



COMMERCIAL GREENHOUSE BUYER CHECKLIST

A practical evaluation tool for professional growers

1. Project Definition & Production Goals

- Primary crops and production type clearly defined
- Seasonal vs year-round production requirements identified
- Target yield, quality, and consistency goals established
- Labor availability and workflow constraints considered
- Expansion plans over the next 5–10 years evaluated

2. Structural Design & Climate Fit

- Structure engineered for **local snow and wind loads**
- Design adapted to regional climate (cold, heat, humidity)
- Adequate height and span for crop type and equipment
- Structural materials selected for durability and lifespan
- Expandable or modular design options reviewed

3. Covering & Light Management

- Covering material selected based on light transmission needs
- Insulation value appropriate for climate and heating costs
- UV protection and longevity of materials evaluated
- Condensation management considered
- Shading or light-diffusion options planned (if required)

4. Environmental & Climate Control Systems

- Heating system sized for worst-case climate conditions
- Ventilation and cooling strategy validated

- Air circulation and humidity control addressed
- Energy efficiency features reviewed (curtains, insulation)
- Backup or redundancy options considered

5. Automation & Technology Readiness

- Greenhouse designed to be **automation-ready**
- Climate control system scalable over time
- Irrigation/fertigation automation options reviewed
- Monitoring and data access (remote / mobile) considered
- Technology choices avoid vendor lock-in

6. Cost Transparency & Budget Control

- Detailed cost breakdown provided (not just price/ft²)
- Structure, systems, automation, and site work separated
- Operating costs (energy, maintenance) discussed
- Upgrade options priced with ROI context
- Contingency budget planned

7. Permitting & Regulatory Compliance

- Local zoning and land-use requirements confirmed
- Building code compliance verified
- Engineered drawings and stamped plans available
- Electrical, gas, and safety requirements reviewed
- Manufacturer experience with local authorities confirmed

8. Manufacturer Evaluation

- Proven experience in similar climates and crops
- References from comparable commercial growers
- Custom design capability vs generic kits
- Clear documentation and engineering support
- Long-term availability of parts and service

9. Financing & Incentives

- Eligibility for grants or incentives reviewed
- Energy-efficiency programs considered
- Agricultural or commercial financing options explored
- Manufacturer documentation supports funding applications
- Project phased to match cash flow if needed

10. Installation & Post-Sale Support

- Installation responsibilities clearly defined
- Timeline and lead times confirmed
- Technical support available during and after installation
- Warranty terms clearly documented
- Long-term service and support plan established

Final Decision Check

- Structure designed for **performance, not just price**
- Manufacturer acts as a **partner, not a vendor**
- Greenhouse supports current needs and **future growth**
- Total cost of ownership understood
- Risks (climate, permitting, expansion) mitigated

How to Use This Checklist

- Use it internally to compare suppliers
- Bring it to meetings with manufacturers
- Use it as a planning tool before requesting quotes