

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
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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
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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)
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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
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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
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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
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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
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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
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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
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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
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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
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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