nearly half of the respondents increased their prices in 2006 and another

half plan to do so within the next 12 months.

TPI would like to thank all members who completed and returned this survey. Without their input, this report would not be available.

It should also be noted that only those individuals who participated in the survey had immediate access to all research data and complete survey results.

For reasons of confidentiality the specific identity of survey participants or individual farm responses are not available.



Table 13

Primary Turfgrass Species

Respondents were asked to identify the ONE grass species that dominates their turfgrass sales. If there was a mix or blend they were asked to only identify the dominant specie of that combination

47%	Kentucky Bluegrass (<i>Poa pratensis</i>)
16%	Bermudagrass (<i>Cynodon</i>)
13%	Fescue (Tall) (<i>Festuca arundinacea</i>)
7%	Ryegrass (<i>Lolium</i>)
6%	St. Augustinegrass (<i>Stenotaphrum secundatum</i>)
4%	Zoysiagrass (<i>Zoysia</i>)
3%	Centipedegrass (<i>Eremochloa ophiuroides</i>)
2%	Fescue (Fine, Chewings, Creeping Red, etc.) (<i>Festuca</i>)
1%	Seashore Paspalum (<i>Paspalum vaginatum</i>)
.5%	Bahiagrass (<i>Paspalum notatum</i>)
.5%	Kikuyu (<i>Pennisetum clandestinum</i>)
0%	Bentgrass (<i>Agrostis</i>)
0%	Buffalograss (<i>Buchloe dactyloides</i>)

Table 14

Approximate % of Turfgrass Sold Each Month

MONTH	RANGE
January	1-3%
February	1-3%
March	4-6%
April	7-9%
May	10-15%
June	10-15%
July	10-15%
August	10-15%
September	10-15%
October	10-15%
November	7-9%
December	1-3%

Table 15

Average Time Between Planting and Harvesting

Less than 3 months	1.5%
3-4 months	8.3%
5-6 months	12%
7-8 months	11.3%
9-12 months	19.5%
13-15 months	22.5%
16-18 months	15.8%
19-24 months	6.8%
Over 24 months	2.3%

Participation by U.S. Regional No. of

Location	Participants	% of Total
Southeast (AR, LA, MS, AL, GA, FL, KY, TN, WV, VA, NC, SC)	28	(30.8%)
Great Lakes (MI, OH, IL, IN, WI)	15	16.5%
Plains (MN, ND, SD, NE, KS, IA, MO)	11	12.1%
New England (ME, NH, VT, MA, RI, CT)	10	11%
Mid-East (NY, NJ, MD, DE, PA)	8	8.8%
South West (AZ, NM, TX, OK)	7	7.7%
Rocky Mountain (MT, ID, WY, UT, CO)	6	6.6%
Far West (WA, OR, CA, NV, AK, HI)	6	6.6%

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