



Volume 29, Issue 4
April 2019

Board Meetings

Chapter Board Meetings are typically held on the third Wednesday of the month.

Upcoming meetings:

- **May 15**
12 p.m. Board meeting SLO
Brew the Rock
- **June 19**
12 p.m. Board meeting SLO
Brew the Rock

In This Issue:

- President's Message
- Accepting Entries: Trophy Awards
- Sponsor Spotlight: Landscape Development
- Tom and David House Inducted into Green Industry Hall of Fame
- CLCA Capitol Delegation Educates Lawmakers

www.ccaslo.org

SLO PRESS



San Luis Obispo Chapter
California Landscape Contractors Association
Representing the Landscaping & Irrigation Industry

Entry Deadline Approaches SLO Chapter Awards

The deadline for entries into the CLCA SLO Chapter Awards Program is Friday, May 17! Late entries will be accepted until May 24 with a late fee. Entries will be judged May 31-June 1.

Don't miss this opportunity to showcase your best work and perhaps add the tagline "award winning landscape contractor" to your marketing materials. Promote yourself as a CLCA award-winning company to current and prospective clients, on your website and in promotional materials. Your work is important and deserves to be recognized!

Entering the awards also shows your clients that you are confident of your work and provide a quality product. Share with your clients that you will be entering their project. This may motivate them to embrace enhancements to improve the appearance of the project. The awards are great for employee morale and provide an incentive for employees to do their best.

Join us at the Awards Banquet on Thursday, June 20 at Flying Caballos Ranch in San Luis Obispo.



Above: McMillan Residence by Addison Landscapes winner of the John Thomas Memorial Award at the 2017 CLCA San Luis Obispo Chapter Beautification Awards.



In 2018, Sage Ecological Landscape's Kriet Residence received the Medium Residential Landscape Award.



In 2018, AAA Landscaping received the award for Sustainable Landscape Installation for the Ferguson Residence.

2019 San Luis Obispo Chapter Officers

PresidentEvan Moffitt, SiteOne Landscape Supply EMoffitt@siteone.com 805-616-9858
 Immediate Past President....Mike Kneeskern
 VP MembershipGary Abney, AirVol Block gabney@airvolblock.com.....805-543-1314
 VP ProgramsIan Parker, Madrone Landscapae..... Ian@madronelandscapes.com805-466 – 6263
 VP Legislation.....Taylor Boyle, Purlieu Landscape taylor@purlieulandscapes.com.....805-709-6319
 SecretaryMatt Hames, Landscape Development.....mhames@landscapedevelopment.com 805.722.1955
 Treasurer.....Pat Connelly, St. Francis Landscape..... stflandscape@gmail.com805-235-1859
 Associate Member RepPaul Wait, Zurn Wilkins Paul.Wait@Zurn.com.....
 EditorJerrie Beard, Beard & Associates info@beardassociates.com..... 530-621-1701

CLCA Board of Directors

PresidentElizabeth Burns.....(310) 831-6132
 President-ElectRegan Barry (831) 438-4747
 Past President.....Aaron Huxley (415) 256-1711
 Secretary/TreasurerAndrew Simpson...(916) 721-1635
 Executive Director.....Sandra Giarde..... (916) 830-2780

DIRECTORS

LegislationMegan Rios (661) 835-9259
 Education.....Lindsay Ono (661) 395-4938

SLO CLCA Past Presidents

2014-15
 Mike Kneeskern
 Central Coast
 Landscape Products
 2012-13
 David Brown
 Mari Landscaping
 2011
 Aaron Huxley
 Hunter Industries

2009-10
 Erik Wolting
 All Seasons Gardening &
 Landscaping
 2007-08
 Jim Trask
 California Water Shapes

2005-06
 Erik Wolting
 All Seasons Gardening &
 Landscaping
 2004
 John Doyle
 J Doyle Landscaping
 2002-03
 Pat Connelly
 St. Francis Landscape

1998-2001
 Bruce Courter
 Day Star Enterprises, Inc.
 1996-98
 Lloyd Gracey
 Pacific Coast Landscapes
 1995
 Danté D'Alfonso
 D'Alfonso's Landscape

1994
 Duane Morris
 Duane Morris Landscape
 Designer/Contractor
 1993
 John Ruggiero
 Arcadian Gardens
 1991-92
 Bruce Courter
 Day Star Enterprises

MembershipPeter Rosen (510) 697-2460
 EventsDan Dvorak..... (310) 237-5474
 Resource Management .Paul Hansen..... (714) 235-1427
 Associate MemberChris McNairy..... (707) 933-0488
 Co-Director Chapter Pres. Council North
 Henry Buder, Jr., CLP, CLT(415) 460-0381
 Co-Director Chapter Pres. Council South
 Eric Watanabe(818) 993-0200

Water Management Certification

Water budgeting is now enforced by law by the Model Water Efficient Landscape Ordinance (MWELO). Becoming a Certified Water Manager is essential for your business.

Hiring a Certified Water Manager will enable you to reduce your water waste, reduce your water bills and save money. Through efficient, proven industry methods of water management, our water managers have been able to save their clients significant amounts of water and money.

For more information visit clca.org/water-pro//index.php



WHOLESALE
 REDWOOD • FIR • CEDAR
 BARK • SOIL AMENDMENTS
 ERRO-CONTROL STRAW
 PLAYGROUND FIBER

ROSSI TRANSPORT SERVICE

STEVEN L. ROSSI
 VICE PRESIDENT
 RES. (805) 466-6195

PHONE (805) 434-2884
 (800) 321-3092 • FAX (805) 434-0877
 P.O. BOX 120 • ROSSI ROAD
 TEMPLETON, CA 93465

Soil Analysis Service

- National Independent Certified Lab
- Analysis Recommendations with Graphics
- Reports can be sent via email or U.S. mail*
- Fast Turnaround • Consulting Services

GRO POWER[®], INC.

www.gropower.com
 909-393-3744 • FAX 909-393-2773 • 15065 Telephone Ave., Chino CA 91710



Serving your irrigation needs since 1950

PASO ROBLES ★ SAN LUIS OBISPO ★ ARROYO GRANDE ★ SANTA MARIA ★ BUELLTON

president's message



*Evan Moffitt, CLCA-SLO President
Site One Landscape Supply*

It has finally stopped raining! Now get to work! Hopefully everyone has a really nice backlog of work that has piled up from the rain. It was a very slow winter for most of us. Not that we didn't have work to do, but most jobsites were too wet to get much done. Consequently it seems like everyone wants it done now.

While CLCA may not be able to pacify that demanding client, CLCA can help with other business related needs.

Have you seen the emails regarding the free webinars focusing on workplace harrasment? Did you know that this training is required for nearly all companies in California this year? Take advantage of these free webinars and get your guys trained. CLCA is planning many other webinar and training opportunities throughout the year. Many of these trainings normally require your business to hire an outside trainer to present the information. CLCA is cutting out the middleman and offering these trainings as a free member benefit.

Last month we had one of our CLCA Happy Hour events at Dunbar Brewing in Santa Margarita. It was well attended and we had a great time. Thank you Paul Wait from Zurn Industries again for sponsoring the event. Our next Happy Hour will be held on Thursday, May 23, from 5-7 p.m. at Santa Maria Brewery in Nipomo (Santa Maria). This event will be sponsored by SiteOne. So, everyone come and have a beer on me. Hopefully you can make some beneficial connections and learn more about the many benefits of CLCA

membership. All members and soon-to-be members are invited.

The Beautification Awards season is also upon us. The entry packets have gone out, and we hope you all have some projects that you would like to enter. This is one of the biggest chapter events of the year. This year we will be holding the awards banquet at a new beautiful location--Flying Caballos Ranch in SLO-- on Thursday, June 20. The entry deadline is quickly approaching, so download the entry form at ww.clcaslo.org/j_ip/ and enter today! This will be the biggest awards banquet yet!

Also, if you are interested in learning more about CLCA, your membership, potential membership, and much more feel free to reach out to me or any of the board members listed on the previous page.

Enjoy the sunshine, the wildflowers, and the moderate temperatures! I hope to see you at our happy hour event or on June 20 at the awards banquet. Please, if we haven't yet met, introduce yourself. Our chapter is only as strong as its members, and every one of you count!



**LANDSCAPE CONTRACTORS
INSURANCE SERVICES, INC.**
Member owned. Service focused.

1835 N. Fine Ave.
Fresno, CA 93727

ELLEN MONTALBANO
ACCOUNT EXECUTIVE

emontalbano@lcsinc.com
www.lcsinc.com

P (800) 628-8735 Ext. 508
C (650) 492-1774
F (800) 440-2378

CA LIC # 0755906

Specialized Insurance & Business Services for Members of the Green Industry

**GREENFIELDS
TURF INC**



P.O. Box 248
Greenfield, CA 93927

Christopher Voelker
Phone (831) 674-3058
FAX (831) 674-3163

Sod Orders 1-800-525-8877
Web: www.greenfieldsturf.com



~KURAPIA~

NEW

**DROUGHT
TOLERANT
GROUNDCOVER
SOD**

- A turfgrass alternative changing the industry
- No need to sacrifice lawns to save water on landscape
- Grows low to the ground rarely exceeding 1"
- Dark green year round, and if left un-mowed produces small white flowers May-November

**WEST COAST
TURF**

westcoastturf.com
888/893-8873

Ask us about
other water saving
turfgrasses, too!

Accepting Entries: Trophy Awards

Entries are now being accepted for the 2019 CLCA Trophy Awards.

The Trophy Awards is a celebration of excellence in landscaping. The California Landscape Contractors Association presents the Trophy Awards to:

- Recognize professionals who produce outstanding landscapes
- Create pride in superior workmanship
- Bestow public recognition on companies, institutions, municipalities and residents for their interest in a beautiful California.

The awards will be presented on the evening of November 15, 2019, at the Lake Tahoe Resort Hotel, South Lake Tahoe on the last evening of the 2019 CLCA Annual Convention.

For more information on the awards visit www.clca.org/events/events-calendar/trophy-awards/

The CLCA 2019 Annual Convention will be held at the Lake Tahoe Resort Hotel November 13-16.

Learn! Engage! Relax! Enjoy!

Plan now to make your way to the top! Mix play with work as this year's convention focuses on the inspirational and practical knowledge you need for cultivating your team and propelling your business ahead!

To make hotel reservations, call (530) 544-5400 and use group code CLCA.



SLO Chapter Events

May 15th – Board Meeting
12PM. SLO Brew The Rock

May 17th – Awards Entry Deadline
Entries due at \$100 per entry.

May 23rd – CLCA Happy Hour
5-7PM. Sponsored by SiteOne Supply Santa Maria Brewery, Santa Maria, CA

May 24th – Late Entry Deadline
Final entry deadline for awards program. \$200 per entry.

May 31-June 1 – Awards Judging
Make sure all signage, trucks and crews are off entered projects.

June 19th – Board Meeting
12PM. SLO Brew The Rock

June 20th – Beautification Awards
6-9PM. Flying Caballos Ranch, 1150 Farmhouse Lane, San Luis Obispo, CA

November 13-16 – Annual Convention
Lake Tahoe Resort Hotel.

Sales • Rentals • Parts • Service

Your Southern California Compact Equipment Dealer



Call: Albert Fernandez at (805) 256-5767

www.coastlineequipment.com



COASTLINE
Equipment

OXNARD
1930 E. Lockwood St.
Oxnard, CA 93036
(805) 485-2106

SANTA MARIA
1950 Roemer Place
Santa Maria, CA 93454
(805) 922-8329

SYLMAR
12435 Foothill Blvd.
Sylmar, CA 91342
(818) 890-3353

Tom and David House Inducted into Green Industry Hall of Fame

Father and Son Team Built Village Nurseries into a Wholesale Powerhouse

Village Nurseries, the West Coast Division of TreeTown USA, today announced the father and son team of Tom and David House, who built the company into a preeminent wholesale nursery for landscape professionals, will be among eight industry achievers honored for their contributions to the green industry by the Green Industry Hall of Fame at an awards ceremony and dinner to be held May 4, 2019 at the Proud Bird Event Center, 11022 Aviation Blvd., Los Angeles, CA.

Tom House

In 1979, Tom House joined Village Nurseries as general manager, eventually working his way up to president/CEO and managing general partner. Recognizing the industry's great potential, he began expanding the company in 1989 by purchasing key nurseries and growing fields in southern and northern California to provide landscape professionals with hardy plant favorites, as well as unique and patented plants few competitors carried.

He also diversified the company by establishing landscape centers within the state and by signing long-term agreements with national retailers. He died unexpectedly at age 59 in 2003.

Tom House joined the Nursery Growers Association (NGA), became NGA's director in 1999, and president in 2002. Among his achievements:

- Lobbied the federal government on immigration reform.
- Obtained \$5 million to control the spread of the Glassy Winged Sharpshooter (GWSS).
- Started the NGA Theft Committee to deter and prosecute agricultural crimes.

David House

David House joined Village Nurseries in 1980. He became vice president of sales and marketing in 1992, then president/CEO in 2003, succeeding his father. His toughest challenge was successfully guiding the company through the great

recession of 2007-09 when many of his competitors failed. The company grew into one of the largest wholesale nurseries in the West and was ultimately sold to TreeTown USA, one of the nation's leading horticultural companies, in the fall of 2017. House is retiring in Q2, 2019.

As an NGA member he:

- Continued the fight against GWSS in support of the nursery industry.
- Led development of the Approved Treatment Protocol (ATP) program with the support of the California Department of Food and Agriculture (CDFA) and the California County Agriculture Commissioners, allowing southern California nurseries to ship product to non-infested counties throughout CA.
- Provided active financial and personal support to programs for the CDFA, NGA, and the California Association of Nurseries and Garden Centers (CANGC) that established a political and organizational voice in both Sacramento and Washington, D.C.



**0% FOR 48 MONTHS
OR UP TO \$5,000 CASH BACK*
ON SELECT NEW CAT® MACHINES**

You've got budgets to meet and expectations to exceed. Quinn Company is here to help. Our industry-leading equipment is designed with the power, versatility, efficiency, ease of operation and reliability you need to cut costs, not corners.

Because when there's Cat® yellow in your lot, there will be more money in your wallet.

*For complete details contact Quinn Company. Offer valid from February 1, 2019 to June 30, 2019 only on the new qualifying machines manufactured by Caterpillar Inc. Offer subject to machine availability. Offer may change without prior notice and additional terms and conditions may apply.

Contact David Needelman for complete details.

Quinn Company
1655 Carlotti Dr.
Santa Maria, CA 93454
QuinnCompany.com



David Needelman
(805) 310-9296
dneedelman@quinncompany.com



Chapter Sponsor Spotlight



Landscape Development, Inc.

Landscape Development, Inc. (LDI) is an industry-leading, integrated site and landscape services company serving all of California with over 40 years experience. The company has a branch office in San Luis Obispo. From site design through construction, protection and maintenance, the company provides personal, capable solutions for site needs.

Members of the Landscape Development team are exceptionally enthusiastic Green Industry professionals who have dedicated their careers to working on your behalf. The company has licensed architects, skilled craftsmen, erosion control tech-

nicians, and exacting managers. From design to management to emergency site response, Landscape Development is available, 24/7, 365 days a year.

LDI efficiently constructs expansive parks and slopes, bustling commercial sites and resorts, alluring model sites, and efficient production homes. The LDI staff makes "anything landscape" possible. Every team member possesses the specific skills required to ensure success.

The Enhanced Landscape Management Division changes maintenance results dramatically. They enhance the site, making it grow to become more valuable, beautiful, and livable.

High density properties pose special

challenges to site appearance and longevity. Specially trained crews inspect all aspects of common spaces, proactively managing to the highest standards.

From mitigating shore erosion with engineered wave barrier systems, to slope protection and on-site SWPPP implementation, LDI retains soil and controls dust. The firm mitigates disturbance by water, fire, and development, restores habitat, and provides SWPPP plans, inspections, and emergency response.

California is home to incredible waterfront vistas and to threats from tidal erosion and drought. LDI's Earth Services Division diligently protects and restores shoreline erosion and natural damage.

Over the decades, LDI has design-built mid-rise apartments, master planned developments, models, parks, production homes, and resorts.

Some sites are spacious while others can be challengingly tight. LDI's ingenious design and skilled construction proves even small lots can be magically transformed into magnificent getaways. The Custom Gardens team consists of landscape architects, contractors, and dedicated craftsmen and subcontractors skilled in all aspects of design and construction.



- 24 Hour Approval
- Competitive Rates
- 90% Approval Rate
- Up to 5 or 6 Year Loans
- No Pre-payment Penalties
- Flexible Acceptance Policy
- Loan Refinancing Available



**FINANCING VEHICLES &
NEW & USED EQUIPMENT**

Call Janet Schoenfeld at
(800) 959-3701
or visit
www.birchfinancial.net

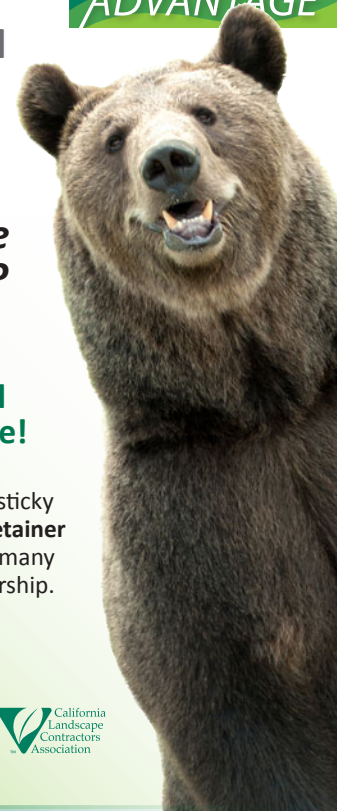
**So, a bear ambled
through the
freshly-poured
concrete.**

**Who's responsible
— Me? My client?
The bear?**

**Now's the time to call
the CLCA Legal Hotline!**

Whether the question is about wandering wildlife or another sticky situation, **CLCA Attorney on Retainer** is a helpful resource — one of many great benefits of CLCA membership.

clca.org/benefits



CLCA Capitol Delegation Educates Lawmakers

Supporting water conservation, combatting the underground economy and getting ahead of blower bans topped the agenda when members of the CLCA Legislation Committee visited lawmakers at the state capitol in mid-April.

In individual meetings with lawmakers and their top staff members, committee members Megan Rios, Dave Norred, Ian Campbell and Jay Martinez, along with CLCA Executive Director Sandra Giarde, CAE, and legislative advocate Maria Garcia, presented the green industry point-of-view on topics important to landscape contractors.

Backed by a well-researched toolbox of facts and presentations, committee members educated lawmakers about the impact of proposed legislation on their businesses.

In the 2019 legislative session, CLCA's Legislation Committee is monitoring – and speaking out about — more than 100 pieces of legislation that could impact landscape contractors.

Added bonus: Both the Assembly and Senate were in session, and the CLCA delegation was officially recognized and welcomed.



Assemblymember Vince Fong and Megan Rios, CLCA Director of Legislation.

CLCA Member Benefit Webinars on Demand

CLCA hosts webinars, featuring a variety of professional development topics, throughout the year – open to both members (free) and non-members (for a nominal fee).

Past webinar topics include:

- Drought update
- Hiring right the first time
- Benchmarking your business
- Workplace investigations
- Unlocking the secrets to native landscaping
- Immigration update
- Employee handbooks
- What keeps employers up at night?

Archived webinars are available on-demand for members only.

Upcoming Webinar

Preventing Violence In The Workplace

Join us on June 4, 2019 for this informative webinar. Visit www.clca.org for more information.

Thank you to our 2019 sponsors

Thank you to the following companies for their generous support of the CLCA San Luis Obispo Chapter. Please support the firms who support our chapter.

