

2013 Annual Report

President's Message

Making our association relevant to members



It has been an honour and a privilege to serve as the president of Landscape Ontario for the past two years.

I thank the executive, all the board members, the LO staff and especially our tireless and committed executive director Tony DiGiovanni for the incredible support during my term as president.

All the members should know that there is never a dull moment at LO. Each and every day our staff members deal with numerous important issues in a very effi-

cient and professional manner.

There have been many highlights over the past two years.

Volunteers

I have been truly amazed and enormously impressed with the level of commitment from LO members in regards to the giving of themselves to community projects, volunteering for all kinds of functions right across the province and devoting themselves to the promotion of the green industry and our great association.

We are the only horticulture association I know of that has chapters. It is amazing to see the dedication of each and every board member when I visited chapter meetings across the province. It is so impressive to see the great work they do in telling our story to their chapter members and in their local community.

As the late Perry Molema of the Windsor Chapter said, "We are in the business of enhancing people's lives." What a great way to think about what we do for a living.

It is great to see how LO members focus on helping each other prosper. It is important that all members keep asking themselves why they are members of the association. More and more members understand that the more engaged they become with their chapter, sector group, community projects or LO functions, the more relevant Landscape Ontario becomes to them.

Flora Niagara

I was thrilled to represent LO, along with the Canadian delegation in The Netherlands, where we received sanction approval from the International Association of Horticultural Producers (AIPH) to host Flora Niagara.

Although we were disappointed that Flora Niagara did not become the great world horticulture exhibition we originally thought it would be, the experience turned out to be the best government relations program ever carried out by LO. At meeting after meeting, we were able to speak with countless politicians, boards of trade, community leaders, business leaders and the mass media.

At numerous meetings we told our story of the importance of our industry to society. Most everyone loved and supported the idea, but

the cost to put on a world class event like Flora Niagara was too much of a barrier.

Canada Blooms

Canada Blooms has grown to become one of the major indoor events in North America. Now that Landscape Ontario is managing the event, the festival is experiencing a renewal and the board members are very engaged.

It was great to hear Ontario premier Kathleen Wynne, who attended Industry Night last year, speak in glowing terms on the importance of our industry.

The 2013 Canada Blooms event saw much higher attendance numbers than previous years. We distributed over 43,000 copies of LO-produced *Garden Inspiration* magazines to the public.

Our trade shows are doing well, LO memberships are up and we have exceeded our budget projections in most areas. Our association is in good shape and prospering, thanks to everyone involved.

Big challenges

Few would disagree that the biggest challenges facing our industry include weather, seasonality and labour shortages.

Today's youth seem to be shying away from the trades, despite the unemployment rate. The continued support of co-op, certification and apprenticeship programs need to be vigorously supported. Programs started earlier by LO, such as Adopt-a-High School and On-the-Job training are going to become vitally important to the future success and survival of green industry businesses.

I urge you to look into these programs and incorporate them into your business. The youth of today are our future.

Canadians appear to be turning their backs on skilled trades. At the same time, we see baby boomers stepping away from the workforce within the next decade or two. This combination will result in Canada's skills shortages into the millions.

We must continue to improve our co-op, apprenticeship and training programs to improve our professional development.

We need to give our young people the opportunity for on-the-job experiences.

We need to push back against the education establishment that assumes the best and brightest must go to university. Let's give more young people the opportunity to enhance the lives of others.

I thank everyone for allowing me the privilege of being your president. It was a truly great experience and has benefitted me in many ways. I encourage all of you to become involved in this great association. I promise you will benefit more than you could possibly understand.

Respectfully submitted,

Phil Charal

President 2012 - 2013

Treasurer's Report

Another year of unique weather



This year was certainly a unique one. From one of the latest seasonal starts in many areas, to record rainfall, we have seen it all. Despite the trials and tribulations of dealing with the weather, many members I have spoken with are still holding their heads high and are still smiling.

It just goes to show the resilience and depth of character among our vast membership. It makes me proud to be associated with such hard working and dedicated people.

Too many events to mention here again captured the public eye this year, further spreading the word of Landscape Ontario and the Green for Life brand. A key success was the ongoing tireless efforts of the Veterans' Memorial Parkway in London to create a fitting tribute to the men and women who allowed us the freedom to now do what we love.

The Landscape Ontario garden at Canada Blooms wowed the public again this year. As always, members showed up to let the pub-

lic know that Landscape Ontario and its members are dedicated to the improvement of the environment and the public's quality of life in their green spaces.

Despite continued downturns in associations as a whole in North America, Landscape Ontario is still a stable environment where we continue to grow. This is evident in this year's surplus of \$82,317, even though we only budgeted for \$1,099.

The surplus was allocated as follows: Technology Fund, \$40,000 and Promotion Fund, \$20,000. The Horticultural Industry Development Fund received the balance of \$22,317.

We should all be proud of what Landscape Ontario is able to accomplish and promote on behalf of its members.

As your treasurer, I wish you all a productive and prosperous upcoming season.

Respectfully submitted,

Paul Brydges

Treasurer 2013

Executive Director's Report

Contribution of members continues to amaze and inspire



Landscape Ontario is very fortunate to have many engaged and dedicated members committed to growing a prosperous, professional, ethical, valued and recognized industry. Even after 24 years, I continue to be amazed and inspired at the level of contribution from the chapters, sector groups, committees and boards. The annual report gives you a glimpse of the great work happening everywhere. Here are some highlights.

There are two defining and related characteristics and challenges in our industry. One is weather and the other seasonality.

In the spring of 2013, the weather was terrible. Many of the members started off the late spring a little depressed and when spring/summer finally arrived it was difficult to keep up. We were fortunate that autumn provided some great weather to finish the season.

Most sectors are reporting satisfactory seasons. Garden centres never caught up to lost spring sales, but seem to be doing fine at the end of the season. The irrigation sector suffered because of more than adequate rainfall. Contractors are generally reporting a better year than 2012, with positive forecasts for the next few years. Growers definitely did better this year. The lawn care sector is in dire need of effective plant protection tools. One common complaint in all sectors is the lack of qualified staff.

Highlights of 2013

It might seem odd to start the highlight list with the topic of 'clarity of purpose,' however, purpose is what motivates, mobilizes, inspires and engages. Last year Ryan Heath gave me a book by Simon Sinek called *Start with Why*. The theme resonates. I have always been in

awe of the level of commitment shown by our members energized by the important purpose of the association. However, articulating and communicating the purpose is not as simple as it might seem. Most of us just feel it.

Mark Mallette from the Ottawa Chapter started a LinkedIn discussion about the value proposition of Landscape Ontario. Not many of you responded to the question, but most of you retain your membership year after year. Why?

The way I view our purpose was shaped by something that the late Perry Molema said at a chapter meeting years ago. He said we are in the business of enhancing lives. What a great way to look at what we do as an association and what we do as businesses and individuals.

Another purpose statement that inspires was coined by Bob Tubby. Bob looked at association life through the filter of two words, 'prosperity partners.' Landscape Ontario members focus on helping each other prosper. This is another great way of articulating our purpose. It is important that all members keep asking why they are members of the association. It is even more important to act in realizing that purpose.

Perry Molema Memorial Garden

Perry Molema was a long-time member and contributor to the association. It was not surprising that when he tragically passed away last year, that his many friends and family came together to build a garden in his memory. The garden is located in downtown Chatham. See the cover and feature story in the December 2013 issue of *Landscape Ontario* magazine. The industry always reflects its best attributes and values when they come together to create a community legacy using the tools of their profession.

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Landscape Ontario's garden drew rave reviews from those attending Canada Blooms in March.

Chapter and local relevance

Most landscape associations are disbanding the chapter system because of cost and the ongoing administrative difficulty in recruiting and training new leadership. Landscape Ontario has done the opposite. Our board feels we must increase our relevance close to home. We spent a great deal of time this year defining our local vision. We changed the formula to provide more resources to chapters. We also centralized the accounting to allow more time to focus on chapter activities. The goal of the enhanced chapters is to:

- Maximize networking opportunities by hosting professional and stimulating events
- Create relationships with local governments and schools
- Raise awareness for the societal benefits of our industry and members at the local level
- Stimulate opportunities for our members' businesses
- Protect our sector from laws or policies that would harm our members' businesses
- Set our members apart as caring and competent professionals
- Build our future by promoting the benefits of our sector to all levels of education
- Develop relationships with the public and community
- Raise awareness for Landscape Ontario members as trusted and competent professionals
- Improve brand recognition and image by participating in community events that leave a legacy of benefit.

Membership growth

Our membership has remained fairly stable for the last few years. The year 2013 showed some moderate growth (See the membership graph later in the report). Compared to our counterparts in North America, we are going against the trend. Most have suffered through significant declines in membership and revenues caused by a serious economic downturn. We have a lot to be thankful for in Ontario.

Flora Niagara

Although we were disappointed we could not raise enough money to host an international horticultural exhibition in Niagara Falls, without a doubt the Flora Niagara experience was the best government relations program with which we have ever been involved. We were able to speak to many politicians, boards of trade, community leaders, business leaders and the media. At countless meetings, we were able to tell the story of the importance of our sector to society. Most were very supportive of the idea, however, the cost was the main barrier.

Canada Blooms

Canada Blooms has grown to become the largest horticulture event in North America. Over 230,000 people attended in 2013. Landscape Ontario is now managing the event. The festival is experiencing a renewal. The board is very engaged. A strong committee structure has been developed to channel the amazing volunteer participation. Last year, Premier Kathleen Wynne attended Industry Night at Canada Blooms and talked in glowing terms about the importance of the industry. She also presented an award to Sheridan Nurseries to commemorate its 100th anniversary.

The gardens were spectacular. The attendance was higher than the previous year. We distributed 43,000 *Garden Inspiration* magazines. The members involved in the LO garden did an amazing job.

Association activity and staff

All departments, Events and Trade Shows, Education, Membership and Communications, have done well. We exceeded our budget projections in most areas. We hired a new salesperson to focus on the trade shows and magazines. The professional development programs continue to be very popular, attracting thousands of members to over 200 educational events including Contractors' Lecture Series, Lighting Symposium and Smart About Salt training. Our/your staff is incredible. They own the mission. I am very proud to be associated with them.

New Educational Institutional Policy

In order to recognize the important role that educational institutions play in our future, the board developed a special policy change. Each school is charged one institutional fee equal to horticultural membership status. This one fee will include all teachers.

Connecting Educators

In October, Landscape Ontario hosted the Connecting Educators event. This was the first time that all levels of education came together with the industry and related government officials to share ideas and support each other. The event went very well. Important issues, barriers and opportunities were defined and discussed. This has long been part of our strategic plan. Thanks to Sally Harvey, Kristen McIntyre and Shawna Barrett for their hard work in organizing the event. Thanks, also, to Michael Pascoe for his great skill in moderating the sessions.

Property sale

As of this writing we are still in the middle of a property sale. If successful, we will sell 23 of our 48 acre parcel for \$8,740,000. This will allow us to accelerate industry development activities. The deal has been stalled because of issues around severances and water retention ponds. The deal was supposed to have closed this past August. If successful, the transaction should be completed early in the new year.

New hardscape committee

The former ICPI (International Concrete Paver Institute) Ontario Chapter has been transformed into the Landscape Ontario Hardscape Committee. The committee is focused on offering ICPI certification.

Research projects

Innovation and research is the lifeblood of any industry. This is why it was so important for Landscape Ontario to support Vineland Research and Innovation Centre. Based on this support, we now have a research chair totally dedicated to our sector. Dr. Darby

McGrath is a wonderful addition to the Vineland team. In a short time, she has already worked on a number of research projects that could stimulate a great deal of economic and environmental benefit. One important project is called Greening Highways. It aims to determine optimum practices for better survival of highway plantings. Here is a list of research projects administered by Jamie Aalbers. Jamie Aalbers wrote a report on the research program at Landscape Ontario.

“Since 2009 there have been more than 20 research projects managed by LO that have been designed by LO members to find solutions to issues that impact nursery production and landscape maintenance. Through eight different funding programs, generously offered by the federal and provincial governments over those years, LO has been able to contract researchers at the universities in Guelph and Waterloo and the Vineland Research and Innovation Centre to complete research related to the following:

- Ontario Grown Tree Liners
- Alternatives to Ash plantings
- Novel methods to control *Verticillium* in nursery stock
- Biology and management of diseases in *Buxus microphylla*
- Functional biopesticides for the lawn care industry
- Comparison of steaming and solarisation for control of weeds as an alternative to herbicides
- Supporting growers with IPM and growing advice through a nursery technical analyst/nursery researcher at VRIC
- Development of trap plants for the control of black vine weevil in nursery production
- Development of IPM programs to increase nursery biosecurity
- Improvements to nursery irrigation efficiency and the development of an on-line pH and nutrition calculator (www.flowerboy.ca)
- Development of a novel, in-ground delivery tool for water, fertilizers and fungicides
- Accessing genetics for a breeding program to develop woody edible ornamentals
- Improved nutrient use efficiency with regards to controlled release fertilizers
- Managing the threat of boxwood blight



Visits by the membership department to members at their jobsites resulted in many positive comments. Green Ventures Landscape Care crew members from the Waterloo Chapter take a break on the job, while Grout, the LO Gnome, makes a new friend with Grieve Home Maintenance of the Golden Horseshoe Chapter.

- Understanding the requirements for successful tree plantings in harsh environments such as roadsides and cities
- Development of an online nursery IPM database and tool for pest management and production issues on farm
- Developing characterization data of nursery process water, including grower support for water related issues
- Evaluating effectiveness of constructed wetlands for filtering nursery irrigation water
- Development of a common SKU for nursery products and a cost of production template for the Ontario nursery sector
- Development of a digital database of nursery pests
(www.dkbdigitaldesigns.com/clm/)



The London Chapter has gained huge coverage on its Veterans Memorial Parkway project.

“With an investment of \$144,000 of industry cash and \$151,000 of in-kind from LO and LO members, another \$1.15 million was contributed by these matching programs to support research efforts that totalled \$1.45 million. The return on investment is clearly in the favour of all LO members when we can partner with the generosity of the provincial and federal governments. The return becomes even greater for LO when you start to consider the answers these projects have provided to members as they approach the day-to-day problems in their businesses. On top of that, working with VRIC on many of these projects has allowed for the building of a strong research team that can respond to, and find solutions for, the horticulture sector.

“Remember that in 2009, there were no researchers remaining at Vineland, let alone any who could help with nursery/landscape issues. In 2013, there is now a fulltime nursery scientist, a joint-chair in Environmental Horticultural (with the U. of G.), a research team dedicated to pest management and pathology and an active breeding team which includes ornamentals as well as edible horticultural crops in the activities within their programs. For a relatively small investment LO has been able to partner with and influence the growth in horticultural research and development capacity in Ontario.”

Accredited company investigation

Work is progressing to determine the best way to accredit companies. This project originally initiated by Tim Kearney is now being developed by PLANET and CNLA with assistance from provincial members across Canada. The concept should be unveiled at the end of 2014.

Dry Stone Walling Institute

We started a Dry Stone Walling Institute in conjunction with Dean McLellan. The Institute is aligned with the British Dry Stone Walling Association. The first training/certification event was held early May. Internationally renowned dry stone waller Andrew Loudon helped with the training events at both Landscape Ontario home office and in Collingwood.

Garden centre employee training program

The Garden Centre Sector Group, in partnership with CNLA, commissioned a new garden centre employee online training program in partnership with LS Training.

Veterans Memorial Parkway

The London Chapter is continuing its great work in the ongoing development and maintenance of the Veterans Memorial Parkway in London. Thanks to the huge amount of time and effort from Grant Harrison, Mike Martins and Barry Sandler, the project is well on its way to realizing its ambitious vision. This year over 400 caliper trees were added along the highway.

Lawn care technician certification

The Lawn Care Sector Group is working with CNLA and PLANET on promoting lawn care certification. We will invest in an online training program to support the certification effort.

Grounds Management Property Managers' Guidelines

In response to requests to improve and modernize grounds maintenance guidelines, the Grounds Management Sector Group developed a document that will help property managers and owners to understand what they should be asking for from landscape maintenance contractors. In the new year, the group will initiate a communication campaign to promote Landscape Ontario members as trusted professionals.

Trees for Life



We are participating in Trees for Life — Urban Tree Coalition. This coalition was formed by Mark Culen. The goal of Trees for Life is to

achieve 40 per cent urban tree cover. Trees for Life is a campaign aligned with the Green Infrastructure Coalition. This exciting and important initiative has the potential to leave a lasting legacy of benefit for generations.

Green Infrastructure Coalition



The coalition's goal is to raise awareness for the societal benefits of living green infrastructure, and to make a case for treating green

infrastructure the same way governments treat grey infrastructure. The coalition has received its second grant. It now has a full-time staff member. One of the priorities is to launch Trees for Life.

Grey to Green Conference

We supported the first Grey to Green Conference, held in Toronto last May. The organizers' mandate is to raise awareness for the value of green infrastructure to improve the quality of life and reduce costs related to grey infrastructure.

Gardens and tourism conference

We supported the gardens and tourism conference, which brought together officials from public gardens across the world to work together to promote garden tourism. The conference was held in Toronto last March. The horticultural industry is the natural beneficiary of heightened awareness of the value of garden experiences.

International Society of Arboriculture

Landscape Ontario is now managing the International Society of Arboriculture Ontario Chapter. Thanks to the great work of Kathleen Pugliese and Joe Sabatino, we are assisting ISA with its mission to promote the benefits of trees.

Smart About Salt Council

Landscape Ontario is a charter member of the Smart About Salt Council. The Council oversees an accreditation program that reflects professional snow operations and salt stewardship.

Salt rate research

We have commissioned research to determine the correct amount of salt application based on weather conditions. There are no salt standards for parking lots anywhere in the world. Once the standard is validated, it will have a huge impact on stewardship and liability.

Member visits

The Membership Services department, under the leadership of Denis Flanagan, started an onsite member-visitation program. LO staff members supply water for the employees and a thank you plaque for the members' customers. They also bring a celebrity, Grout, with them and tweet photographs of the visit. The members are very appreciative of the effort.

Pioneer project

In our continued celebration of our 40th anniversary, we are working on a pioneer website and videos. Please go to this site to learn about our pioneers www.horttrades.com/history.

Premiers' Conference

The Premiers visited Ontario in July. Mori Gardens and Mori Nurseries built a display to showcase the industry.

HR Employer toolkit

If you have not already used the Human Resource kit, you should. It is a great resource. Here is the link www.horttrades.com/HRToolkit.

Landscape Gardener definition

We continue to lobby for a broad definition of Landscape Gardener within the *Employment Standards Act*. With respect to irrigation, the MOL policy and the court decisions do not align.

Landscape Designers Name Act vs Landscape Architects Practice Act

We are collaborating with the Ontario Association of Landscape Architects (OALA) investigating the feasibility of developing a Name Act for Landscape Designers at the same time as OALA, which currently has a Name Act, is investigating the development of a Practice Act. A Practice Act prohibits unqualified individuals from calling themselves landscape architects and from practicing the profession. A member of our Designers Sector Group, Ron Koudys CLD, is the liaison on the OALA committee.

College of Trades and regulation of the trade

The new College of Trades is now operational. This will allow the industry to become regulated (if desired). Landscape Ontario has begun the exploration process to determine potential merits of regulating the horticulture industry. All chapters and sector groups are engaged in a lively discussion on the pros and cons of licensing.

Pan Am Games 2015

We have had a number of discussions with the Pan Am Games about integrating horticulture. Some ideas being explored include using Pan Am Games as a theme for Canada Blooms 2015, developing the Pan Am rose and building garden vignettes for the show.

Pest control products

We continue our government relations work to encourage the acceleration of safe pest control products. The industry and public is finding it extremely difficult to keep up weed and insect infestations.

Water

We are involved with municipal water departments, positioning members as experts in water stewardship. We hosted two educational events in partnership with the regions of Halton, Peel and York.

This is a brief summary of the activities of your association. There is much more to report, but space only allows for a summary. The association is blessed with a very active membership who care about the industry and each other.

Respectfully submitted,
Tony DiGiovanni CHT
Executive Director 2012 - 2013

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Public Relations Report PR valued at nearly \$2-million



Alan White and I participated in the CNLA Public Relations Committee to identify and plan national activities between provinces for events, such as Arbor Week, National Tree Day, Canada's gardening days and Green for Life community awards.

Consumer website

The Landscapeontario.com website continues to experience increased visits, with many members reporting that they receive business enquiries through the site. A popular feature is the gardening questions which are answered through our partnership with The Master Gardeners.

Association of Garden Writers

We once again organized a meeting for the garden writers at Garden Expo, where they were exposed to new plants and products, resulting in several articles and blogs being written, which provides a boost for our Associate members.

Canada Blooms

In 2013 Blooms continued to be a major showcase for our industry, once again with outstanding media coverage.

Awards of Excellence

A press release was distributed to the media highlighting the winners in all categories. Many members also took advantage of our customized press release service to promote their company's achievements to local media. The awards event was also highlighted by CityTV's Frank Ferragine.

Chapters

All chapters did an amazing job of promoting the local membership through home shows, garden shows, garden tours, and community events. These were all captured and recorded in your *Landscape Ontario* magazine. LO staff also aided the Chapter to garner local media coverage where possible.

Mark Cullen

Mark Cullen has been a great promoter of Landscape Ontario in 2013, featuring many of our projects in *The Toronto Star* and on his website.

Enterprise Canada

We continued our monthly contract with Enterprise in 2013, to develop, distribute and promote a monthly press release for the industry, our members and our trade shows. As part of the contract, the Provincial Board receives a detailed report capturing the scope and value of the public relations work carried out at Landscape Ontario.

Records show that total estimated media impressions were 10,890,205, for an estimated PR value of \$1,741,124.

The following is a summary of all the events that were sent to mass media outlets. January: Congress Trends, Congress Awards of Excellence, Congress Best Booth, Congress wrap-up; April: Proper lawn maintenance to protect the environment; May: Benefits of attending at a trade show, Benefits of exhibiting at a trade show, Living Green Infrastructure Declaration, Backyard Glam Tour; June: Green lawn reflects green lifestyle (release localized for regional markets), Sneak peek offered at professional gardens in the London area; July: Container gardening (another local release); August: Find Inspiration at Landscape Ontario's Garden & Floral Expo 2013, Incorporate some green in the urban landscape, Modest growth fuels optimism in the green sector, Provided Tweets to promote Expo; September: Why attend a trade show?, Fall Gardening brings Spring Colour; October: Preserving our connection with nature, Tomorrow's hot trends on showcase at Garden & Floral Expo 2013, Expo Awards of Excellence, Expo Best Booth, Do more with less - Expo wrap-up release; November: Deck the halls with real boughs of holly, Selecting the right tree for the holidays.

Respectfully submitted,

Denis Flanagan CLD

Director of Public Relations and Membership Services 2012 - 2013



Canada Blooms provides a significant opportunity for Landscape Ontario to promote the industry to the public.

2013 Chapter reports

The regional needs of the members are served through a network of nine chapters. Through monthly meetings and promotional activities, the chapters represent an ideal way for member companies to keep abreast of local industry concerns. The two most sought after membership benefits — education and networking opportunities — are provided through the association's regional chapter structure.

Durham

President: Greg Scarlett CHT
Past president: Brian Marsh
Provincial board representative: Brian Baun
Vice president: Ed Hewis
Secretary/treasurer: Carol Fulford
Directors: Brian Baun, Norm Mills, Brian Marsh, April Scarlett, Mark Humphries

The Durham Chapter held meetings on the first Tuesday night of each month, usually at the Quality Suites in Oshawa.

August 2012: Durham Chapter's annual barbecue was held at Arnts Topsoil in Whitby. There were 27 suppliers in attendance and it was the best turnout yet. On a beautiful and sunny day, over 225 people enjoyed roast beef on a bun, corn-on-the-cob and refreshments. It was an afternoon of great food and networking.

October 2012: Parkwood Estates hosted a guided tour of the majestic grounds, as well as the estate house and greenhouse. The history of the property was discussed as well as the future relationship between the Durham Chapter and Parkwood. It was an enjoyable and informative tour with refreshments served in the tea room.

November 2012: A presentation on Processes, Performance and Profitability was given to an attentive audience. It was well received, giving business owners the how-to of using process-based management to improve your bottom line.

February 2013: The Chapter welcomed guest speaker George Urvari, from Oriole Landscaping, who discussed how he uses LMN at his own company for everything from estimating and profitability of landscape projects to income statements. It was an informative look into an effective tool to manage your business.

March 2013: We had a great turnout of 26 members to our Chapter meeting. Valerie Whalley from Workplace Safety and Prevention Services talked about a checklist for the Healthy and Safe Workplace. Ed Paradis of MTO talked about a facility audit. Elections to the Chapter's executive board remained the same with no new nominations.

It has been another successful year and I would like to take the opportunity to thank all of the board members for their continuous support. Also, thank you to all the companies that donated items towards door prizes at our meetings. And, a big thank you to Carol Fulford who always goes beyond the call of duty as treasurer to keep all of our meetings running smoothly, and for the additional time spent in organizing events for the Chapter.

I have enjoyed another year as president of the Durham Chapter and working with members of our board.

Respectfully submitted,
Greg Scarlett CHT
President, 2012-2013

Georgian Lakelands

President: Jeffrey Lee
Past president: Mike LaPorte CLT
Treasurer/Provincial Board representative: Gary MacPhail
Directors: Lynne Barnes, Andrew Beattie CIT, Earle Graham, Kevin Hackson CLT

On Sept. 14, Georgian Lakelands Golf Tournament was held at Horseshoe Resort, Highlands Course in Barrie with over 60 golfers taking to the fairways. Even though it was a bit soggy, golfers had a great time on the course and the event raised over \$2,700 to go towards green community projects.

In early December, member and non-member companies attended an information meeting in Collingwood at Cranberry Resort with guest speaker, Sally Harvey CLP, CLT. Sally discussed bringing an apprenticeship program to the Georgian Lakelands area.

With close to 30 companies attending, the Chapter found great support for this initiative. This event was followed by two job fairs. Both employers and job seekers benefited from attending the horticulture industry job fairs. Barrie hosted the first Simcoe Muskoka Horticultural Apprenticeship Job Fair, with the second event held in Collingwood. The fairs gave high school and post-secondary students the chance to meet with prospective employers, and explore the great learning and career opportunities offered through apprenticeship. Employers sought to recruit new talent, and learned how apprenticeship can



The first-ever Back Yard Glam Tour included gardens created by Landscape Ontario members in Hanover (Southern Grey County) and the Georgian Bay area (Thornbury).

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help advance the careers of their current employees. We would like to say a big thank you to the Simcoe Muskoka Workforce Development Board for sponsoring these events.

In late January, over 30 members and their staff enjoyed lunch and guest speaker, Don Komarechka, who spoke on Taking a Great Photograph. Komarechka is an award-winning nature and landscape photographer. Everyone picked up a few tips from him. He stated, "Photographs are the first impression a potential customer has — you have one chance. Don't compromise."

The annual Ski Day was blessed with over 20 cm of snow for the Feb. 8 event with 45 members, staff, and family taking to the hills. There was tons of fun with the Poker Run, where participants collected clues from around the resort to make a poker hand. The annual race down the hill for the fastest and most cautious skier awards also created a lot of fun. Skiers enjoyed breakfast, lunch and après ski at Craighleith Ski Club in Collingwood.

The annual Spring MTO Tune-up with Officer Hank Dubee is always our most popular Chapter meeting. In March, over 80 people, representing close to 40 companies, attended this presentation and discussion. Designed to help members and their staff take a proactive approach to compliance, this meeting helped everyone get ready for the road. The Chapter provided a light lunch, allowing attendees to mingle and talk.

In later March, LO's membership coordinator Helen Hassard led over 20 Chapter members and their staff in a Best Practices and Lessons Learned Round Table. Held in Wasaga Beach, the afternoon round-table covered four topics, Do you charge for Design Work?, Social Media (Good and Bad), Time Wasters in your Company and Contract Writing. Everyone was given the opportunity to select a topic table and 30 minutes for discussion. At the end of the 30 minutes, members moved to a different table and topic for another 30 minutes of discussion. At the end of the session, members shared their ideas and tips from each of the groups. Chapter elections were conducted with the Annual General Meeting held after the round-table discussions.

Every year on the Saturday of the Easter weekend, Georgian Lakeshore Chapter members set up at the Beaver Valley Arena in Thornbury for the Beaver Valley Outreach's Eggstravaganza. Last year, our Fill the Landscape Trailer food drive collected 260 pounds of food and distributed 50 *Garden Inspiration* magazines to participants. A prize for the most pounds donated was a gift certificate to Ormsby's Garden Centre in Meaford, an LO member. It went to Betty Ross, who brought in 14 pounds of food. The Easter Food Drive has become a traditional part of the Eggstravaganza, and the Chapter hopes to increase the amount of food collected next year to 500 lbs.

The Creemore and Thornbury garden shows, held in late March and mid-April, are wonderful opportunities for Chapter members to get the word out to the public about our association. Chapter members set the stage for the guest speakers by creating and building raised gardens, while other members were in attendance as guest speakers, volunteers at the 'Ask Us' booth and as show participants.

Dean McLellan, of the Dry Stone Walling Institute, provided a two-day hands-on course on dry stone installations. Offered in Collingwood at Maxwell's, the course was open to stone wallers, masons, landscapers, and enthusiasts of all abilities. The event was operated under the umbrella of Landscape Ontario. McLellan, along with two Master Craftsmen from the Dry Stone Walling Association of Great Britain, gave 12 stone wall students a rare opportunity to learn from the world's finest.

Respectfully submitted,
Lexi Dearborn
President, 2013 - 2014

Golden Horseshoe

President: Fiore Zenone

Vice president: Jeff Smith

Treasurer: Bruce Wilson

Secretary: Fran MacKenzie

Past President/Provincial Board Representative: Tim Cruickshanks

Directors: Andrew Barz, Dan Grieve CLP, Dan MacLean, David Pierce, John Bos CLT, Paul DeGroot, Rob Mendonca

Many of our members do outstanding work every day, either at residences, public properties or businesses, and using Facebook is a great way to showcase them. The Golden Horseshoe Chapter's new Facebook page is a great tool to promote all the great projects our members are involved in, along with keeping current with events.

Fun dominated at the Golden Horseshoe Chicken Roast in September of 2012 with over 200 people attending. Legends Landscape Supply in Burlington hosted this year's event. Along with great barbecued chicken, visitors enjoyed a fire-eating dancer, a face-painting clown, a bungee run, busker act and a chance to win many great prizes. Funds raised from the raffle went towards Miracles for Mitch, a fund to assist Mitchell Condren, who was paralyzed in a dirt biking accident. Long-time Chapter board member Walter Hasselman was presented with a gift for all his dedication and hard work on the board, before he stepped down last year. Many thanks again to Legends Landscape Supply for the awesome event.

Golden Horseshoe has new coordinator

Directors on the Golden Horseshoe Chapter board and home office interviewed Lee Rozon for the position of Chapter Coordinator. Prior to this, the Chapter Board worked to find ways to improve meetings and events for our members. After much discussion, we realized that we needed to get some outside help to accomplish our goals. A committee was formed within the board to seek out and hire some outside help. With the help of home office, we put out several ads throughout the year. We narrowed the list down to the best candidate, Lee Rozon. She has great enthusiasm and prior work experience in the industry, including executive director of Communities in Bloom — Ontario. It did not take long for the board to realize that Rozon was a perfect fit for the chapter.

Rozon has been busy this year working to help improve the Golden Horseshoe Chapter. Our coordinator enthusiastically looks forward to helping the Chapter enjoy the many events it holds throughout the year and encourages members to forward ideas and suggestions to her directly at lrozon@landscapeontario.com.

In October, 2012, representatives of the Golden Horseshoe Chapter presented cheques to the Niagara College and the Mohawk College Horticultural Departments. The money was to help students in financial need who were enrolled in the landscape and horticultural programs. The Golden Horseshoe Chapter has always supported local horticultural partners, and this year, the Chapter board decided to extend additional support to local education institutions within the Golden Horseshoe. The Chapter raised the funds through its annual golf tournament and social events.

Also in October, 2012: The Golden Horseshoe Chapter held a very informative meeting on Snow and Ice control, featuring two industry leaders Robert Roszell of Tuff Tech Bags and Brian Perras of B.P. Landscaping and Snow Removal. Both speakers have grown exceptionally well-managed businesses and shared their secrets to a captivated audience. The lunch meeting took place at the Appleby Ice Centre in Burlington.

The Golden Horseshoe Chapter brought a bus-load of fans to the



Golden Horseshoe Chapter helped a Burlington school improve conditions, when it planted ten trees during Arbor Day.

Rogers Centre in November, 2012, for a great match-up between the Argos and the Ti-Cats. Fun was had by all in this nail biting game that tied until the last minute when the Argos won with a final score of 43-40. Special thanks to sponsors Permacon, Techniseal, and Techo-Bloc.

At the November 2012 Chapter meeting, members expressed concerns, discussed current issues, trends and possible solutions at the President's Rant, facilitated by Tony DiGiovanni, LO executive director.

The February, 2013 Chapter meeting was about driving more leads, sales and profits for your landscape business. The meeting featured two parts: Online marketing and Workplace Safety and Prevention Services representatives. Dynascope sponsored the event.

The Annual General Meeting was held at Cap Brick in March, 2013, prior to a seminar by MTO officials. With over 100 members in attendance, a new executive was elected for the 2013/2014 term. Special thanks go to the dedication of the outgoing board and members welcomed the new board of directors, including Allard Devries and Tim Rivard, who would begin their term in September 2013.

This year's Golden Horseshoe Chapter MTO Spring Event was a huge success with a full capacity crowd, hosted by Cap Brick Building Products in Burlington. Ministry of Transportation officers Ian Walters and Mark Bonner held an interactive presentation on road safety, and sharing their insights into MTO regulations for commercial vehicles. This event was made possible through the generosity of our host Cap Brick and their sponsors Techo-Bloc, Unilock, Permacon and BonRoy Services. Attendees arrived from the region, ranging from Ancaster to Welland and in-between. Of the 126 who attended the event, over half were LO member companies, accompanied with their employees.

The Golden Horseshoe Chapter is always looking to build stronger ties to the community. One such project that the group has supported year after year is the annual Arbor Day tree planting. This year the Golden Horseshoe members were present at the King's Road Public School in Burlington. The Chapter co-sponsored the donation of trees along with Connon's Nurseries NVK. The trees were planted on the site with the help of students, teachers and local City Council members. Each student was provided with a package of tree seed nuts to plant at home (in partnership with the Haldimand Stewardship Council).

I would like to thank all the board members for their time and dedication to the Chapter. Without you, we could not be successful. Also thanks to Lee Rozon for being patient with our laid-back approach to how we run things. You have brought forth some great ideas and changes that will definitely benefit the chapter in the future.

Respectfully submitted,
Fiore Zenone
 President 2012 - 2013

London

President: Jarrett Woodard

Past president: Grant Harrison CLTT, CLTO

Provincial Board representative/Treasurer: Peter Vanderley CLP

Secretary: Nicola Kemp

Directors: Derek Geddes, Jerry Hakkers, Mike Martins, Paul Snyders, Jason Zehr

The London Chapter has had a very active and busy season.

Veterans Memorial Parkway Planting: On Oct. 20, 2012, the London Chapter partnered with the Veterans Memorial Parkway Community Project, City of London and many local businesses. They all converged on the busy highway to plant 300 two-inch caliper native trees. This was the first major planting initiative the London Chapter has taken part in, and thanks to our dedicated members the planting went very successfully.

Chapter Trailer: In the spring, London Chapter decided to purchase a small trailer that we take to local events and in which we store equipment. The trailer is wrapped in full colour graphics that promote Landscape Ontario and our local Chapter. Look for the London Chapter trailer at the next event.

London Lifestyles Show: Once again we participated in the London Lifestyles Home Show in January. We had a chance to speak with many show attendees, promote our community projects: the Veterans Memorial Parkway Project and the Landscapes of Excellence Tour. London Chapter was also responsible for decorating the Boulevard

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of Dreams main walkway through the show. Chapter volunteers constructed fantastic floral planter arrangements that were placed along the entire Boulevard.

Sarnia Home Show: In April, the Chapter participated in the Sarnia Home Show for the first time in recent years. We were able unveil our new Chapter trailer and had a table set up near the main presentation stage. The show was well attended and we answered a lot of horticultural and gardening questions from the show's attendees. Thanks to the Sarnia area members who helped to run the show.

London Home and Garden Show: The London Home and Garden Show is the largest spring garden show in the Chapter's area. We were on-hand to once again promote the Green for Life movement and tell people about our community projects. Thanks to all of the volunteers who helped out.

Landscapes of Excellence Tour: The 5th annual London Chapter Landscapes of Excellence Tour showcased six member gardens on July 26, 2013. We had a beautiful sunny and hot day, and all of the attendees got to view topnotch landscapes designed and installed by Landscape Ontario members. The gardens entered this year were second to none and really showcased the talent of our members. We can't wait until next year!

Golf Tournament: This year's golf tournament was held at Pine Knot Golf Course in Dorchester. The golf tournament is always a great event for members to socialize and have a great time. Our sponsors were very generous in donating a lot of prizes and money to help fund our community projects. We look forward to seeing everyone next year.

Overall the 2013 season has been a great year for the London Chapter. We have stepped up our involvement in the community by being a major partner in the Veterans Memorial Parkway project, which will create a long-lasting impact on the City of London. Our goal has been to promote the Green for Life movement wherever we can and to promote all of our professional members. A special thanks to all of our members on a great 2013 season.

Respectfully submitted,

Jarrett Woodard

President 2013

Ottawa

President: Ed Hansen

Past President: Chris Burns CLT

Treasurer: Sundaura Alford CLD

Provincial Board Representative: Bruce Morton CLP, CIT

Directors: Sarah Johnston, Patricia Stanish CLD, Kelly Mulrooney-Coté, Chris Urquhart CLP, Jim Curran, Mike Fulcher, Mark Mallette

Once again the Ottawa Chapter closed this past season having achieved many new and ongoing endeavors.

Hard work by the committee in charge of organizing chapter meetings paid off with an increased turnout at our gatherings over the last two years to an average of 50 attendees. This was done by filling the meetings with professional development and peer-to-peer networking. This combination of activities created a positive experience for all attendees.

The past year saw chapter members continue to give their time towards the community. Some of the events include the Ottawa Cancer Survivors' Park, The Annual Day of Tribute at the National Military Cemetery at Beechwood to honour the memory and actions of Canadian veterans and their families, the Annual Ottawa Chapter Golf Tournament for the Children's Hospital of Eastern Ontario Foundation, the

Tailgate Party at the 20th annual GreenTrade Expo in support of the Ottawa Food Bank, and the Dream Garden at the Ottawa Home and Garden Show.

This year at the Cancer Survivors' Park, students from the horticulture program at Algonquin College participated in the maintenance of the park, with guidance from our LO companies mentoring them onsite.

GreenTrade Expo celebrated its 20th year on Feb. 13, with a record number of exhibitors and attendees. The event also included a charity tailgate party, which raised \$2,000 for the Ottawa Food Bank. Committee chair Bruce Morton, who has spearheaded GreenTrade from the beginning, was presented with a distinguished member award for his continued efforts in championing the Ottawa Chapter. Tailgate even included a guitar performance by executive director Tony DiGiovanni.

Chapter membership increased significantly in 2012 and 2013, with 46 new members added to the Chapter over that time. New members were recognized and introduced at the October 2013 Chapter meeting.

We look forward to many positive things in 2014.

Respectfully submitted,

Ed Hansen

President 2013

Toronto

President: Arvils Lukss

First vice president: Allan Kling CLP

Second vice president: Jonas Spring

Past president: Lindsay Drake Nightingale

Treasurer: Sabrina Goettler CLP

Secretary: Janet Mott CLP

Provincial Board representative: Ryan Heath CLP, CLT

Directors: Paulo Domingues CIT, Janet Ennamorato, Shawn Foley CIT

In 2013, The Toronto Chapter experienced great turnouts and enthusiasm at meetings and events with a mix of new faces and familiar ones, as well. Our goal in the past few years has been to increase attendance by trying to provide our members with an interactive learning and networking experience, through our lecture series and educational events.

To help facilitate a welcoming environment, our events were held at the Latvian Cultural Centre, with lots of free parking, a hot meal, and a free drink ticket. It's been great to see the camaraderie amongst attendees, sharing ideas and learning from each other.

We started our year in October, 2012, with a double bill that featured Beth Edney CLD, representing the design side and Mark Hartley featuring a compilation of inspiring landscape installations. Beth focused on the newer trends in container/planter opportunities, with a great slide show that showcased the high-end demographic with limited time and ample budgets. Mark took us through a journey of learning as you go, always keeping the end goal of client satisfaction in mind, no matter how creative we'd like our clients to be.

Our next event in November focused on design-build construction. Presented by George Coito from Coivic Contracting in Hoirby, it was another fascinating trip through history, as George's father started the business, managing the early growth years, through family transition until the present. We had great attendance with lots of great questions and animated discussions following the meeting. As people gather and mingle after the meeting, we know we've achieved one of our goals of learning from each other.

Next up was our Christmas social held in the large ballroom at the Latvian Centre. A great meal and two comedians on the stage combined for a great evening. Delicious food, drink and good company really set the stage for a festive mood.

In February, we held our annual business tune-up event at Sheridan Nurseries in Unionville, sponsored by Envirobond. We invited Mike Winegardener from MTO to brief us on the latest ministry rules and regulations. As this was a full day seminar, Sheridan graciously allocated space for our speakers, with a room for lunch. It made the day easy to organize. A rep from WSPS attended the meeting, stressing the importance of health and safety compliance at every level in our businesses.

Our keynote speaker was Justin Nadeau from Foodshare. His presentation tied together efforts being made by local municipalities and neighbourhood communities regarding sustainable city gardens, rain-water harvesting and communal gardening. The group's latest project focuses on inner-city school rooftop gardening. Our Chapter hopes to participate in one of Foodshare's ventures in 2014. It's a great initiative for the City of Toronto.

March welcomed Canada Blooms, with a great turnout of garden builders at the Direct Energy Centre. As usual, everyone pulled together to create a unique experience for the public, resulting in a positive experience for those who attended. A thank you must be said to all of our volunteers who donated their time to create an amazing garden festival and helped to elevate our industry even higher.

In April, after our Annual General Meeting, we welcomed back Stuart Knight by popular demand. His candid approach to life's obstacles, and methods of coping, overcoming and communicating, left a great impression on all of us. His topic took us in a different direction, specifically outlining the importance of managing oneself first. By working in a proper mindset of confidence, we can all become better listeners and effective leaders.

July heralded the return of our golf tournament at Nobleton Lakes Golf Club. Sponsors included Beaver Valley Stone, Draglam Salt and Earthco Soils, New Roads Leasing, Landsource Organix, HortProtect, Oaks Concrete Products, Gro-Bark, Envirobond, Permacon, Best Way Stone, BOT Aggregate, Unilock and Waterboys Contracting. It was a great sunny day with lots of networking, great raffle prizes, lunch and dinner combined for a successful event. Thanks go to our organizing committee for a job well done.

August rounded out our calendar with the annual baseball tournament at Richmond Green in Richmond Hill. We have to thank our sponsors for the generous support again this year. Congratulations to the winning team of Arbordale/Moonstruck. Second place went to Sheridan Nurseries. Congratulations to all teams in attendance.

Finally, a note of gratitude to our dedicated board members, who work diligently behind the scenes, planning and organizing events for our members. Without committed board members volunteering their time, none of this would be possible. Thank you as well to our many sponsors, vendors, suppliers, and especially Landscape Ontario staff helping us along every step of the way. Most importantly, thanks must be given to our Toronto Chapter members who have supported our efforts, in terms of attendance and enthusiasm. Thanks for a great year, and continue learning.

Respectfully submitted,
Arvils Lukss
President 2013

Upper Canada

President: Neil Bouma

Vice president: Andre Ypma

Past president/ Provincial Board representative: Terry Childs

Secretary: Sian Pritchard

Treasurer: Judy deBoer-Bell

Directors: Ken Dehaan, David Gunn, Pamela McCormick CLP, Jason Partridge

In September of 2012, the Upper Canada Chapter enjoyed a presentation by Bryan Emerson, a certified business coach, on Seven Qualities of Effective Leadership.

In October, Paul Morris from Acorus Restoration Native Plant Nursery in Walsingham provided members with a very informative presentation on habitat restoration.

Chuck Chambers from Interlocking Concrete Pavement Institute spoke to Chapter members in November on the issues facing the sector. The meeting was also the Chapter's Christmas social, Rock and Bowl.

In January, we had a successful round-table discussion on Best Practices and Lessons Learned. It resulted in some lively debate and an educational experience for some members.

A few members competed vigorously in the second annual Upper Canada squash tournament held in February. Our thanks to Dan Clost CHT for handling this event for us. Also in February, representatives from local Conservation Authorities met with us to discuss planning and working around watersheds.

March was election month and the annual MTO meeting.

In July, the Upper Canada Golf Tournament was held at the Loyalist Golf Club. Paul Doombos CLT, CLP and Steven Pool deserve our heartfelt thanks for all the work they put into running this annual event.

Many of our members pulled together to complete a CAA elementary school greening project in August. Thank you Terry Childs for the design work and for organizing the project.

I thank all the 2012-2013 board members and committee members.

Respectfully submitted,
Neil Bouma
President 2013

Waterloo

President: Randy Adams

Past president: Robert Tester

Vice president: Richard Burch CIT, CLP, CLT

Provincial Board representative: David Wright CLP

Treasurer: Helmut Zgraja

Secretary: Jeff Thompson

Directors: Cor Bultena, Jason Dietrich

Waterloo Chapter had a very successful year, hosting seven Chapter meetings with an average attendance of 50 plus, and a number of successful projects and events over the past year.

Throughout the year, we hold many social activities for members and events in which we continue to give back to the community. Our annual events for members include a baseball tournament and our Fall Freeze-up dance. Again, both these events were well attended. The annual baseball tournament and family picnic day took place in August this year. We had a booth at the Kitchener-Waterloo Home and Garden Show, where we gave away 2500 seedlings. The Fall Freeze-up Dance in November was attended by 140 members and guests.

The golf tournament in July raised over \$10,000 for charities and

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Waterloo Chapter took care of greening another school this year, when Elmira District High School was chosen as the winner.

the scholarship foundation.

The Waterloo Chapter also completed the annual School Greening Project. This year it was at the Elmira District High School. The school greening project has become a major event, with schools competing for the chance to receive a makeover. We hosted a competition among the schools within the Chapter. The students have the opportunity to convince us what their school needs in a makeover.

We look forward to the upcoming LO season and hope to grow on the success of the past year. Thanks to all of our great members who, time and time again, step up to take part in our many social activities and volunteer to help in our many great community events. It's great to be a member in the Waterloo Chapter.

Respectfully submitted,

Randy Adams

President 2013

Windsor

President: Nino Papa

Past President: Mark Williams

Vice President/Treasurer/Provincial Board Representative:

Don Tellier CLT

Secretary: Jay Rivait

Directors: Dan Garlatti, Chris Power, Karl Klinck, Mike Connell, liason for St. Clair College Jay Terryberry

The 2012/2013 fiscal year was an interesting and eventful one for the Windsor Chapter. Under the guidance of outgoing president Nino Papa, the Chapter continued with the various industry and social events that our members have supported over the years. Unfortunately, Nino had to step down just prior to the end of his two-year term. At the time he was doing a commendable job in guiding the Windsor Chapter Board.

Our fall meeting season started off with our annual Windsor Chapter Awards of Distinction program that recognizes excellence in the construction and maintenance of residential, commercial and industrial sites. Many thanks to Bellaire Landscape for hosting this year's event that brought out over 60 members/employees to enjoy the festivities. This annual event has traditionally been one of our more popular events with the staff from St. Clair College Horticulture program once

again judging the work submitted. Many thanks to the staff.

The November, January and February general meetings brought out good crowds to learn more information on balanced mixed portfolio for snow, landscape photography and using technology to increase profits. All sessions were informative and well received by our general membership.

The March meeting allowed members to learn the lessons of the road from two MTO officers. The two officers provided an audiovisual presentation relating to vehicle safety, load restrictions and load security. Garlatti Landscaping was kind enough to bring out two truck and trailer combinations that allowed the indoor lesson to move outdoors for an up-close demonstration on vehicle/trailer safety. Once again, this proved a popular event with over 50 members attending the informative session.

Windsor Chapter was well represented at this year's Windsor Home Builders' home show. A small, but effective, booth was staffed by local members, who helped spread the word about our local membership, as well as promoted Green for Life brand. Special thanks to Chris Power and Karl Klinck for overseeing the construction and dismantling of the Windsor Chapter booth.

With the sudden passing of Perry Molema in December of 2012, the Windsor Chapter began exploring the possibilities of constructing a garden in Perry's memory. After several meetings, numerous contributions from the Windsor and provincial board, as well as several member firms, a construction date of November 2013 was set.

Aside from the informative general meetings, Windsor Chapter members partook in several social events this year. Another fall golf tournament was once again a success, allowing us to raise additional monies for future projects. A night of bowling was enjoyed by several member companies with some 10-pin action and door prizes for the lucky participants. A new event in August was also in the cards. Detroit Tigers day saw 40 individuals from member companies enjoy a thrilling come-from-behind win by our local professional baseball team, the Detroit Tigers. Many thanks to Dan Garlatti and Jay Rivait, along with their social committee, for organizing these well-attended events.

It has been a pleasure serving on the board in the past, and look forward to a good program and social calendar for the 2013/2014 year.

Respectfully submitted,

Donald Tellier

President 2014

2013 Sector reports

The scope and mandate — and therefore the needs — of the various industry sectors served by Landscape Ontario are distinctly different. The specific requirements of each of these groups are facilitated by the association's sector group structure. The objective of each sector group is to respond to current concerns resulting from marketplace pressures and government legislation.

Garden Centre

Chair: Michael Van Dongen CHT

Provincial Board representative: Bob McCannell

Members: Barry Benjamin; Kevin Falls; Perry Grobe; Alice Klamer; Robert Kuepfer; Chas. Lawton CHT, CIT; Shannon Lindensmith; Susan Richards; Art Vanden Eden CHT

When looking back on the 2012/2013 year for the Garden Centre Sector Group, one must reflect on the power of collaboration.

The 2012 year started with the Garden Centre Group bringing David Domoney, a U.K. television personality and garden centre ambassador, to speak at our Symposium breakfast event at Expo. He brought the audience a tremendous wealth of both garden centre and other retail examples from his international experiences by demonstrating the unique and distinguishing details within the retail industry. Expo continued with Landscape Ontario's Garden Centre Awards of Excellence, and a trade show that also showed retail's finest vendors, and allowed the members to continue to network.

The group was also able to collaborate with Landscape Safety.com this year and created a Garden Centre Online Training System. With the hard work of our committee members, the framework from the Retail Horticulturalist Certification Program and CNLA, the system was launched in the spring of 2013. The system was intended to be an introduction for new staff, where they can watch a series of videos on customer service, product knowledge, personal safety and WHMIS, and then complete a quiz to demonstrate understanding of what was presented on the video. The response was very positive from garden centre operators and managers because it allowed them to become compliant, and also gave new staff a comprehensive understanding of our industry. This resulted in more productive employees in those early May days, and staff members who were really excited by all the aspects of the garden centre industry.

CNLA and Garden Centres Canada, under the continued leadership of chair Anthony O'Neill, with the support of Landscape Ontario and the Garden Centre Sector Group, have also demonstrated continual development. In the past year the inspection program, Retail Horticultural Certification, and the recycling program have all in one way or another been reviewed and enhanced.

This year we hope to improve many of the programs, including the online training system and the employee manual to reflect changes that are constantly occurring in the industry.

We expanded our symposium at Garden Expo as a lunch program featuring Jim Hole, who is a garden centre owner, and who provided a firsthand account of his experiences from his Enjoy Centre in Alberta. He discussed Building the Future: They Don't Make Gardeners Like They Used To, where the whole group conversed about the future of the garden centre industry, and the customers of tomorrow.

We will also explore the concept of a garden centre tour program, which is just in the early stages of development.

The group looks forward to maintaining our track record of hosting excellent educational events and creating new products and services for our members each year. We greatly appreciate input from anyone, and welcome the participation of members in our committee meetings.

Respectfully submitted,
Michael Van Dongen
Chair 2012-2013

Grounds Management

Chair: John Hewson CLP

Provincial Board Representative: Brian Marsh

Members: Carmine Filice CLP, Mike DeBoer CLT, Anthony Kampen, Jeff McMann CLT, Dean Schofield, Rodger Tschanz, Jay VanGelder

This is the seventh year for the trial gardens at the Landscape Ontario site, under the supervision of Rodger Tschanz of the University of Guelph. The goal of the trials is to highlight new and underutilized plant varieties to the Ontario landscaping industry. The beds contain over 300 annuals and perennials and the rose bed with over 800 roses.

A two-day open house was held on Aug. 16 and 17, with industry members attending on the Friday. Over 100 attendees observed



Each year the trial gardens open house provides industry members the opportunity to see how new plant introductions perform under realistic conditions.

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guest speaker Paul Zammit use new plant material in container designs.

The public open house on Aug. 17 attracted over 150 members of the public. Featured during the day was "Ask the Expert" booth with representatives from Ontario Master Gardeners. The new varieties were also on display at Expo and will be at Congress in the New Product Showcase.

The vision of the Grounds Management Sector Group is to be, "A prosperous, professional, ethical, recognized and trusted Grounds Management sector."

Over the past year, the group worked on and discussed the following issues:

- The Specification/Guideline project (Grounds Management Rating System) has been developed. The draft document was reviewed by group and will be finalized by December, 2013.
- The Group would like to host a Landscape Management Software Symposium. The goal is to host this at Congress 2015.
- Plans call for a Water Audit Process to develop a partnership with regional water purveyors in order to certify contractors for water audit.
- The Group plans to develop and host an event about developing a communication plan to property managers.
- A special project to energize the sector will be to develop a set of low impact guidelines for the property management industry (Green Guidelines). The guidelines would act as a pre-qualification device. Jeff McMann is spearheading this project with input from the rest of the group.

Respectfully submitted,
John Hewson
Chair 2013

Growers

Chair/Provincial Representative: Gerwin Bouman

Members: Jamie Aalbers, Rob Albrecht, Dave Braun, Harry DeVries, Jeff Gregg, Jennifer Llewellyn, Glen Lumis, John Mantel, Darby McGarth, John Moons, Rob Naraj CHT, Mark Ostrowski, Bill Putzer, Joel Schraven, Fred Somerville, Donna Speranzini, Christine Stein, Dave Tillaart, Jeanine West, Rita Weerdenburg, Henry Westerhof, Youbin Zheng

The Nursery Growers Sector Group continues to work on the strategic priorities throughout the year.

Events

The growers' bus tour went west this year and visited Fox Hollow Farms, St. Williams Nursery and Ecology Centre, Moore's Water Garden and Canadale Nurseries on Sept. 11. A total of 45 participants enjoyed great networking and weather.

The annual Fall Dinner meeting was held on Nov. 22 at the Grand Chalet in Milton. Guest speakers were Jacki Hart CLP on Prosperity Partners Five Pillars to Success, Rick Friesen on Benchmarking and Jeanine West on Biosecurity, Are you prepared? Also introduced was the new IPM Manual.

The Growers Short Course attracted over 235 participants on Feb. 6, at the Legion in Guelph. This was a full-day event with numerous speakers on subjects such as Warfare in the Trees, Alternative Strategies for IPM, Frost Protection and Water Management for Growers, plus updates on research projects. Special thank you for the event sponsor Agrium Advanced Technologies (Direct Solutions).

The Annual Growers Auction in August was hosted by Sheridan Nurseries in celebration of its 100th anniversary. Over 150 attended the event and approximately \$25,000 was raised for scholarships and horticultural research.

On Aug. 15, the growers co-hosted an Intelligent Sprayer Demo Day for Nursery Crops at J. C. Bakker and Sons in St. Catharines. Dr. Heping Zhu (USDA Application Technology Research Unit) and Dr. Randy Zondag (Ohio State University Extension) came to demonstrate the new sprayer.

The Growers Research Sub-committee continues to successfully identify important projects that align with our key research and industry development priorities.

The Plant Health Action Sub-committee oversees and advises on major health issues affecting nursery operations.

The Safety Sub-committee, in conjunction with Workplace Safety and Prevention Services, launched a nursery-specific safety training program.

The Growers Sector Group members continue to receive updates from CNLA, OMAF, and the Plant Health Committee that pertain to nursery issues.

I would like to thank all the directors, volunteers, sponsors and staff who support this group throughout the year.

Respectfully submitted,
Gerwin Bouwin
Chair 2012-2013

Interior Plantscapes

Chair/Provincial Board Representative: Stephen Schell CHT

Members: Hella Keppo CHT, Fred Prescod CHT, Phil Van Alstynne CHT, Nanthankumar Paramanathan, Jill Jensen, Sue Blaney

In October 2012 at Garden Expo, the group hosted a breakfast. The theme was Planning for Profit. Guest speakers were Jill Jensen and Sue Blaney. She told those present that containers and plant materials can help maximize your profit. Understand how to utilize them to generate sales. The event was a great success with over 45 in attendance. The event was sponsored by Jill Jensen, Lechuza and Ambius.

At this year's Garden Expo, the group hosted a luncheon under the topic Living Walls and Green Roofs — Green Plants for Green Buildings. Guest speaker was Chris Raimondi CLP, Raimondi Horticultural Group. There were 40 participants who learned about living wall systems appropriate for specific needs, as well as how biophilic design factors profoundly affect the well-being and profitability of the modern built environment.

During the year, the group discussed:

- Working with PLANET to finalize the Certification Manual. It was completed and available by September of 2012 for distribution.
- Promotion of the interior plantscape sector to other industry sectors and consumers about the value of having plants in office space, malls, etc.
- Working with Green Plants for Green Buildings organization, re: The new train-the-trainer program.

Respectfully submitted,
Stephen Schell
Chair 2012- 2013

Irrigation

Chair: Steve Macartney CIT

Members: Louise Cottreau, Chris Davies, Kara Gibbons, John Lamberink CIT CIC, Chris LeConte CIC, CLIA, Roy Neves CLIA, CID, CIC, Paul Proulx, Jamie Riddell, Mike Ross CIC, CLIA, Scott Sim CIT

Thank you to the members of the Irrigation Sector Group for their hard work and dedication.

In January, 2013, we held the annual irrigation conference at Congress. It was a half-day in length and was well received by the industry. Guest speaker was Phil Harwood of Pro-Motion Consulting, who spoke on "How to attract, retain and motivate the right people." The Water Conservation Award of Excellence was also presented.

The sector group is working on numerous issues that affect irrigation. One area is the promotion of the education aspect of the certification program (CLIA, CIC and CID).

The Irrigation Association has just announced a new Certified Technician Course, which the LO sector group will look into adopting.

The group also partnered with Halton Region to present a seminar on water conservation. Approximately 35 attended this information session.

This year the group is partnering with Peel and York Regions for a new program on WSIP (Water Smart Irrigation Professional) training and certification. It is presently in the development stage, but watch for exciting opportunities in 2014.

We continue to work with numerous municipalities so that they understand the irrigation industry and our challenges. By providing efficient systems, well trained staff and continued co-operation with municipalities, the future for the irrigation sector looks positive.

Respectfully submitted,

Steve Macartney
Chair – 2013

Landscape Contractors

Chair/Provincial Board Representative: Peter Guinane

Members: Thomas Blatter CLP; Brian Clegg; Charlie Dobbin; Janet Ennamorato; Jason Gaw; Harry Gelderman CLT; Ryan Heath CLT,CLP; Barry Hordyk; Arvils Lukss; Julien Marit; Brian Marsh; Arthur Skolnik; Rich Thiebaud; Mike Travis

I would like to thank all of the members of our committee for contributing their time. A special thank you goes to Brian Clegg for his contribution as treasurer and advisor. Brian has stepped down from the group.

For the Lecture Series 2013, the group decided to change venue and date in order to revitalize the event. It was held on Feb. 27 at the Latvian Centre. It was decided to charge for the event, as a buffet dinner was provided. Guest speakers were Scott Wentworth (contractor) and Daria Nardone (landscape architect).

The Landscape Contractors Sector Group assisted with building the feature gardens at Canada Blooms 2013, reviewing all entries to ensure they meet industry standards and quality. The builders stepped up to the plate and ensured there was a wow factor in each garden, along with lots of colour.

The Sector Group continued with the benchmarking project, with support from LO members for the database, which ensures a more accurate result on productivity statistics.

The Landscape Contractors Group continued to evaluate and

review the accredited membership concept.

Articles pertaining to the contractors' sector appear throughout the year in *Landscape Ontario* magazine.

Respectfully submitted,

Peter Guinane
2013

Landscape Designers

Chair/Provincial Board Representative: Chris Mace

Treasurer: John Allison CLT, CLP, CLD

Members: Paul Brydges OALA, Don Chase CLD, Beth Edney CLD, Tony Lombardi CLP, CLD, Ron Koudys OALA, CLD, Haig Seferian OALA, CLD, Ron Swentiski CLD, Mark Kimmerly, Jennifer Hayman, Jen Cuddie, Kelly Keates, Ryan Heath CLT, CLP, Carolyne Planck, Brandon Gelderman

I would like to thank the seasoned and new members of our committee for all of their time and effort that they contribute to the Landscape Designers Sector Group.

The group hosted the annual Landscape Designer Conference at Congress on January 7, 2013. The full-day event featured guest speakers Dave Maciulis, Carl Hastings, Caroline De Vries, Rob Vogel, Daniel Tal, Jean-Marc Daigle and Paul Zammit. All were very well received by 150 people in attendance. Harry Gelderman was the recipient of the annual Outstanding Service Award presented at the conference.

We would like to thank our sponsors for the continued support: Platinum — Blue Sky Nursery, Gold — Unilock, Silver — Dynascope and Moonstruck. There was a networking reception after the conference, where sponsors of the event had table-top displays and were able to connect with participants.

The conference committee members are Chris Mace, Tony Lombardi, Beth Edney and Kristen McIntyre.

The Certified Landscape Designer (CLD) manual was launched at the conference. To date 230 copies of the manual have been sold. The sub-committee members who worked tirelessly on the manual include Ron Koudys, Don Chase, Haig Seferian, Harry Gelderman and Sally Harvey from Landscape Ontario.

In conjunction with the new CLD manual, a subcommittee of volunteers gathered at Landscape Ontario home office to review the current CLD exam and develop a new group of questions to ensure it was connected to the occupational standard in the new manual. The new exam will be launched at the beginning of 2014.

The group is continuing to work on the following projects and events:

- CLD manual, exam and portfolio review process, including development of a new national list of 400 plants to be included in the plant identification section of the exam.
- Developing a memorandum of understanding between CNLA and the Landscape Designers Sector Group for the administration of the CLD designation.
- Developing plans to increase the number of designers with the CLD designation. This will include redeveloping the landscape designers' website page to explain and define the CLD process and benefits, and to ensure consistent branding on screen at the designers' conference.
- Plan for the next Landscape Designers Conference.

Respectfully submitted,

Chris Mace
Chair 2012-2013

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Lawn Care

Chair: Steve Tschanz

Provincial Board Representative: Alan White

Vice Chair: Kyle Tobin

Members: Gavin Dawson, Paul Gaspar, Paul Grotier, Rohan Harrison, Martin Horsman, Doug Hubble, Don McQueen CIT, Mike Miltenburg, Ken Pavely CLT, Lee Radcliffe, Richard Reed, Tom Somerville, Tim Tripp, Louis Van Haastrecht, Bill Van Ryan Jr., Don Voorhees, Kerry Whale, John Wright

Over the last 12 months, the lawn care sector has had a very difficult time on the business side. We went into the 2013 season recovering from one of the worst droughts measured since records have been kept. With the extremely thin lawns, weed emergence was continuous, due to the wet spring. With the continual battle on the lawn, the sector group focused on improving conditions for members.

At Canada Blooms, we accented the landscapes in different areas of the show with sod mounds of various shapes and sizes. These mounds were sprinkled throughout the show and the purpose was to raise the awareness of the benefits of turf. Thanks to the sod growers for the sod donation and to two suppliers, Quality Seed and Lawn Life.

St. James Park was also aerated, over-seeded and fertilized in the spring by members of the sector group. It seems the city is looking forward to the free labour each year.

During the year, we supported research on the effects of fertilizing turf on groundwater runoff. Although our industry has for the most part removed phosphorous from our fertility programs for several years now, there is the potential that we will be labeled as a polluter. The evidence that a healthy, maintained, fertilized sward of grass is a benefit to the environment may be ignored.

The sector group continues to communicate with the provincial government in hopes that the province will add some products to our toolbox. Although the evidence that homeowners are cheating the system continues to grow, it is being ignored by the Ministry of Environment.

Respectfully submitted,

Steve Tschanz

Chair 2012 -2013

Lighting

Chair/ Provincial Board Representative: John Higo/James Solecki

Members: Carl Hastings, Leon Hordyk, Cory MacCallum CIT, Ken Martin, Jamie Riddell, Joe Willemse, Corey Yourkin CIT

The Lighting Sector Group continues to work with the Electrical Safety Authority (ESA) and all regulations.

The sector group hosted its annual Lighting Conference on Feb. 16, 2013 at the Pipers Health Golf Club, Milton. There were 110 attendees and 10 exhibiting companies. Keynote speaker was Doug Alderman, whose subject was Better Illumination for Outdoor Living.

The group also participated in the judging of the Landscape Ontario Awards of Excellence in the lighting category.

Priorities for the coming year include, review and revise the website information and promote the sector through a newsletter.

As well, the lighting design and installation training manual and program is expected to be ready for distribution by the spring of 2014.

Respectfully submitted,

James Solecki

Chair 2013



Snowposium 2013 offered a huge amount of information to attendees. One of the most popular events was the MTO presentation.

Snow and Ice Management

Chair: William Jordan

Vice Chair: Mike McGrath CLT

Provincial Board Representative: Mark Humphries

Treasurer: Robert Roszell

Committee: Vince Arone, Michael Boffo, Robert Boffo, Gerald Boot CLP, John Buikema, Trish Gallagher, Steve Hary, Edward Hewis, Nichole Ashton Jordan, Leanne Lobe, Jim Melo, Brian Mettel, Jim Monk, John O'Leary CLT, Fred Persia, Darren Rodrigues, Rob Tester, Martin Tirado SIMA, Dan Winstanley

First off, I would like to thank everyone on the Snow and Ice Management Sector Group for all their time and effort they put into it.

The Snow and Ice Control for Parking Lots and Sidewalks Study is moving along very well. The study includes members participating from the Barrie area through to the GTA and into Kitchener/Waterloo. The study will examine liquid alternatives this winter, as per the contract with LO.

A number of LO members made the journey to Minneapolis, Minn., for the SIMA Snow and Ice Symposium this year.

Our snow and ice symposium, now called Snowposium, was a success in September, 2013. The show was sold out and everyone found all the information from the presenters very informative. This year we had a number of speakers and live demos, which included Solving the Snow and Ice Pricing Problem by Phil Harwood, Managing Your Risk from Marsh Canada's Luke Pallister, Managing Your Risk from McLauchlin & Associates' Robert Kennaley, a presentation by Leanne Lobe of Smart About Salt, the theory behind calibration presented by Raqib Omer and a live calibration demonstration by Raqib Omer and William Jordan.

The sector group is currently examining a different format for next year's Snowposium.

Respectfully submitted,

William Jordan

Chair 2013

2013 Committee reports

All of Landscape Ontario's affairs are governed by its members. Regional needs are met at the chapter level, while industry-specific issues are dealt with at the sector group level. All other affairs are conducted at the committee level. Some, such as Congress, Communications or Finance, are long-standing committees that oversee the association's very important, revenue-generating activities. Often, committees are formed on an as-need basis to deal with specific matters. Once a committee has successfully completed its mandate, the committee is discontinued.

Building

Chair: Karl Stensson

Directors: Hank Gelderman CLT, Tom Intven, Paul Olsen, John Putzer, Haig Seferian CLD, Marc Thiebaud, Rene Thiebaud CLP, Bob Tubby CLP, Monica van Maris, Neil Vanderkruk

In March of this year, we received an offer to purchase 23 of the 48 acres at our home office site in Milton. This acreage is located to the west of our current building. We negotiated the sale at \$380,000 an acre for a total of \$8,740,000. The closing date was to be in August, however, the deal was delayed for two main issues. The severance process has taken much longer than expected, however, we have been told the registration is to be complete by the end of November. In addition, there were a few issues around the size and location of the stormwater pond. Both of these issues are easy to resolve. If all goes well, the deal will close early in 2014.

Landscape Ontario is in a very fortunate position, because we have no mortgage. The Building Committee has engaged a planner and architect to develop a number of concepts for the renovation or replacement of the building. Our goal is to develop the home office property in a way that reflects the best the industry and members have to offer the public, while at the same time remembering that we need to remain financially strong and also have a nest egg for important issues or downturns in the industry.

Improvements will be made in the training and classroom space, as well as the landscape and overall infrastructure. The committee is focused on maximizing the value of the property for the members.

When the planning work is completed, we will present options and recommendations to the Board of Directors for discussion and approval.

Respectfully submitted,

Karl Stensson
Chair 2012 - 2013

CNLA

LO representative: Alan White

This is my first year as representative on the Canadian Nursery Landscape Association (CNLA) board. There is a lot of great work going on across the country.

As a member of Landscape Ontario, you are automatically a mem-



In coming years, members can look forward to improved functionality and image from the LO home office.

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ber of the CNLA. The purpose of CNLA is to align and prioritize the agendas of the provinces so that we truly work as a team. The vision of both associations is identical. We exist to grow a prosperous, professional, ethical, valued and recognized industry. CNLA meets twice a year. This year the meetings were held in Niagara Falls and Montreal. Here is a brief summary of issues and achievements.

Seasonality and EI

One of the main challenges of our industry is seasonality. It is the main reason we have such a difficult time attracting employees who view the job as a career. A typical employee works 2,000 hours (full-time equivalent), however, the fact that many of us lay off people presents a huge retention problem.

New Employment Insurance rules are not helping. CNLA and the provinces have developed a number of strategies and programs, however, much more can be done especially in the government relations realm. The fact is that seasonal employees contribute huge economic benefits for Canada's economy. This needs to be recognized.

Stimulating demand

CNLA has been working on a number of projects aimed at raising awareness for the benefits of green space, landscapes and gardens. A new Plants Love You campaign has been piloted by our Quebec counterpart. It is a generic promotion campaign that can be accessed by all.

Insurance

Marsh Canada has continually enhanced the insurance offerings to the industry. The program is performing well because the members are more focused on risk management. If you have not received a quote, please do. The program is developed for members by members. In addition, there is a small administrative fee that supports CNLA activities. Marsh has identified that vehicle accidents account for huge losses in our industry. To counteract this, they have developed an online driver training program.

Red Seal apprenticeship

Red Seal apprenticeship has been a breakthrough accomplishment for CNLA. We are now among the major Red Seal occupations in Canada. Red Seal means that the education content and processes are similar across all provincial programs, leading to federal recognition. Red Seal status also goes a long way in improving the image of our industry as a career choice.

On-the-Job Training Program (OJT)

This is another breakthrough accomplishment of CNLA. The On-the-Job Training (OJT) program is hugely important. Even those with degrees and diplomas learn most of their craft in real life (on-the-job) from the owners, supervisors, foremen/women and fellow employees. The OJT program fits the training profile of the industry. It gives companies valuable tools to help make traditional training methods much better. It focuses on the processes of training, and not the content. If you marry content training with OJT principles, we will have an acceleration of trained employees and an advancement of professional standards.

Certification

CNLA administers most of the Certification programs. The focus of the last few years has been to promote certification to the industry. In the next few years, CNLA will promote it as pre-qualification criteria to purchasers and the public.

Research cluster funding

CNLA has been successful at advocating significant research dollars allocated to horticultural research at Vineland. A total of 21 projects have received approval.

Membership Services

CNLA administers most of the cost saving affinity programs used by the members. Many of these programs will save you significant money and will more than pay for your dues. Go to this link for a list of programs, <http://bit.ly/XducEv>.

Landscape Canada priorities

Landscape Canada is a sector group of the CNLA. The group is working on the following national priorities: public awareness, labour, partnership development, membership and standards and environment.

Public relations

There are a number of public relations activities that performed by CNLA. It is now using Green for Life (developed by Landscape Ontario) as the national public brand. This unifies our message across Canada. CNLA is also involved in National Tree Day, Green Infrastructure and Canada Blooms promotion. The public relations message will focus on health and healthy living.

These are some brief highlights of CNLA activities. Please see canadanursery.com for more information, and a full account of all the association's work.

Respectfully submitted,

Alan White

CNLA representative

Communications

Chair: Hank Gelderman CHT

Members: Gerald Boot CLP, Laura Catalano, Marty Lamers, Jan Laurin, Warren Patterson, Gregg Salivan, Bob Tubby CLP

Industry service continues to be the top mission for LO's communications team. Members enjoy a range of professional services from this team, both print and electronic: trade and sector promotions, trade show support, promotions to drive consumer demand, *Landscape Trades* magazine, *LO This Week* e-news, *Landscape Ontario* magazine, safety and education initiatives, Canada Blooms support and more. In addition to the magazines and electronic media, your team generates promotion projects each year that fill a binder over four inches thick!

Feedback indicates our communication efforts work:

- Members report getting new business from the Find-a-member interface at our consumer website, landscapeontario.com
- Readers of *Landscape Trades* expressed strong appreciation in the magazine's reader survey; they say it definitely helps them succeed in business
- Communications support to the trade shows is an important element in the shows' continued success
- Leading advertisers consistently book multiple-insertion programs, because ads in your magazines consistently work

Landscape Trades has earned its reputation as the most respected and authoritative trade magazine for Canada's horticulture industry. The *Landscape Trades* Source Book, now in its 24th year, and remains the only product directory for Canada's green industry.

As the community that brings members together, *Landscape Ontario* magazine continues to shine. Its weekly supplement, the *LO This Week* e-broadcast, highlights events and timely news, in an easy-to-read format. If you are not on the distribution list, simply drop a request to alindsay@landscapeontario.com. Anyone, including your employees, may subscribe for free.

The Communications Department continues to work closely with the trade shows, in everything from developing visual identities and marketing themes to basic print production. We also publish the advertising-supported show guides, and manage the shows' extensive electronic communications.

The communications team also works closely with your Membership Department on LO's Green for Life promotional initiative. The original marketing plan, devised in 2008, has paid back dividends many times over. In addition to hard referrals, the program stimulates demand for green products in general; over 50,000 people visited the Green for Life website in May alone.

Thanks to our communications staff for turning out products that truly reflect LO's stature and leadership: Kim Burton, Allan Dennis, Robert Ellidge, Lee Ann Knudsen, Angela Lindsay, Steve Moyer, Greg Sumsion, Mike Wasilewski and Sarah Willis. And thanks to our committee members for their generous contributions and guidance — these member volunteers really care about your association's communications profile.

Respectfully submitted,
Hank Gelderman CHT
Chair 2012-2013

Congress and Expo

Chair: Beth Edney CLD

Vice-chair, Congress: Brian Cocks CHT

Vice-chair, Garden & Floral Expo: Terry Childs

Past chair: Brian Lofgren

Members: Scott Beaudoin, Terry Childs, Doug Coote, Paul DeGroot, Barry Dickson, Nathan Helder, Michael Laporte CHT, Bob McCannell, Klaas Sikkema, Nick Solty, Jack VandeRee CHT, Monica van Maris and David Braun, as the LO Board liaison

Two major trade shows are hosted by Landscape Ontario's Show Committee. The events serve a dual purpose of meeting members' needs for product sourcing and professional development. The events include exhibits, education seminars and peer networking, as well as special features, such as the New Product Showcase, floral displays and/or gardens.

Landscape Ontario's Garden and Floral Expo 2012

Landscape Ontario's Garden and Floral Expo, Canada's fall show for the garden and floral industries, was held Oct. 17-18, 2012, at the Toronto Congress Centre.

Exhibit space revenue was down 14.27 per cent from 2011, and sponsorship sales fell, as well. While attendance was slightly lower, Expo attracted a good quality audience. Despite the declines, net proceeds from the show were still favourable at \$148,031.

Expo 2012's educational programming was formatted to give attendees a great experience. Destination Inspiration Theatre, conveniently located on the show floor, coupled with a re-formatted program, enhanced the attendee experience. Differentiation and giving your business personality, was a popular session presented by British gardening guru and TV personality David Domoney. Neville Mackay hosted the Urn Your Profits session, where two floral designers went head-to-head, arranging seasonal urns. Containers offer both retail garden centres and florists additional opportunities to maximize profits. Tips on how to generate these additional sales were given by Jill Jensen, Jill Jensen Botanicals, and Sue Blaney, Lechuza Canada.

We are proud and appreciative of our event partners and sponsors at Expo 2012: Flowers Canada Retail, Greenstar Plant Products, Global Arch/Stone Arch, Sheridan Nurseries and *Landscape Trades*.

Congress 2013, LO's 40th anniversary edition

The 40th anniversary of Congress, Canada's international horticultural lawn and garden trade show and conference, ran Jan. 8 to 10, 2013. Canada's top green industry event generated a lot of energy among its exhibitors and industry professionals, who helped to celebrate 40 years of beautifying Ontario.

Among the main highlights was the upswing in exhibit sales. Revenue trended nearly \$40,000 above the event's budgeted \$1.9 million, despite a last-minute exhibit hall renovation that reduced salable



Congress is ready to mark its 41st year.

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The Awards of Excellence are one of the highlights on Landscape Ontario's yearly calendar

floor space. An additional saving of \$50,000 on expenses resulted in a very positive bottom line. Attendance remained consistent at close to 13,000 delegates.

Partners, the Canadian Fence Industry Association, and sponsors were on hand to celebrate — Banas Stones, Chrysler Canada, Global Arch/Stone Arch, Husqvarna Corporate, Toronto Argonauts, Doubletree by Hilton, Landscape Trades, Bobcat Company, Vermeer Canada and Medallion Fence.

Inspired by Monica van Maris to mark the 40th anniversary of Congress, the show committee and LO staff compiled videos, photos, a Past Presidents' Walk of Fame, and interviews with industry founders and past presidents. It was a milestone event to recognize those, who from modest beginnings, have nurtured and grown Congress into one of the top five horticultural events in North America. We thank them for their vision, commitment and legacy toward ensuring a sustainable future.

The juried New Product Showcase was bursting with innovative products, displayed in over 2,000 square feet. The product that garnered the most votes for People's Choice best new product was the Zrator, from Pro-Power Canada. John Gibson of Farmgate Gardens, Foxboro, won the draw for \$250.

Students continue to benefit from the theoretical knowledge acquired at schools offering horticulture programs and the hands-on experience of the Congress student garden builds. The 2013 participants included Humber, Fanshawe, Niagara and St. Clair Colleges and University of Guelph (Ridgetown Campus).

Sally Harvey and Kristen McIntyre, from LO's Education Department, re-formatted the pre-event program and Congress conferences to give delegates a program that featured the industry's most popular speakers under the banner, *New Favourites and Old Friends*. This brought together power-house industry experts and top-notch panels to show delegates how to balance work and play, while growing their businesses. The program is designed to improve professional development and reduce business expenses. Delegates responded with positive feedback, specifically on the quality of the topics, programming and great lunches.

The Awards of Excellence ceremony, a Congress favourite, was hosted by Frank Ferragine of Breakfast Television and CityTV, and included several special presentations celebrating the association's

and show's 40-year anniversary. The exceptional quality and outstanding creativity of entries this year was noted by construction judge Alistair Johnston of Strybos Barron King Landscape Architects. The evening was capped off when Karl Stensson of Sheridan Nurseries presented the Dunington-Grubb Award — the highest scoring construction project — to Edengrove Landscapes of Mississauga. Sheridan was beginning its celebration of a century in business. Stensson's heartfelt speech highlighted his family's connection to industry pioneer Howard Dunington-Grubb.

Summary

Finally, it is my pleasure to thank volunteers and committee members for all their guidance, insights and help. Our success stems from the personal touch that our volunteers add to our events. We are indeed fortunate that our founders, like Monica van Maris, can help us learn from the past, while staying committed to the future growth of the industry.

We are also benefited, in a year of transition, from the effort of the LO staff, under the new leadership of Heather MacRae and Darryl Bond. Their show management experience and ability to enhance the show experience while keeping a tight rein on expenses has resulted in the continued success of our trade shows.

Respectfully submitted,

Beth Edney CLD

Chair, 2012-2013

Education, Training and Human Resource Development

Providing the right educational mix remains a priority for your professional development team, based on the realities of the external environment and balancing it with the needs of the industry.

A constantly changing environment requires an evolution of professional development. Our goal has been to ensure that all programming responds to these new realities.

The five pillars of the Prosperity Partners initiative remain a priority.

Once again, programming was aimed at inspiring and elevating competency within the industry. The Pillars help guide business owners to learn how to advance their businesses, streamline processes and improve company culture. This will result in firms being more productive and profitable.

Your Landscape Ontario staff worked hard to provide the industry with products, services and opportunities that not only inspired, but also resulted in healthy growth, prosperity and improved work and life balance for all.

I have listed some of the professional development highlights over the past year.

Apprenticeship

- Support of all apprenticeship programs
- Employer connection to Microskills pre-apprenticeship program
- LO representation on Ontario College of Trades

Career promotion

- Supported members and participated in career awareness and promotion opportunities for both secondary and post-secondary students
- Keynote speaker at Ontario Youth Apprenticeship Program Conference and other education events
- Update website and member resources
- Development of Skills Ontario Grade 8 awareness material
- Green Jobs Forum and Skills Ontario Workshop and Competition
- Grant opportunity search underway.

Certification

- Four Landscape Industry Certification practical test dates, and expanded written test locations across the province and at major industry events to improve access
- Challenged members to engage using all marketing channels
- Launched How Pro Are You video
- Launched pilot integrated test model at Fanshawe College
- Increase sponsorship in 2013
- Decrease in candidates in 2013
- Improved website

Year	CIT	CLT	CHT	CLD	CLP	Total in Province
2012	526	521	71	53	77	722
2013	526	457	60	54	72	*643

*Reduction due to those that did not re-certify.

Conference, seminars and event highlights

- Increased marketing to engage industry participation
- Successful events, however, increased marketing is required to achieve attendance rates
- Received positive feedback from participants
- Request for online opportunities and live stream attendance

Seminar statistics

Statistics from over the last three years show the number of seminars offered as 158 in 2011, 143 in 2012, and 146 in 2013. The total attendance numbers in 2011, show 1,444 people took part, while 1,347 attended seminars in 2012, and 1,384 in 2013.

HR Toolkit

Employer friendly tool enhanced HR management within firms. The program is updated annually for use by industry, and shared across the CNLA membership. The program can be found at www.horttrades.com/HRToolkit.

Human Resource Development Committee

Feedback was attained through surveys in 2013. The Professional Development and Education Review Committee, chaired by Richard Rogers CLT and Michael Pascoe CLT, once again reviewed the results of Landscape Ontario's professional development products and services for the past year. The review included focus on content and marketing of professional development opportunities, seminars, Congress conferences and events, sector symposia, online training, Landscape Industry Certification, apprenticeship and Connecting Educators event.

Recommendations from this committee have benefitted members greatly in 2012 and 2013. We thank the committee for the continued leadership and contributions to ever-improving professional development opportunities for the industry.



Four Landscape Industry Certified practical tests were held during the year.

Industry relations

Ongoing advocacy took place with the following organization: College of Trades, Ministry of Education, Ministry of Training Colleges and Universities, Ministry of Labour, Ministry of Transportation, Workplace Safety Prevention Services, Workplace Safety and Insurance Board, Ministry of Agriculture Horticulture Value Chain Roundtable Labour Working Group (Management and Technical Skills development sub-committee member), Ministry of Agriculture Horticulture Value Chain Roundtable Labour Working Group (sector promotion and career awareness sub-committee member).

LO continues to pursue changing the definition of Landscape Gardener to align with the diverse industry. Communications opened with the Ministry of Labour Employment Standards department to

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address overtime exemption and hours of work rules.

Hosted a successful Connecting Educators event, which brought together industry with secondary and post-secondary educators.

Partnered with CNLA and aligned projects to advance human resource development through an accreditation project, OJT Master Trainer Project and HR initiatives.

Safety

In 2012, the LO-sponsored Safety Group saw total group rebate from WSIB of \$59,537.07, split among 29 firms.

- Coordination of Safety Council, which met quarterly to discuss safety strategies, gaps and trends within our industry and pending regulation from WSIB, MOL, WSPS, ORCGA, MTO, etc.
- Supported firms undergoing Work Well audits, with positive outcomes
- Represented LO on WSPS Agriculture Advisory Committee as vice chair and communicated industry-related challenges
- Provided focused communications and efforts to inform membership of compliance news and tools from Ministry of Labour, MTO, ORCGA, WSIB
- Improved website navigation

Secondary and post-secondary

- Active support of Skills Ontario and Skills Canada: Grade 8 workshop, landscape design and landscape gardening competitions at secondary and post-secondary levels
- Support of Specialist High Skills Major
- Support of college program revision and program advisory committees

As partners in prosperity, the Education and Labour Development team has worked tirelessly to implement new strategies and develop existing programming that is relevant to the needs of our industry.

Respectfully submitted,

Sally Harvey CLT, CLP

Manager, Education and Labour Development Team

IPM Symposium 2013

Chair: Kyle Tobin

Committee members: Pam Charbonneau, Paul Gaspar, Rohan Harrison, Monica van Maris, Ken Pavely, Lee Ratcliffe, Violet Van Wassenaer, John Wright

The 2013 IPM Symposium marked the 48th annual event, and was held in conjunction with the Congress trade show and conference, on the pre-trade show day, Warm-Up Monday, in the Cohen Ballroom of the Toronto Congress Centre.

Featuring a theme of From the Ground Up, the day focused on a back to basics approach to Integrated Pest Management (IPM) strategies. The overriding commentary from the day helped provide a sense of assurance that as lawn care operators, we are not alone and all endure the same hardships, and can learn from each other's successes. Lunch was included, as well as a networking reception at the end of the day.

The Symposium ran technical sessions all day, qualifying attendees for IPM Council of Canada CECs. The sessions were capped by a keynote presentation from Tony Bass, co-author of the *E-Myth Landscape Contractor*. Bass highlighted strategy and tactical thinking as methods to survive in the new world of lawn care.

A special note of appreciation to all our sponsors; we could not



It was a capacity audience at last year's IPM Symposium at Toronto Congress Centre.

achieve the high level of experience to our guests without their contributions. Also appreciated are the returned attendee surveys; the time is appreciated and the comments will help build and shape future events. This symposium would not be as successful without our dedicated committee members. They all contribute to the success of the event, and their time and expertise is appreciated.

We are professionals in our field of turf and landscape management; and strive to continue to be regarded as such. For all who attended, I wish to express my thanks.

Respectfully submitted,

Kyle Tobin

Chair 2012 - 2013

Pesticide Industry Council

Chair: John Wright

Secretary: Tony DiGiovanni

Manager PIC-PTP: Tom Somerville

In 2000, the Ontario Ministry of Environment (MOE) implemented new requirements under the *Pesticide Act* (originally *Ontario Regulation 914*). Under the new requirements, anyone who applied pesticides had to be either licensed or have Technician Status. The new regulation required that all unlicensed assistants working with licensed exterminators must complete a basic pesticide safety course to acquire Technician Status in order to legally apply pesticides.

The Pesticide Technician Program (PTP) was then established as the basic pesticide safety course to acquire Technician Status and meet the new requirements. The PTP is a basic two-part safety program that incorporates both a practical component and an academic exam in the training requirements.

The Pesticide Industry Council (PIC) was formed on behalf of the pesticide industry by the Lawn Care Commodity Group to implement the new requirements. PIC has worked with MOE since 2000 to meet the new requirements and administer the PTP.

Landscape Ontario is the administrator of PTP on behalf of the MOE under the guidance of a Memorandum of Understanding (MOU).

PIC is a council that has representation from: Hydro One, Canadian Golf Superintendents Association, Ontario Golf Superintendents Association, Professional Lawn Care Association of Ontario, Urban Pest Management Council, Crop Protection Institute, International Society of Arboriculture, Ontario Parks Associations, Ontario Vegeta-

tion Management Association, Structural Pest Management Association and Landscape Ontario Horticultural Trades Association.

This is the fourth year that PTP and PIC have worked within the framework of the *Cosmetic Pesticides Ban Act, 2009*. This year, the number of technicians enrolling in the PTP program is 800.

Members of Pesticide Technician Advisory Council (PTAC) for 2013 included Wanda Michalowicz, Crystal LaFrance and Suzanne Durst from the MOE, John Wright, Tom Somerville from the PIC and Gary Vander Heide and Gerald Vander Ploeg from PIRC.

PTAC regrets the passing of Gary Vander Heide from PIRC and the retirement of Wanda Michalowicz from the MOE. We will miss Gary Vander Heide. His absence will be noticed. We will also miss the steady course that Wanda Michalowicz kept us on and wish her best in her retirement. We also like to extend a warm welcome to Violet Van Wassenaer as the new chair of PTAC.

Respectfully submitted,

John Wright

Chair 2012-2013

Prosperity Partners

Chair: Hank Gelderman CLT

Members: Gerald Boot CLP; Bill DeLuca; Leon Denbok CLP, CLT; Mark Fisher; Eric Gordon; Jacki Hart CLP; Ryan Heath CLP, CLT; Tim Kearney CLP; Bob Tubby CLP; Michael Van Dongen CHT

This past year has seen the Prosperity Partners program launch the new Effective Management Short Course to rave reviews. This was introduced at Warm-Up Monday in January, and was a sold-out workshop.

A great group of 50 business owners and managers came together for the day to brainstorm ideas, test new techniques and network with each other in break-out groups. A great new box of management tools was introduced and practiced by everyone.

The best part of this new short course launch was the feedback (at least from my side of the desk). Presented by Tim Kearney and Jacki Hart, participants were fully engaged throughout the day. At the end, they left consistent feedback remarks asking for more.

We will offer this short course program again on Warm-Up Monday on Jan. 6 at Congress 2014, in addition to offering a new Peer Group Program for Prosperity Partners graduates.

The theme we keep hearing over and over again is that our members want to learn from each other. They want opportunities to meet face to face, learn and share with credible, relevant facilitators. This feedback has encouraged us to create a peer group format, which we will also launch at Warm Up Monday.

We continue to offer the Build Your Prosperity workshop seminars, and continue to see familiar faces come back for a refresher, as well as engage new members and business owners from every sector.

We're looking forward to continuing to take your feedback, and transform it into a relevant tool for your business and career Prosperity goals.

Our Prosperity Engagement Award continues to bring numerous nominations each year. It's another form of testimony that Prosperity Partners engages and provides a common language for members to use daily.

Respectfully submitted,

Hank Gelderman

Chair 2013

2013 Volunteers

Committees

Phil Charal, president of Landscape Ontario, offers his appreciation to the volunteers who sit on LO's committees.

Landscape Ontario volunteers serve their association in many ways, from sitting on committees to decide the future of the industry and the association, or helping at special events. Committees include, Accreditation, Awards of Excellence, Board of Directors, Branding, Building, Chapter Boards (Durham, Georgian Lakelands, Golden Horseshoe, London, Ottawa, Toronto, Upper Canada, Waterloo and Windsor), Communication, Executive/Finance, Environmental Stewardship, Foundation, Sectors Groups (Garden Centres, Grounds Management, Growers, Interior Plantscapes, Irrigation, Landscape Designers, Landscape Contractors, Lighting, Lawn Care and Snow and Ice Management), IPM Symposium, Past Presidents, Pesticide Industry Council, Prosperity Partners, Trade Show and Trial Gardens.

The following members have freely offered their time, energy and expertise to help keep Landscape Ontario a valuable and strong association.

Jamie Aalbers

Randy Adams

RM Adams Trucking

Robert Adams

Rob Albrecht

John's Nursery

Sundaura Alford CLD

A Cultivated Art

Bob Allen

RW Allen Horticultural Services

John Allison CLT, CLD

The Corporation of the City of Brampton

Kevin Almeida

Almeida and Almeida Landscaping

Susan Antler

Compost Council of Canada

Vince Arone

Pinpoint GPS Solutions

Lynne Barnes

Gordon J Leece Landscapes

Andrew Barz

Meadowbrook Landscape Contracting

Brian Baun

B.K. Baun Landscape

Andrew Beattie CIT

Ideal Landscape Services

Barry Benjamin

Barry Benjamin and Associates

Sue Blaney

Lechuza Canada

Thomas Blatter CLP

Dreamestate Landscaping

Michael Boffo

Boffo Landscaping

Robert Boffo

Boffo Landscaping

Adam Bonin CLT

Fern Ridge Landscaping

Gerald Boot CLP

Boot's Landscaping and Maintenance

John Bos CLT

Bos Landscaping

Neil Bouma

Picture Perfect Landscaping Quinte

Gerwin Bouman

Stam Nurseries

Dave Braun

Braun Nursery

Steve Brewer CIT

Gelderman Landscape Services

Paul Brydges

Brydges Landscape Architecture

Cor Bultena

Eloquip Ltd

Richard Burch CLT, CLP, CIT

Burch Landscape Services

Matt Burke CLT

Clintar Landscape Management - Hamilton

Chris Burns CLT

Clintar Landscape Management - Ottawa

Margot Byers

Ladybird Garden Design

Connie Cadotte CLD

Garden Retreats

Steve Carrothers

AEON Gazebo

2013 ANNUAL REPORT

- Laura Catalano**
Nisco National Leasing
- Phil Charal**
Allweather Landscape
- Pam Charbonneau**
Guelph Turfgrass Institute
- Don Chase CLD**
Seferian Design Group
- Terry Childs**
Nature's Way Landscaping
- Brian Clegg**
Allweather Landscape
- Brian Cocks CLT**
- Douglas Coote**
DG Coote Enterprises
- Louise Cottreau**
AWS Irrigation Management
- Tim Cruickshanks**
Cruickshanks Property Services
- Jim Curran**
Lafleur de la Capitale
- Chris Davies**
Vanden Bussche Irrigation
- Gavin Dawson**
GreenLawn
- Mike DeBoer CLT**
Gelderman Landscape Services
- Paul DeGroot**
Connon Nurseries/NVK Holdings
- Harry DeVries**
- Lexi Dearborn**
Dearborn Designs and Associates
- Harold Deenen CLP**
Hank Deenen Landscaping
- Ken Dehaan**
Dutchman Lawn and Garden
- Barry Dickson**
B.R. Dickson Equipment
- Jason Dietrich**
Ace Lawn Care
- Charlie Dobbin**
Garden Solutions by Charlie Dobbin
- Paulo Domingues CIT**
Aquaman Irrigation
- Paul Doornbos CLT, CLP**
Thombusch Landscaping
- Lindsay Drake Nightingale**
Yorkshire Garden Services
- Beth Edney CLD**
Designs By The Yard
- Janet Ennamorato**
Creative Garden Designs
- Kevin Falls**
- Carmine Filice CLP**
Greentario Landscaping (2006)
- Shawn Foley CIT**
The Waterboys Contracting
- Mike Fulcher**
Permacon Ottawa
- Carol Fulford**
Gerrits Property Services
- John Fulford**
Gerrits Property Services
- Dan Garlatti**
Garlatti Landscaping
- Paul Gaspar**
Weed Man - Toronto
- Jason Gaw**
Sycamore Landscape
- Derek Geddes**
Coldstream Land Escape Company
- Brandon Gelderman**
Jameson Pool Landscape
- Hank Gelderman CLT**
- Harry Gelderman CLT**
Gelderman Landscape Services
- Kara Gibbons**
Toro Company
- Jeff Gilberds CLT, CLP**
Clintar Landscape Management
- Anne Gilson**
Trillium Associates
- Sabrina Goettler CLP**
Oriole Landscaping
- Jeff Gregg**
V Kraus Nurseries
- Dan Grieve CLP**
Grieve Home Maintenance
- Perry Grobe**
Grobe Nursery and Garden Centre
- Paul Grotier**
Direct Solutions
- Peter Guinane**
Oriole Landscaping
- David Gunn**
Gunn-Duncan Landscaping
- Kevin Hackson CLT**
Hackstone: Stone Craftsmen
- Jerry Hakkers**
Sifton Properties
- Ed Hansen**
Hansen Lawn and Gardens
- Grant Harrison CLT**
Escapes Outdoor Living Designs
- Rohan Harrison**
Premier Turf
- Carl Hastings**
Arbordale Landscaping/Moonstruck Landscape Lighting
- Ryan Heath CLT, CLP**
Royal Stone Landscaping and Design
- Nathan Helder**
Gelderman Landscape Services
- Edward Hewis**
Ground Control Contracting
- John Hewson CLP**
Greenscape Lawn Maintenance
- John Higo**
Turf Care Products Canada
- Barry Hordyk**
Shademaster Landscaping
- Leon Hordyk**
Shademaster Landscaping
- Martin Horsman**
Gelderman Landscape Services
- Doug Hubble**
Direct Solutions
- Mark Humphries**
Humphries Landscape Services
- Kim Icteton**
Somerville Nurseries
- Tom Intven**
Canadale Nurseries
- Sean James**
Fern Ridge Landscaping
- Jill Jensen**
Jill Jensen Botanical Specialties
- Joan Johnston**
Peter Knippel Nursery
- Kennedy Johnston CLT**
Peter Knippel Nursery
- Sarah Johnston**
Greenlife - Ottawa Wholesale Nursery
- William Jordan**
Urban Meadows
- Nicola Kamp**
Nicola's Garden Art
- Anthony Kampen**
Boot's Landscaping and Maintenance
- Kelly Keates**
Pro-Land Landscape Construction
- Robert Kennaley**
McLaughlin & Associates
- Hella Keppo CLT**
Stems Interior Landscaping
- Christoph Kessel**
Ontario Ministry of Agriculture and Food
- Mark Kimmerly**
Allweather Landscape
- Alice Klamer**
Blue Sky Nursery
- Karl Klinck**
Orchard Farm Nursery
- Allan Kling CLP**
Urban Garden Supply
- Ben Kobes**
Kobes Nurseries
- Ron Koudys CLD**
Ron Koudys Landscape Architects
- Michael LaPorte CLT**
Clearview Nursery
- John Lamberink CIT, CIC**
Aquality Irrigation and Illumination
- Marty Lamers**
Oaks Concrete Products by Brampton Brick
- Janice Laurin**
Connon Nurseries/NVK Holdings
- Chas Lawton CHT, CIT**
Taylor Nursery
- Chris Le Conte CIC, CLIA**
Smart Watering Systems
- Jeffrey Lee**
Lee's Landscaping
- Shannon Lindensmith**
Georgina Garden Centre
- Jennifer Llewellyn**
Ontario Ministry of Agriculture and Food
- Brian Lofgren**
Horta-Craft Limited
- Anthony Lombardi CLP, CLD**
Dr. Landscape
- Jeff Lowartz CLT**
Connon Nurseries/CBV Holdings
- Arvils Lukss**
Landscapes By Lucin
- Glen Lumis**
University of Guelph
- Mike Lunau CLT, CLP**
Eden Gardenworks
- Cory MacCallum CIT**
Greenscape Watering Systems
- Fran MacKenzie**
J. Lockwood Chrysler
- Dan MacLean**
Grand River Natural Stone
- Gary MacPhail**
Ego's Nurseries
- Steve Macartney CIT**
Raintree Irrigation and Outdoor Systems
- Chris Mace**
Gelderman Landscape Services
- Mark Mallette**
Mallette Landscaping
- Jim Maloney CLT**
Clintar Landscape Management - Kitchener
- John Mantel**
Connon Nurseries/AVK Holdings
- Brian Marsh**
Earth Art Landscapes
- Regine Marsh**
Earth Art Landscapes
- Ken Martin**
Copper Expressions Landscape Lighting and Design
- Michael Martins**
Kimmick Landscaping
- Mark Mastantuono CLT**
Clintar Landscape Management - Oakville/Burlington
- Teresa Matamoros**
Garden Holistics
- Craig Mathews**
Unilock
- Bob McCannell**
Georgina Garden Centre
- Pamela McCormick CLP**
Simply Landscaping and Garden Designs
- Jim McCracken**
Hugh McCracken o/a McCracken Landscape Design
- Darby McGrath**
Vineland Research and Innovation Centre
- Mike McGrath CLT**
- Jeff McMann CLT**
Town of Markham
- Burke McNeill**
- Don McQueen CIT**
Nutri-Lawn - Burlington
- Jim Melo**
Melo Landscaping
- Rob Mendonca**
Unilock
- Brian Mettel**
B&L Mettel
- Norm Mills**
Kobes Nurseries

Mike Miltenburg

Turf Revolution

Jim Monk

Markham Property Services

John Moons

Connon Nurseries/NVK Holdings

Bruce Morton CLP, CIT, CID, CIC

Greenscape Watering Systems

Janet Mott CLP

Christine's Touch Gardening

Kelly Mulrooney-Cote

Geosynthetic Systems

Rob Naraj CHT

Sheridan Nurseries (Georgetown)

Roy Neves CLIA, CID, CIC

DJ Rain and Co

Terry Nicholson CLT

Clintar Landscape Management

John O'Leary CLT

Clintar Landscape Management

Paul Olsen

Brookdale Treeland Nurseries

Peter Olsen

Royal City Nursery

Keith Osborne

Gro-Bark (Ontario)

Mark Ostrowski

Laurel Forest Farms

Nanthakumar Paramanathan

Jason Partridge

The Scott Wentworth Landscape Group

Michael Pascoe CLT

Fanshawe College

Warren Patterson

Botanix - Barrie's Garden Centre

Ken Pavely CLT

Lawn Life

John Peets

John Peets Landscaping

Fred Persia

Innovative Surface Solutions

Frans Peters

Humber Nurseries

David Pierce

CAP Brick

Nick Pisano

National Research Council Canada

Carolyne Planck

Unilock

Fred Post CLD

Your Designer Landscapes

Chris Power

Bellaire Landscape

Fred Prescod CLT

Plan It With Plants

Sian Pritchard

The Cutting Garden

Chuck Pronger

Watergardens Unlimited

Paul Proulx

Hunter Industries

Bill Putzer

M. Putzer Hornby Nursery

John Putzer

M. Putzer Hornby Nursery

Lee Ratcliffe

Dr. Green Services

Richard Reed

Lawn Life

Jamie Riddell

John Deere Landscapes

Mike Riehm

Envirobond Products

Jay Rivait

Top Grade Landscape and Garden Solutions

Darren Rodrigues

HUB Sinclair Cockburn International

Mike Ross CIC, CLIA

Rain Bird International

Robert Roszell

Road Equipment Links

Gregg Salivan

Salivan Landscape

Matt Sandink CIC, CLIA

Smart Watering Systems

April Scarlett

Urban Landscape Solutions

Greg Scarlett CLT

Urban Landscape Solutions

Stephen Schell CLT

The Plant Lady

Dean Schofield

Landmark Landscaping

Joel Schraven

Pickering Nurseries

Haig Seferian CLD

Seferian Design Group

Frank Selles CLT

Framar Landscape and Maintenance Contractors

Brian Shelfoon

Permacon - Toronto

Janice Shingler

Sheridan Nurseries (Whitby)

Gord Shuttleworth

Delaware Nursery

Marina Signer

Brydges Landscape Architecture

Klaas Sikkema

Scott Sim CIT

The Toro Store

Arthur Skolnik

Shibui Landscaping

Jeff Smith

Lynden Lawn Care

Paul Snyders

PGS Landscape

James Solecki

Integra Bespoke Lighting Systems

Nick Solty

Solty and Sons

Fred Somerville

Somerville Nurseries

Jonas Spring

Ecoman

Patricia Stanish CLD

Patricia Stanish Landscape Design

Christine Stein

Direct Solutions

Bill Stensson

Sheridan Nurseries (Georgetown)

Karl Stensson

Sheridan Nurseries (Georgetown)

Laurie-Ann Stuart

LA Gardens

Ron Swentiski CLD

Trillium Associates

Donald Tellier CLT, CLIA, CIC

Deerbrook Landscaping and Nursery

Jay Terryberry

St. Clair College

Robert Tester

TNT Property Maintenance

Marc Thiebaud

OGS Grounds Maintenance Specialists

Rene Thiebaud CLP

OGS Landscape Services

Rich Thiebaud

OGS Landscape Services

Mike Thomas

The Investment Guild

James Thompson

J Garfield Thompson Landscape

Jeff Thompson

Native Plant Source

Dave Tillaart

Dutchmaster Nurseries

Kyle Tobin

LawnSavers Plant Health Care

Tim Tripp

Neudorff North America

Rodger Tschanz

University of Guelph

Steve Tschanz

Turf Management Systems/Truly Nolen

Bob Tubby CLP

Arbordale Landscaping/Moonstruck

Landscape Lighting

David Turnbull CHT

David Turnbull and Associates

Chris Urquhart CLP

Green Unlimited

Phil Van Alstyne CLT

Michael Van Dongen CHT

Van Dongen's Landscaping and Nurseries

Jay VanGelder

DenBok Landscaping and Design

Jack VandeRee CLT

Boof's Landscaping and Maintenance

Art Vanden Enden CHT

Sheridan Nurseries (Whitby)

Neil Vanderkruk

Connon Nurseries/NVK Holdings

Peter Vanderley CLP

Pete Vanderley's Lawn Maintenance and Landscape Services

Anna van Maris

Parklane Nurseries

Monica van Maris

Van Maris Holdings

Don Voorhees

Steve Wall

Wall To Wall Landscaping

Mike Watson

Kelly's Tree Care

Rita Weerdenburg

Canadian Nursery

Landscape Association

Jeanine West

PhytoServ

Henry Westerhof

Kam's Growers Supply

Alan White

Turf Systems

Joe Willemse

DiMarco Landscape Lighting

Bruce Wilson

Permacon Group - Greater Toronto Area

Robert Wilton CLT

Clintar Landscape Management

Dan Winstanley

Marsh Canada

Jarrett Woodard

Grand River Brick and Stone

David Wright CLP

Wright Landscape Services

John Wright

Wright Lawn Care Services

Corey Yourkin CIT, CIC

Vanden Bussche Irrigation - King City

Andre Ypma

Modern Earthscapes Land Design

Alex Zalewski CLT

Parklane Nurseries

Jason Zehr

Rural Roots Landscaping

Fiore Zenone

Tumbleweed Landscape Contracting

Helmut Zgraja

Helmutz Landscape and Interlock

Youbin Zheng

University of Guelph

2013 ANNUAL REPORT

Special events

Phil Charal, president of Landscape Ontario, expresses his thanks to those volunteers who assist and participate at numerous events during the year: Canada Blooms, certification, golf tournaments, baseball tournaments, Chapter home shows, awards judging, Congress, Expo, Green Trade Expo, Ottawa Day of Tribute and other Chapter events.

Louella Ameralik
Algonquin College

Casey Anderson CLT
Fanshawe College

Stephen Anderson
Stihl

Trevor Ardis
Bell Secondary School

Robyn Avery
Kemptville College

Jessica Banchand
Algonquin College

Karin Banerd
Garden by Design

Kenzie Baribeau
Algonquin College

Simon Barnes CLT
Bos Landscaping

Karinthia Battig CLT, CIT
City of Toronto

Dave Berghout
Kemptville College

Lindsey Best
Hansen Lawn and Gardens

Celine Blanchard
Algonquin College

Vasilii Bnonsalis
Algonquin College

Adam Braun CLT
Gelderman Landscape Services

Scott Brian
Kemptville College

Christie Brimmer

Eric Brooks CLP
Eco Landscaping

Jarret Brown
Kemptville College

Amanda Carrigan
Algonquin College

Lorie Casselman
Kemptville College

Harry Chang
Humber College

Mark Cluthe
Kemptville College

Melanie Cristiano CIT
Greenscape Watering Systems

Trevor Cullen CLT
Cullen Landscaping

Alex Darvell
Kemptville College

Stacy Elliott
Bradley's Insurance

Jeremy Ermond
Kemptville College

Nic Gaudet
Kemptville College

Allan Gauthier
Algonquin College

Tyler Graham

Margarete Haefele CLD
Landscape Garten

Ed Hansen
Hansen Lawn and Gardens

Rick Harvey CLT, CLP
Green Design Landscaping

Sonja Hirsig CLT
Hirsig Landscapes

Phil Huard
Bell Secondary School

Chris Huebert CLT
Clintar Landscape Management - Kitchener

John Hutten CLT, CIT
Artistic Landscape Services

Mary Anne Jackson-Hughes
Algonquin College

Albert Jerome CLT
Zone 5 Landscaping and Property Maintenance

Alistair Johnston
Strybos Barron King

Sara Katz
Wild at Heart Design

Karen Lamarche
Algonquin College

Phil Landry
Algonquin College

Stephanie Lemke
Kemptville College

Will Lipscombe
Kemptville College

Jim Lounsbury
Mohawk College

Kevin MacDonald
Connon Nurseries/CBV Holdings (Trenton)

Alan Malcolmson CLT

Len Mancini
Holland Park Garden Gallery

Louie Marchan
Algonquin College

Nan Matheson
Algonquin College

Mallory McClinchy
Algonquin College

Diane McClymont
Algonquin College

Sean McNiel
Kemptville College

Jeff Menzies
Algonquin College

Joshua Messier
Kemptville College

Lucas Michielsen CLT
Fanshawe College

Matt Mintz CLT

Rick Mowry CIT
Greenscape Watering Systems

Steve Neumann
Algonquin College

Terry O'Brien
Algonquin College

Richard Osborne

Cory Ovans
Kemptville College

Fred Paiva CHT
Sheridan Nurseries (Whitby)

Sebastien Papineau CIT
Greenscape Watering Systems

Natalie Pavlakovic
Greenscape Watering

Chris Pearson CLT
Heritage Green Landscape Contractors

Daniel Pershaw
Kemptville College

Jason Poirier
Kemptville College

Eric Prah
Algonquin College

Rod Pring CLT
Clintar Landscape Management - Hamilton

Tracy Pring CLP
Clintar Landscape Management - Hamilton

Heather Purdy
Kemptville College

Britney Radford

Alysha Riggs
Kemptville College

Andrew Rock
Algonquin College

Mariana Rodriguez
Algonquin College

Richard Rogers CLT
R J Rogers Landscaping

Sharon Rouette-Urquhart
Green Unlimited

Louise Ryan
Algonquin College

Vincent Santino
Manderley Turf Products

Isabella Santino

Richard Schives CLT
Clintar Landscape Management - London

Paul Schnarr CIT
Clintar Landscape Management - Kitchener

Duane Schutten CLT
Heritage Green Landscape Contractors

Brittany Semmler
Kemptville College

Pauline Simpson

Jashua Simpson-Fisher

Claude Smith
Kemptville College

Michele Sutherland-Simpson

Colleen Tataryn CHT
Loblaws Supermarket

Jenny Throup
Algonquin College

Ashley Tilley
Kemptville College

Adam Tyman CLT
Clintar Landscape Management - London

Olivia Urquhart

Cory van Berkom
Algonquin College

Erin Van Gilst
Create it!

Violet Van Wassenaer
Ministry of the Environment

Matt Vine
Kemptville College

Marilyn Whitaker
Algonquin College

Brad Willis CIC
Turf Care Products Canada

Sarah Willits
The Professional Gardener

James Wilson
Kemptville College

Jarrett Woodard
Grand River Brick and Stone

Chuck Yates CIT
Yates Custom Lawn Sprinklers

Companies
Algonquin College Horticultural Program
Clintar Landscape Management - Ottawa
Greenscape Watering Systems
Hansen Lawn and Gardens
Horticare Landscaping
Lafleur de la Capitale
Lindsay Landscape
Natural Impressions Landscaping
The Professional Gardener

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2013

BALANCE SHEET

	2012 Audited Statements	2013 Audited Statements
Assets		
Cash	\$286,667	\$265,501
Investments	1,218,787	1,229,108
Accrued interest	27,252	53,890
Accounts receivable	2,010,299	1,919,230
Prepaid expenses	652,181	705,060
Capital assets	0	29,925
Land/building-Vineland	57,645	57,645
Land/building-Steeles Ave	580,462	580,462
Land/building-Head office	1,243,947	1,243,947
Total assets	6,077,240	6,084,767
Liabilities and Surplus		
Accounts payable	735,033	737,974
Accounts payable-Garden Centre Goup	1,926	(6,553)
Accounts payable-Growers Group	22,525	27,089
Accounts payable-IPM Symposium	14,073	21,089
Accounts payable-Special Projects	15,938	(119,647)
Deferred revenue	2,820,877	2,987,365
Hort. Centre improvement fund	793,857	730,862
Hort. Industry development fund	582,334	563,708
Technology fund	6,431	9,079
Promotion fund	3,263	4,916
Surplus-members equity	1,046,568	1,046,568
Net income	34,414	82,317
Total liabilities and surplus	6,077,240	6,084,767

FUND ALLOCATIONS

	2012 Audited Statements	2013 Audited Statements
Horticultural Industry Development Fund		
Opening balance	\$660,372	\$582,334
Expenditures	(78,038)	(18,626)
Industry funding/donations	0	0
Transfer from net income	0	22,317
Closing balance	582,334	586,025
Horticultural Centre Improvement Fund		
Opening balance	871,544	793,857
Expenditures	(79,007)	(62,995)
Industry funding/donations	1,320	0
Transfer from net income	0	0
Closing balance	793,857	730,862
Technology Fund		
Opening balance	24,183	23,638
Expenditures	(17,752)	(14,559)
Transfer from net income	17,207	40,000
Closing balance	23,638	49,079
Promotion Fund		
Opening balance	20,263	20,470
Expenditures	(17,000)	(15,554)
Industry funding/donations	0	0
Transfer from net income	17,207	20,000
Closing balance	20,470	24,916

INVESTMENTS

	Maturity Date	Rate of Return	Opening Value At Cost Sept. 1/12	Purchases At Cost	Disposals	Gain/Loss Disposals	Realized Interest On Disposals	Accrued Interest Aug. 31/13	Closing Value At Cost Aug. 31/13	Market Value Aug. 31/13
Brookfield Asset Mgmt Coupon	Apr 25, 2017	3.96 %	121,477	0	121,477	5,985		0	0	0
Bank of Nova Scotia Coupon	Jan 22, 2016	2.43 %	449,999	0			21,031	449,999	469,302	
Bank of Montreal Coupon	Apr 21, 2016	2.63 %	647,312	0			30,428	647,312	678,520	
Res Sun Life Financial Coupon	Jan 30, 2018	3.34 %		449,999	449,999	16,205	0	0	0	
Res H&R Real Estate Coupon	Mar 2, 2020	3.64 %		131,798			2,432	131,798	126,998	
Totals			1,218,787	581,797	571,476	22,191	0	53,890	1,229,108	1,274,819

INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
General	255,934	278,647	252,400	249,400	249,400
Membership	1,005,345	1,053,754	1,022,000	1,062,681	1,062,681
Publications	836,752	798,510	868,200	832,000	832,000
Congress	1,941,723	1,998,840	1,950,500	1,994,350	1,994,350
Expo	531,199	429,649	538,000	391,000	391,000
Education	217,444	259,713	195,000	256,700	256,700
Total revenue	4,788,397	4,819,112	4,826,100	4,786,131	4,786,131
Expenses					
General	2,286,622	2,385,406	2,362,000	2,341,400	2,341,400
Membership	606,850	619,016	639,586	680,244	680,244
Publications	322,158	235,205	307,950	247,250	247,250
Congress	1,043,581	1,033,705	1,051,715	1,068,345	1,068,345
Expo	346,797	284,727	346,750	275,800	275,800
Education	147,975	178,736	117,000	169,620	169,620
Total expenses	4,753,983	4,736,795	4,825,001	4,782,659	4,782,659
Net income(loss)	34,414	82,317	1,099	3,472	3,472

2013 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2013

INCOME STATEMENT - GENERAL

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Rent	\$120,247	\$116,073	\$116,000	\$116,000	\$116,000
Administration fees	35,605	73,762	73,000	73,000	73,000
Earned interest	27,275	30,974	53,000	50,000	50,000
Gains/losses-investments	62,351	22,191	1,000	1,000	1,000
Information technology/web fees	8,400	23,400	8,400	8,400	8,400
Miscellaneous	2,055	12,248	1,000	1,000	1,000
Total revenue	255,934	278,647	252,400	249,400	249,400
Expenses					
Administrative expenses					
Property taxes	57,770	63,908	64,000	70,400	70,400
Telephone	31,712	21,501	25,000	20,000	20,000
Hydro	30,993	32,158	33,000	31,000	31,000
Heat	15,487	18,063	21,000	19,000	19,000
Maintenance-yard	62,260	52,649	42,000	50,000	50,000
Maintenance-building	62,973	64,229	65,000	62,000	62,000
Office supplies	20,461	20,398	20,000	16,000	16,000
Office equipment	6,210	7,939	4,500	7,000	7,000
Computer equip/software	4,743	5,309	5,000	6,000	6,000
Information technology/web exps	22,019	21,975	22,000	22,000	22,000
Postage	14,046	7,576	12,000	10,000	10,000
Courier	4,962	3,641	6,000	4,000	4,000
Audit	18,000	18,000	19,000	18,000	18,000
Legal fees	4,186	205	3,000	1,000	1,000
Advertising	683	678	1,000	500	500
Insurance expense	20,978	20,849	21,000	21,000	21,000
Meeting expenses	15,888	11,698	15,000	13,000	13,000
Travel	62,316	64,773	55,000	60,000	60,000
Dues and subscriptions	6,808	5,219	9,000	7,000	7,000
Donations	1,374	1,384	1,000	1,000	1,000
Training (staff)	477	2,332	2,500	3,000	3,000
Miscellaneous expenses	15,108	8,145	12,000	8,000	8,000
Bank charges and interest	73,085	68,639	72,000	70,000	70,000
(Gain) loss on foreign exchange	1,263	2,416	2,000	2,500	2,500
Total expenses	553,801	523,687	532,000	522,400	522,400
Compensation					
Wages	1,536,731	1,642,165	1,625,000	1,600,000	1,600,000
Benefits	104,063	126,179	112,000	125,000	125,000
Source deductions	92,027	93,375	93,000	94,000	94,000
Total	1,732,821	1,861,719	1,830,000	1,819,000	1,819,000
Total expenses	2,286,622	2,385,406	2,362,000	2,341,400	2,341,400
Net income(loss)	(2,030,688)	(2,106,759)	(2,109,600)	(2,092,000)	(2,092,000)
Wage allocations	1,372,326	1,417,113			
Overhead allocations	599,913	594,593			
Net income(loss) net of allocations	(58,450)	(95,053)			

INCOME STATEMENT - EDUCATION

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Special projects	26,089	20,751	15,000	15,000	15,000
Trade courses	158,260	186,941	150,000	208,500	208,500
Certification	33,095	52,021	30,000	33,200	33,200
Total revenue	217,444	259,713	195,000	256,700	256,700
Expenses					
Special projects	3,259	5,745	1,000	12,300	12,300
Trade courses	99,895	103,710	85,000	97,100	97,100
Certification	28,976	53,238	15,000	44,220	44,220
Promotion	3,845	4,043	4,000	4,000	4,000
Foundation scholarships funding	12,000	12,000	12,000	12,000	12,000
Total expenses	147,975	178,736	117,000	169,620	169,620
Net income (loss)	69,469	80,977	78,000	87,080	87,080
Wage allocations	(167,743)	(175,909)			
Overhead allocations	(74,989)	(74,324)			
Net income (loss) net of allocations	(173,263)	(169,256)			

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2013

INCOME STATEMENT - PUBLISHING: *LANDSCAPE TRADES MAGAZINE*

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Advertising	\$540,513	\$545,019	\$572,000	\$572,000	\$572,000
Web display ads	7,230	8,180	8,000	7,500	7,500
Polybag	38,493	45,467	35,000	40,000	40,000
Classified ads	5,661	3,326	5,500	5,000	5,000
Subscriptions	5,347	2,569	5,500	4,000	4,000
Member subscriptions	44,000	44,000	44,000	44,000	44,000
Total revenue	641,245	648,560	670,000	672,500	672,500
Discounts					
Member discounts	64,843	63,378	75,000	70,000	70,000
Agency discounts	12,479	15,648	15,000	15,000	15,000
Total discounts	77,322	79,027	90,000	85,000	85,000
Gross revenue	563,923	569,533	580,000	587,500	587,500
Expenses					
Printing	90,368	51,089	70,000	54,000	54,000
Freelance editorial	10,943	14,322	12,000	10,000	10,000
Editorial travel	1,075	2,347	3,000	3,000	3,000
Sales travel	14,227	10,227	14,000	14,000	14,000
Mail preparation	7,332	10,297	8,000	10,500	10,500
Poly bag costs	4,744	8,495	5,000	9,500	9,500
Postage (2nd class)	54,771	53,871	55,000	55,000	55,000
Postage (foreign)	577	1,404	3,000	1,500	1,500
Courier charges	1,110	1,520	1,500	1,500	1,500
Subscription campaign	521	1,461	1,000	1,000	1,000
Promotion/media kits	4,842	4,219	6,000	4,000	4,000
Ccab circulation audit	6,308	4,291	5,500	5,500	5,500
Miscellaneous	294	1,427	500	500	500
Bad debts	5,801	0	2,000	2,000	2,000
Total expenses	202,914	164,968	186,500	172,000	172,000
Net income(loss)	361,010	404,565	393,500	415,500	415,500

INCOME STATEMENT - PUBLISHING: *LANDSCAPE ONTARIO MAGAZINE*

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Advertising	138,587	135,983	145,000	145,000	145,000
Polybag	5,748	11,934	6,000	8,000	8,000
Classified ads	6,645	4,317	6,000	5,000	5,000
Web classified ads	13,996	16,030	11,000	14,000	14,000
Enews ads	0	0	12,000	6,000	6,000
Subscriptions	74	39	200	0	0
Member subscriptions	44,000	44,000	44,000	44,000	44,000
Total revenue	209,051	212,303	224,200	222,000	222,000
Discounts:					
Member discounts	24,848	23,700	25,000	25,000	25,000
Agency discounts	218	321	1,000	500	500
Total discounts	25,065	24,021	26,000	25,500	25,500
Gross revenue	183,985	188,282	198,200	196,500	196,500
Expenses					
Printing	38,503	24,578	30,000	25,000	25,000
Editorial travel	1,511	1,282	1,000	1,000	1,000
Mail preparations	5,927	8,349	7,000	7,000	7,000
Poly bag costs	1,925	3,900	2,700	3,500	3,500
Postage	17,538	17,033	18,000	18,000	18,000
Miscellaneous	300	150	250	250	250
Bad debts	0	0	500	500	500
Total expenses	65,704	55,291	59,450	55,250	55,250
Net income (loss)	118,281	132,990	138,750	141,250	141,250

2013 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2013

PUBLISHING - SPECIAL PROJECTS

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue	\$88,843	\$40,695	\$90,000	\$48,000	\$48,000
Expenses	53,540	14,945	62,000	20,000	20,000
Net income (loss)	35,303	25,750	28,000	28,000	28,000

PUBLISHING - SUMMARY

	2012 Audited Statements	2013 Audited Statements
Net income (loss)-publishing department	514,594	563,305
Wage allocations	(479,708)	(469,162)
Overhead allocations	(112,484)	(111,486)
Net income (loss) net of allocations	(77,598)	(17,343)

INCOME STATEMENT - MEMBERSHIP SERVICES

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Membership dues	942,873	960,411	950,000	979,181	979,181
Awards of excellence	43,521	61,474	50,000	60,500	60,500
Merchandise	2,107	8,914	2,000	5,000	5,000
Referral fees	16,843	22,955	20,000	18,000	18,000
Total revenue	1,005,345	1,053,754	1,022,000	1,062,681	1,062,681
Expenses					
General					
CNLA membership dues	277,397	280,984	280,000	289,770	289,770
Member subscriptions	88,000	88,000	88,000	88,000	88,000
Awards of excellence	77,598	80,874	70,000	94,450	94,450
Membership plaques	5,620	4,812	7,000	6,000	6,000
Annual report	1,993	2,044	2,000	2,200	2,200
Merchandise	1,183	8,050	2,000	5,000	5,000
Membership campaign	6,364	0	8,000	5,000	5,000
Membership booth	21,706	13,215	18,000	15,000	15,000
Promotion-members	18,865	27,123	20,000	20,000	20,000
Promotion-Canada Blooms	34,043	38,669	35,000	40,000	40,000
Promotion-GFL/branding	11,410	11,319	10,000	10,000	10,000
Total expenses	544,180	555,091	540,000	575,420	575,420
Chapters and sector groups					
Windsor	3,230	3,200	3,200	4,640	4,640
London	6,290	6,550	6,550	8,728	8,728
Golden Horseshoe	9,480	3,833	9,440	9,666	9,666
Waterloo	7,010	6,332	7,208	9,438	9,438
Ottawa	6,342	6,290	6,290	9,136	9,136
Toronto	4,045	10,609	20,542	10,864	10,864
Georgian Lakelands	5,418	6,264	6,264	8,536	8,536
Durham	6,550	6,234	6,472	8,776	8,776
Upper Canada	3,770	3,426	3,620	5,040	5,040
Growers	926	3,733	3,000	3,000	3,000
Lawn Care	937	3,158	3,000	3,000	3,000
Garden Centre	1,203	263	3,000	3,000	3,000
Landscape Contractors	3,094	(919)	3,000	3,000	3,000
Grounds Maintenance	272	233	3,000	3,000	3,000
Designers	476	890	3,000	3,000	3,000
Irrigation	469	(59)	3,000	3,000	3,000
Interiorscape	2,289	2,369	3,000	3,000	3,000
Snow and Ice	763	1,149	3,000	3,000	3,000
Landscape lighting	106	373	3,000	3,000	3,000
Total chapters and sector groups	62,670	63,925	99,586	104,824	104,824
Total expenses	606,850	619,016	639,586	680,244	680,244
Net income (loss)	398,495	434,738	382,414	382,437	382,437
Wage allocations	(459,833)	(461,201)			
Overhead allocations	(149,978)	(148,648)			
Net income (loss) net of allocations	(211,316)	(175,112)			

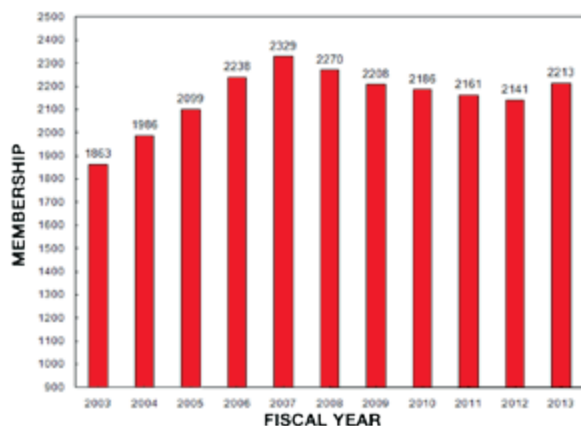
LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2013

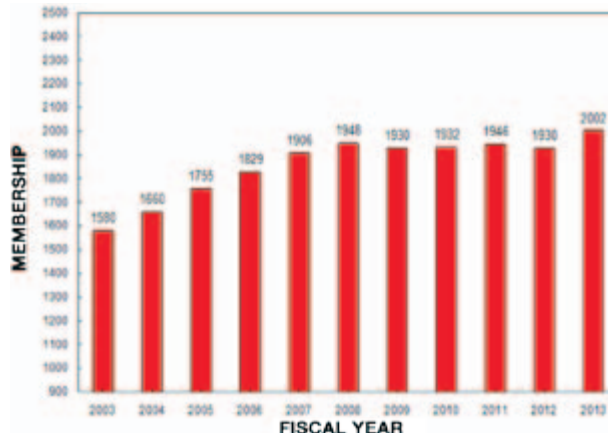
INCOME STATEMENT - CONGRESS

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Exhibit space	\$1,935,384	\$1,977,425	\$1,938,000	\$1,979,500	\$1,979,500
Exhibit space-partners	58,800	65,570	55,000	59,750	59,750
Registration	137,438	132,719	137,000	132,000	132,000
Sponsorship	28,456	31,077	30,000	30,000	30,000
Miscellaneous	1,000	2,357	1,000	2,000	2,000
Total revenue	2,161,078	2,209,148	2,161,000	2,203,250	2,203,250
Discounts					
Member discounts	210,930	204,108	200,000	200,000	200,000
Member discounts-partners	8,425	6,200	10,500	8,900	8,900
Total discounts	219,355	210,308	210,500	208,900	208,900
Gross revenue	1,941,723	1,998,840	1,950,500	1,994,350	1,994,350
Expenses					
Exhibit hall	381,986	389,545	393,415	401,545	401,545
Security	24,804	25,612	25,500	25,500	25,500
Show services	109,374	108,551	110,000	110,000	110,000
Feature area	3,500	3,500	3,500	3,500	3,500
Garden subsidy	15,605	14,153	10,000	14,000	14,000
Speakers	23,967	24,490	25,000	25,000	25,000
Conferences-f&b	29,381	27,121	30,000	30,000	30,000
Registration services	33,980	33,745	37,000	34,000	34,000
Audio visual equipment	22,311	19,421	15,000	22,000	22,000
Receptions	41,215	32,226	33,000	33,000	33,000
Printing	29,563	22,817	32,000	30,000	30,000
Promotion	10,404	6,650	12,000	11,500	11,500
Public relations services	7,133	9,120	8,700	9,800	9,800
Advertising	36,038	32,588	28,000	29,000	29,000
Photography	4,653	2,500	2,000	2,500	2,500
Flowers	513	1,458	1,000	1,000	1,000
Insurance	5,881	5,881	6,000	6,000	6,000
Move in/move out	103,804	110,552	105,000	110,000	110,000
Snow removal	0	0	10,000	10,000	10,000
Travel	45,101	43,947	40,000	40,000	40,000
Parking	11,700	12,285	12,000	12,500	12,500
Police	1,743	1,743	2,000	2,000	2,000
Postage	24,065	23,007	24,600	25,300	25,300
Janitorial	44,100	50,725	45,500	48,600	48,600
Software	8,781	8,717	10,500	8,600	8,600
Labour	3,117	2,584	5,000	5,000	5,000
Commissions-partners	14,725	13,568	20,000	13,000	13,000
Miscellaneous	6,138	7,203	5,000	5,000	5,000
Total expenses	1,043,581	1,033,705	1,051,715	1,068,345	1,068,345
Net income (loss)	898,143	965,135	898,785	926,005	926,005

MEMBERSHIP COUNT 2003-2013



MEMBERSHIP COUNT EXCLUDING HORT MEMBERS 2003-2013



LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2013

INCOME STATEMENT - EXPO

	2012 Audited Statements	2013 Audited Statements	2013 Revised Budgets	2014 Revised Budgets	2015 Proposed Budgets
Revenue					
Exhibit space	\$546,518	\$440,715	\$560,000	\$400,000	\$400,000
Registration	7,912	6,916	3,500	4,000	4,000
Sponsorship	11,250	2,500	9,500	7,000	7,000
Miscellaneous	0	918	0	0	0
Total revenue	565,680	451,049	573,000	411,000	411,000
Discounts					
Member discounts	34,481	21,400	35,000	20,000	20,000
Total discounts	34,481	21,400	35,000	20,000	20,000
Gross revenue	531,199	429,649	538,000	391,000	391,000
Expenses					
Exhibit hall	100,840	97,236	98,920	78,000	78,000
Security	11,536	10,797	10,300	10,300	10,300
Show services	65,661	49,982	65,500	52,000	52,000
Registration services	10,070	10,202	12,000	12,000	12,000
Printing	16,387	9,621	15,050	10,000	10,000
Promotion	6,431	7,048	20,200	12,000	12,000
Public relations services	5,250	6,923	5,750	5,750	5,750
Advertising	28,365	15,292	30,380	20,000	20,000
Photography	2,065	1,250	1,000	1,000	1,000
Move in/move out	32,897	26,591	37,350	28,000	28,000
Travel	17,352	17,807	13,750	13,750	13,750
Parking	2,100	2,100	2,000	2,000	2,000
Receptions	7,133	7,609	7,000	7,000	7,000
Postage	9,523	7,144	7,800	7,000	7,000
Janitorial	8,100	8,100	8,000	8,000	8,000
Software	8,462	6,927	8,500	7,000	7,000
Commissions-partners	10,500	0	0	0	0
Miscellaneous	4,126	98	3,250	2,000	2,000
Total expenses	346,797	284,727	346,750	275,800	275,800
Net income (loss)	184,402	144,921	191,250	115,200	115,200

TRADESHOWS - SUMMARY

	2012 Audited Statements	2013 Audited Statements
Net income (loss)-tradeshow department	1,082,545	1,110,056
Wage allocations	(265,041)	(310,840)
Overhead allocations	(262,462)	(260,134)
Net income (loss) net of allocations	555,042	539,081

MEMBERSHIP BREAKDOWN 2013

