

TOGETHER  
**WE ARE**



WE ARE  
**LANDSCAPE  
ONTARIO**

HORTICULTURAL TRADES ASSOCIATION

[landscapeontario.com](http://landscapeontario.com)



2021 Member Benefits

## Relevance and support in a time of crisis

In 2020, Landscape Ontario members sprang into action to create a Covid-19 Task Force. Its goal: to filter relevant information to business owners and provide support and resources to employers, employees and their families in an unprecedented time of crisis.

The outstanding work, dedication and expertise of the volunteer task force members elevated the Landscape Ontario community to a new level of sharing, caring and relevance.

Now, more than ever, it is important to remain a part of the vibrant LO community. A unified voice helped government to allow landscape and horticulture businesses to be among the first to reopen after the shutdown. Together, we proved how essential the landscape and horticulture profession is to all members of society — and how we improve the lives of clients, communities and the country in many positive ways.

As you move forward through this pandemic, you are not, and will not, be alone. Thank you to the many members who have provided support, resources, and encouragement to others — you make us all very proud!

Together we are one. Together we are **Landscape Ontario!**



## Cost saving benefits

Landscape Ontario's exclusive **Member Savings Programs** save you money on daily business expenses. Enjoy special member pricing for insurance, trucks, equipment, fuel and more. The average members saves over **\$14,000 per year!**

**Start saving today!**



## Marketing benefits

Distinguish your company as a professional using the Landscape Ontario brand. Members are exclusively entitled to use the LO logo for electronic and print materials, and can order free decals and license plate holders to brand vehicles and equipment.

The annual Awards of Excellence program showcases the talent and skills of member projects and winners get special recognition and can promote themselves as an award-winning company.



### Networking benefits

Connect with other professionals, suppliers and experts that can help grow your business through free monthly chapter meetings, social events, sector-specific events, and by participating in local community greening projects.

Plus, all LO member business owners can ask questions and get advice from other pros, through the LO Peer to Peer Network via private online group chat anytime. Group members set the topics for workshops held across the province to help their business to grow.



#### Sector Groups

- Garden Centre Group
- Grounds Management Group
- Growers Group
- Hardscape Group
- Irrigation Group
- Interior Plantscaping Group
- Landscape Contractors Group
- Landscape Designers Group
- Lighting Group
- Snow and Ice Group
- Turf Management Group

#### Chapters

- Durham
- Georgian Lakelands
- Golden Horseshoe
- London
- Ottawa
- Toronto
- Upper Canada
- Waterloo
- Windsor



### Skills upgrading benefits

Expertise, knowledge and passion are three words often used to describe professionals in any field. Landscape Ontario offers members easy access to many skills upgrading, training, and certification programs that give customers peace of mind and confidence:

- **LO Professional Development Seminar Series**
- **Fusion Landscape Professional**
- **Water Smart Irrigation Professional**
- **Landscape Horticulture Certification Program**
- **Horticultural Technician Apprenticeship Program (HTAP)**
- **Chapter Meetings**
- **Congress Conference**

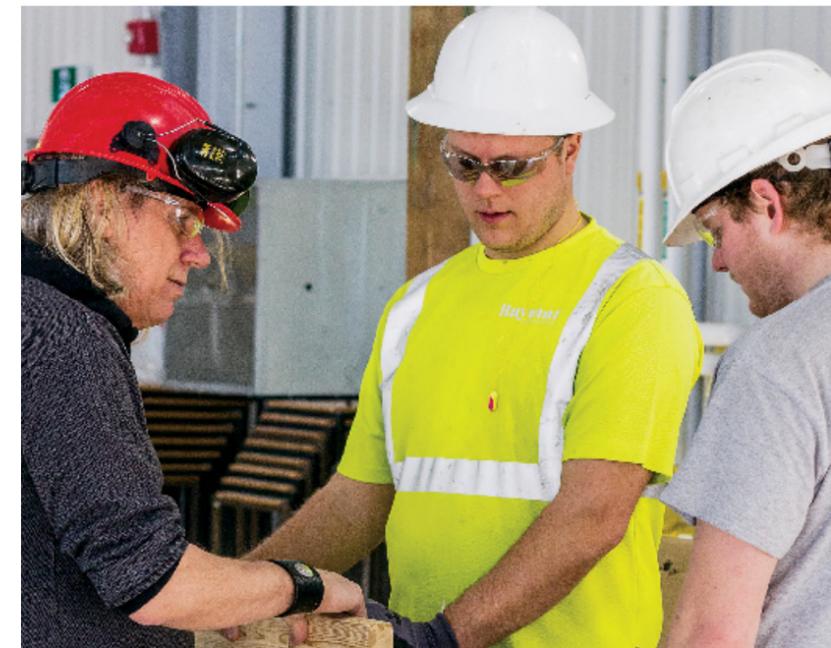
...and more!



**fusion landscape**  
PROFESSIONAL



**WATER SMART**  
IRRIGATION PROFESSIONAL





## Communication benefits

Landscape Ontario members receive annual subscriptions to leading industry publications to stay up-to-date on the latest trends, products and legislation.

Electronic media keep you connected to the latest news.

Members also receive a discount on advertising and custom e-blasts.

- **Landscape Ontario magazine**  
Association and industry news that is brief, targeted and relevant.
- **LO Enews**  
Weekly broadcasts provide quick info on events, breaking news, and more.
- **Landscape Trades magazine**  
The business magazine serving landscape sectors across Canada.
- **Landscape Trades E-ssentials**  
Monthly broadcast of relevant content to a national audience.
- **Garden Inspiration magazine**  
Connecting professional members with a captive consumer audience.
- **The LO Podcast**  
Conversations on the issues affecting landscaping and horticulture pros in Ontario.

## Even more benefits

For nearly 50 years, Landscape Ontario's signature trade show, Congress, has provided a means for the profession to learn, shop, share and grow. Congress is well-known throughout North America.

Members save on Congress trade show and conference passes, exhibit space, and sector-specific conferences. Members also save on admission to Canada Blooms.

### Congress

Canada's top landscaping trade show features:

- IPM Symposium
- Congress Conference
- Landscape Designer Conference

### Canada Blooms

Showcasing horticulture's elegance to 200,000 visitors.



### Funding industry research and scholarships

The Ontario Horticultural Trades Foundation provides over \$45,000 in scholarships to students each year and an average of \$30,000 to industry research projects.

Find out more or donate online:  
**OHTF.ca**

## Get social!

LO members are loyal followers on these social media platforms:



4,137



8,059



5,660



3,978



# In the words of members...



“LO’s support was amazing when we had a legal question last fall.”

**Linda Weykamp**  
Walter Weykamp  
Landscaping



“Thanks to LO for working with government.”

**Bert Hoytema**  
Earthworks  
Landscaping



“We appreciate LO ‘kicking it into high gear’ right now.”

**Andrew Macdonald**  
Arborvitae Ecological  
Landscapes Ltd.



“I really enjoyed the LO webinar and received information that I will use in my business.”

**Chris Urquhart**  
Green Unlimited



“I watched the webinar today, and thought it was fantastic. We are also part of the Peer to Peer group, and are thankful for that.”

**Claudia Baun**  
B.K. Baun Landscape



“We have been keeping up-to-date with all of LO’s updates; we understand that safety is the key to be able to getting back to work.”

**Brad Paton**  
Shades of Summer  
Landscaping &  
Maintenance

## Membership and more...

Visit [HortTrades.com](http://HortTrades.com) for more information on the many benefits available exclusively to members. Renew online at [HortTrades.com/dues](http://HortTrades.com/dues)

HORTICULTURAL TRADES ASSOCIATION  
[landscapeontario.com](http://landscapeontario.com)  
 *Green for Life!*