



Picking from the Money Tree: Foliages for fun and profit

*Mike and Polly Hutchison
Robin Hollow Farm, Saunderstown, RI*

*Grand Rapids ASCFG conference
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We love leaves

- ◆ Grew up in magical places:
estate gardens to succession
forests
- ◆ Reformed vegetable farmers
- ◆ Plant nerds
- ◆ Four acres: farmers, florists.









Grow More Foliage

- ◆ They are profitable
- ◆ Fairly easy to grow
- ◆ Increase the diversity of offerings: shapes, colors, smells
- ◆ They wait for you, most of the time

Advantages to the Grower

- ◆ Huge variety
- ◆ Tailor to your climate
- ◆ Set yourself apart with your clientele
- ◆ Most can stay in the field until you need them, or if not, ready for you at your time of need
- ◆ Some have good storage / vase life

Advantage to the Farmer / Florist

- ◆ Variety, interest, utter delight.
- ◆ Cut cost of buying in.
- ◆ Set yourself apart from other designers.
- ◆ Vase test



Early Spring:

“We need something green.”



Lovage

Levisticum officinale



Pea greens

winter pea cover crop to be harvested in fall or spring

Baptisia Foliage

*Not just for flowers —
We sell before bloom, during, green
pod, black pod and late summer*



Snowberry Foliage

*One of the earliest northeast filler
foliages*

delicate, yet lasting

Symphoricarpos

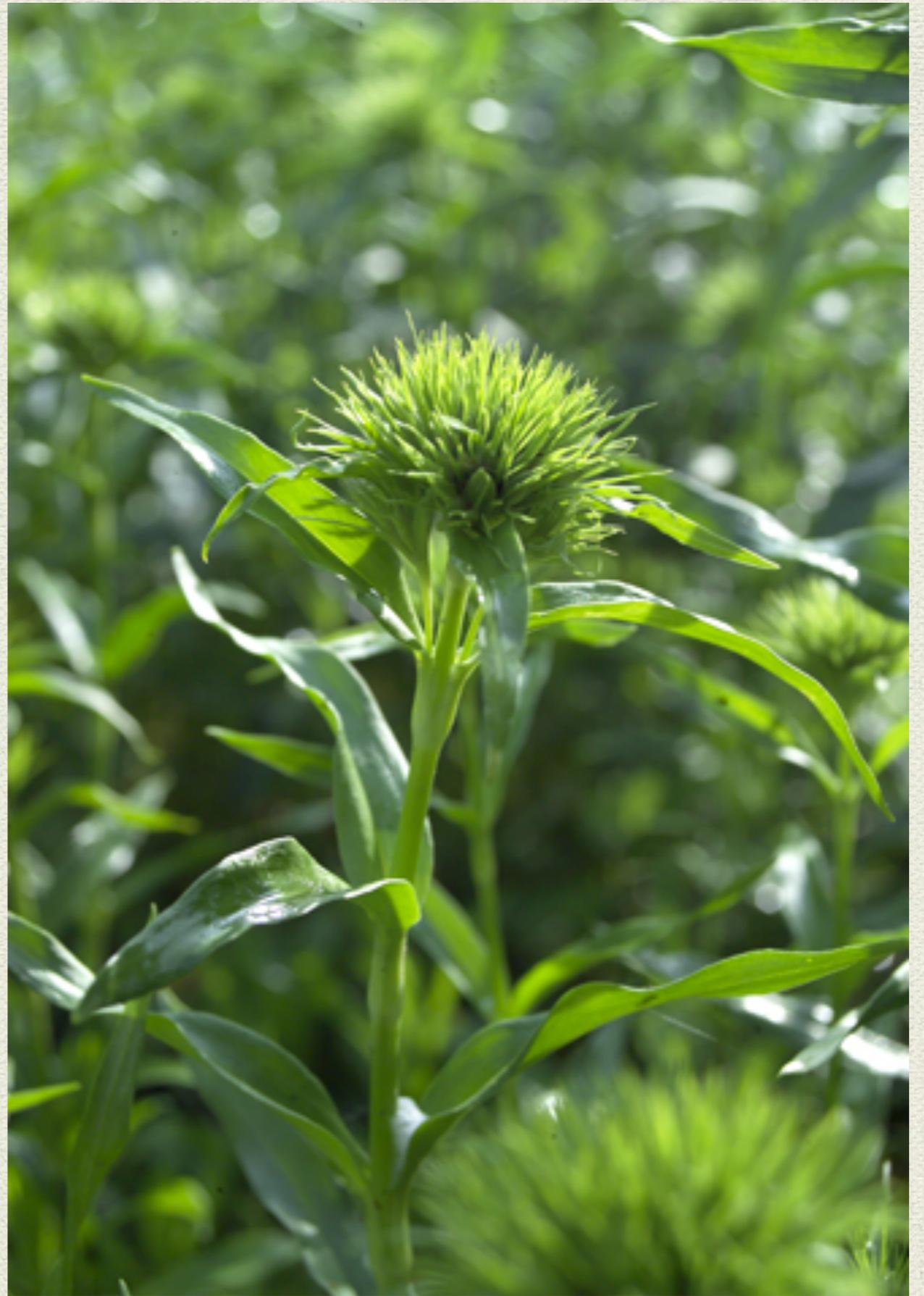


Immature Flowers:

Sell 'em now!

Dianthus in bud —

*Biennial Dianthus aka Sweet
William, come in strong and more
or less all at once. Using some early
can extend your season and enliven
your bouquets.*





Cosmos

Foliage or buds, are versatile and longer lasting than the blooms



Hydrangea "Annabelle"



Monardas

This crop is another that comes in hard, so early cuts really extend your sales period!

Special guest Stars:

shorter season foliage / background



Artemisia ludoviciana, Silver Queen

Mountain Mint

Pycnanthemum muticum





Grasses

maturity varies the look — need to succession plant for best success

All Season Long Performers



African Blue Basil

“blushy”



Cotinus — Smoke Bush

Don't cut too tender — after mid season, cut as your bushes allow

Dusty Miller

*Our favorites are Candicans
(pictured) and New Look*



Hibiscus,
Mahogany
Splendor

Tall!





Thornless Blackberry

From July into November — long lasting, florists love it, immature fruit is a bonus. Pictured: Chester



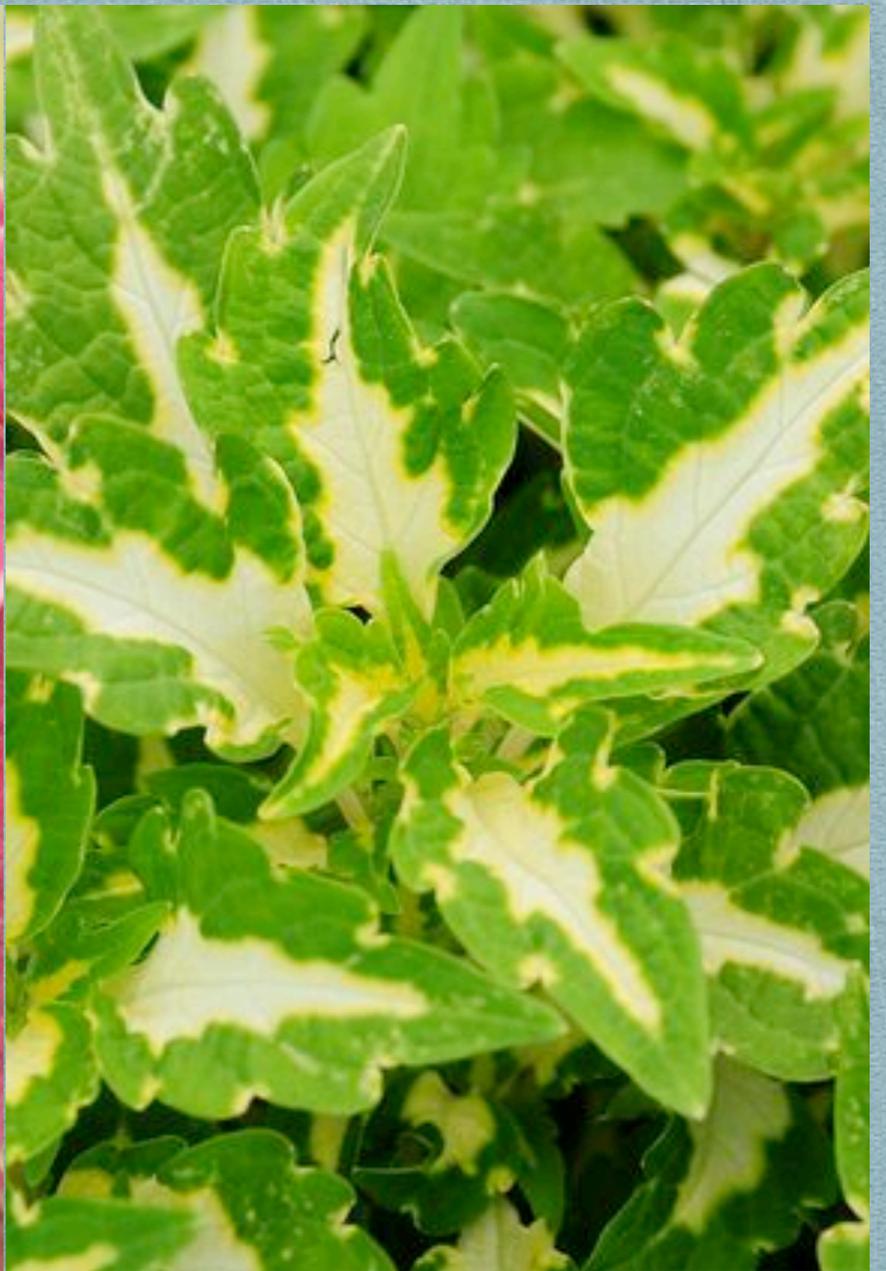
Alternanthera, Purple Knight

We also like "Brazilian Red Hots"

Marigold Foliage

late season bloomers are best here.





Coleus

Variety is great — hydration is challenging

Pineapple mint

Mentha suaveolens
'Variegata'



Spearmint

Mentha spicata



Managing Mint and Similar Crops

- ◆ Crop comes all at once.
- ◆ If you can't sell it or want to save some for later, then cut 1/4 - 1/2 and compost cuttings.
- ◆ Water.
- ◆ Regrowth will be ready in a month.
- ◆ Hilling discs to keep beds in check.



Plectranthus

Madagascar



Plectranthus

Silver Shield



Scented Geraniums

Rose



Rose Geranium

Variegated



Rose Geranium Skeleton



Rose Geranium Velvet



Lambs Ear

Stachys byzantina



Eucalyptus

*Amsonia
hubrichtii*

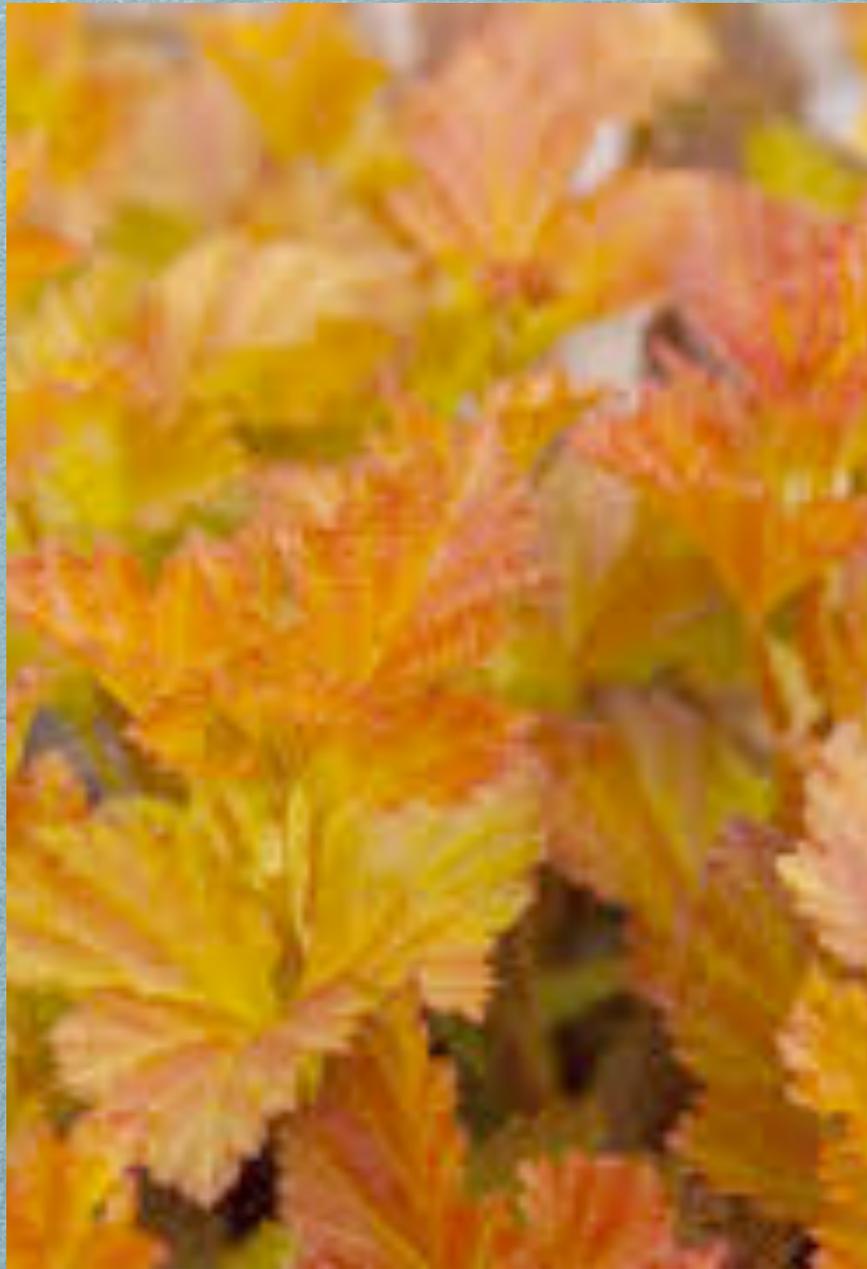




Vines

Passion Flower Vine, Ivy and Hops

Fall Stars and Post Frost



Physocarpus opulifolius



Lysimachia clethroides, Amsonia hubrichtii and
Monarda bradburinii
Spring and Summer crops revisited



Hardy Herbs

Rosemary and Sage

Crate Grown
Out of Season
& Experiment!



Plant to Cut continuum



What else comes with the flowers?

Calla Foliage



Out of season - all season!

Farfugium japonicum 'Aureomaculatum'



Check your Borders



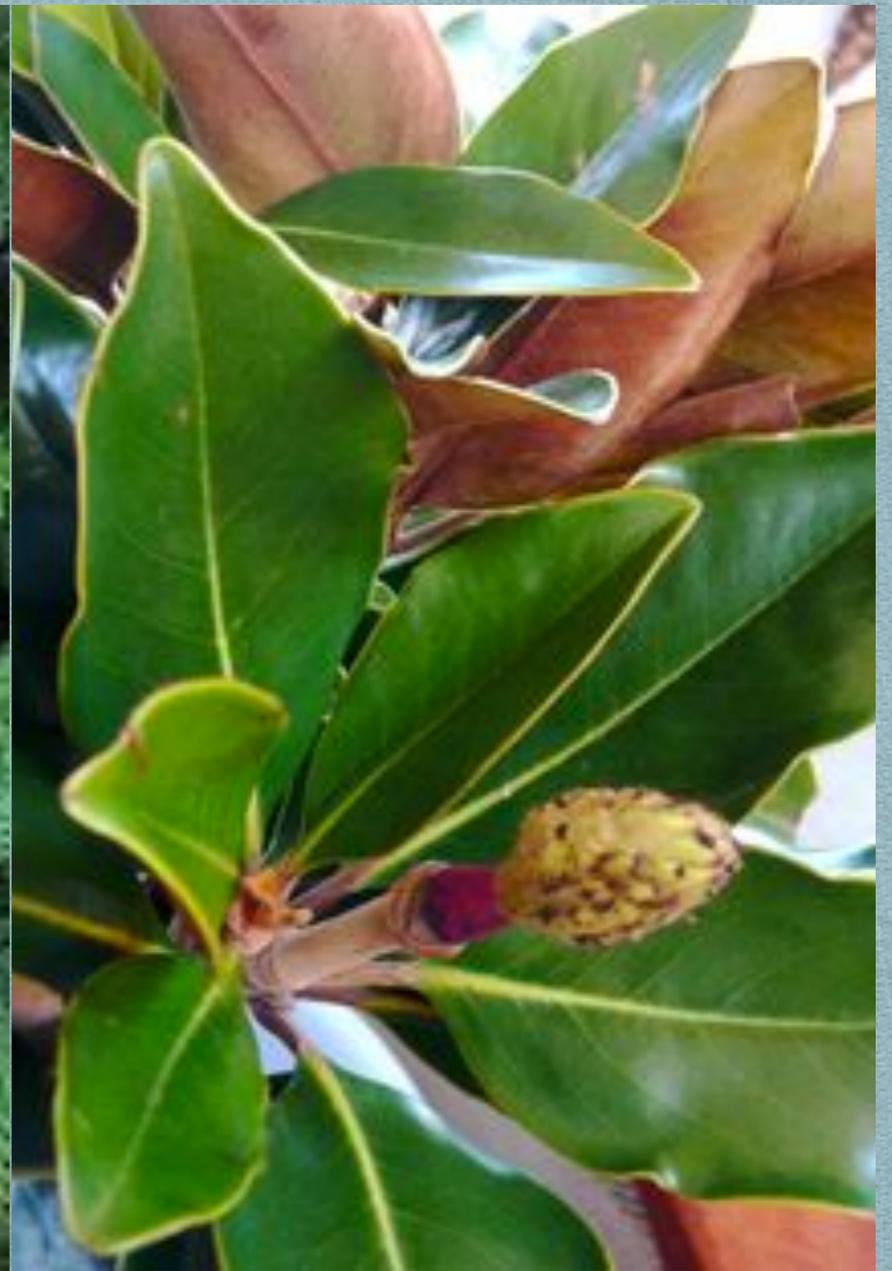
Check your Shrubs



Check your trees



Experiment and vase test



and then, there are evergreens

But, Best Beloved, that is a story for another day.....



Foliage in Designs

























