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NRF Predicts Sales Will Increase

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Good news for that garden center—and for yours, too—is the latest forecast from the National Retail Federation, which puts 2017 sales between 3.7% to 4.2% over 2016 sales. Online sales are predicted to increase by 8% to 12%.

What's behind the predicted increase? Said NRF president Matthew Shay in a press release, "The economy is on firm ground as we head into 2017 and is expected to build on the momentum we saw late last year. With jobs and income growing and debt relatively low, the fundamentals are in place and the consumer is in the driver's seat."

Consumers may just take a "wait-and-see" approach before opening their wallets until they get a sense about policy changes being debated in Congress.

"Lawmakers should take note and stand firm against any policies, rules or regulations that would increase the cost of everyday goods for American consumers," Matthew said. **GP**