

PROFESSIONAL DEVELOPMENT

HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com

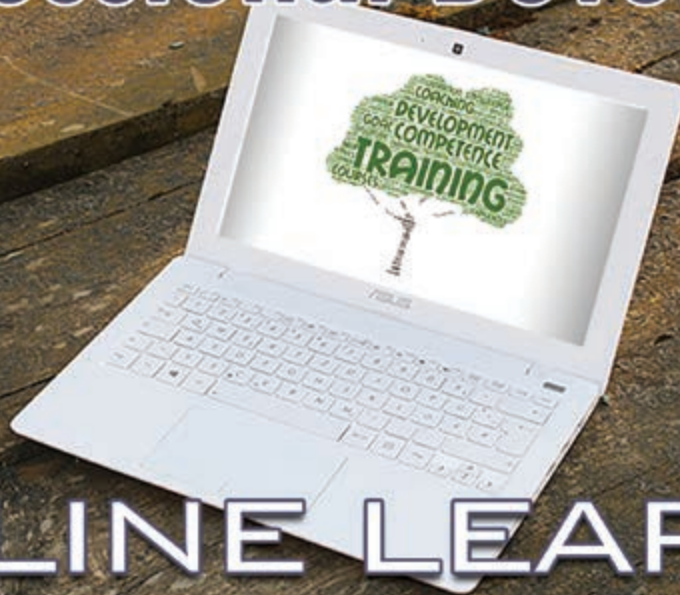


SEMINAR GUIDE 2021



YOUR JOURNEY TO PROSPERITY BEGINS HERE

Professional Development



ONLINE LEARNING

A WIN FOR THE ENTIRE TEAM

Professional development without boundaries —
Now more than ever online learning is particularly attractive.

Offering you and your team the flexibility
to pick the time, place and giving you the opportunity
to progress at your own pace.

Landscape Ontario supports the idea of making learning as
flexible, and accessible, as possible. List below are just a few
of the many industry online learning partners to help support
your business and team growth.

HORTTRADES.COM/ONLINE-LEARNING



PROFESSIONAL DEVELOPMENT: MORE THAN EVER!

While our profession has been so busy serving customers and navigating the pandemic this season, I have been amazed at the number of calls I get asking about seminar plans. It seems like professionals can't wait to get back into training and are hungry for professional development more than ever!

I use the word professionals on purpose, because professionals know continuing to train keeps employee skills relevant, and keeps employees engaged and growing. Professionals know that investing in employees benefits everyone in the company.

The demand is clear, so it's Landscape Ontario's job to be sure professional development is offered in a safe environment. We are reducing class sizes to maximum of 10 participants. We also plan an exciting menu of online learning opportunities - watch horttrades.com/seminars for details.

So even with the challenges posed by coronavirus, LO has once again taken our program to a higher level. We will offer new instructors, and new business-related topics including Business Planning Boot Camp; Company Culture: The Key to Employee Loyalty; How to Recruit, Motivate and Retain a Highly Engaged Team; Build a Better Business; and Marketing and Social Media Content that Sells, just to name a few.

I hope to see you out this season and leave with two important thoughts. First, book your spot now since seminars will fill up quicker this year. And second, be sure to register by Jan. 1, 2021, to get your 10% early booking discount!

Kathy McLean

Seminar Coordinator

kathym@landscapeontario.com

1-800-265-5656 x2306

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SEMINAR REGISTRATION INFO 25-26

CERTIFICATION PROGRAMS

QUALIFIED, TRUSTED, RECOGNIZED

Landscape Ontario is committed to recognizing standards in the landscape horticulture industry. Sector-specific certification programs help to promote competence and professional practices, resulting in recognition of competence and professionalism by consumers.

CERTIFIED LANDSCAPE HORTICULTURIST TECHNICIAN (CLHT)

This program allows individuals to demonstrate their competence in a variety of industry tasks. The Certified Landscape Horticulturist Technician program is available for Softscape Installation, Hardscape Installation, Turf Maintenance, Ornamental Maintenance, Irrigation, Retail Horticulturist and Nursery Worker professionals with one-year experience (highly suggested). This program is an industry-developed program that sets and maintains standards for knowledge, skills and safety through written and hands-on tests.

CERTIFIED LANDSCAPE HORTICULTURIST MANAGER (CLHM)

This program is designed for owners and managers wishing to prove or improve their business skills. The Certified Landscape Horticulturist Manager designation denotes competence in the challenging task of managing a successful business today. The written exam is based on seven core competencies. Study manuals are available.

CERTIFIED LANDSCAPE DESIGNER (CLD)

Becoming a Certified Landscape Designer provides a means of proving to your clients that you not only have the necessary education and industry experience, but that you have written and passed an intensive exam and portfolio review process recognized across Canada. Minimum experience to take this certification is 6 years for the regular path and 12 years under the grandfathering provision.

For more information contact CNLA at certification@cnla-acpp.ca or 1-888-446-3499, ext. 8620.

RECERTIFICATION

Individuals currently holding a Landscape Horticulture Certification Program (LHCP) designation are required to maintain their status by submitting continuing education units (CEUs) to re-certify every 2 years.

Individuals currently holding a Certification Designation:

- Landscape Ontario Professional Development seminars are eligible for Continuing Education Credits/Units (CECs/CEUs) for recertification (CLHT, CLD, CLHM).

Individuals currently holding a Certification Designation through a new program or affiliated association:

- Various Landscape Ontario Professional Development seminars are eligible for CECs/CEUs for recertification of certification designations (ISA, IPM, GRP, FLP, WSIP). Applicable seminars note the program acronym.

Individuals working towards obtaining a Landscape Certification Designation:

- Seminars that show Landscape Certification acronyms (CLHT, CLD, CLHM, FLP, WSIP) can help prepare you for that designation.

For information on tests, judging, sponsorship opportunities and more, visit cnlagetcertified.ca

ASSOCIATED PARTNERS AND PROGRAMS



GRP

GREENROOFS.ORG



IA

IRRIGATION.ORG



PTP

PTPPIC.ORG



DYNA

DYNASCAPE.COM



FLP

HORTTRADES.COM/FUSION



SAS

SMARTABOUTSALT.COM



GCC

GREENCAREERSCANADA.CA



RS

RED-SEAL.CA



ICPI

ICPI.ORG



IPM

ONTARIOIPM.COM



SIMA

SIMA.ORG



STEP

SUSTAINABLETECHNOLOGIES.CA



WSIP

HORTTRADES.COM/WSIP



WSPS

WSPS.CA



ISA

ISAONTARIO.COM



HEA

GREENCAREERSCANADA.CA/
TEACHERS-INDUSTRY/
HORTICULTURAL-EDUCATORS-
ASSOCIATION/

Landscape Horticulture Technician Apprenticeship Program

REGISTER NOW
START TRAINING TODAY!



What is Apprenticeship?

Apprenticeship is a recognized form of post-secondary education and training that provides hands-on, industry-specific knowledge and skills to employees in the profession. Apprentices learn skills in the classroom during the winter months (at any of 4 colleges across the province) and work on-the-job with employers to complete a skills training log book. Upon successful completion of the program, apprentices become **Red Seal certified!**

“On average, employers receive a benefit of \$1.47 for every \$1 invested in apprenticeship training” - CAF

EMPLOYER Benefits

- ✓ Develop your workforce
- ✓ Enhance Productivity
- ✓ Improve retention
- ✓ Government incentive
- ✓ Promote a culture of training

EMPLOYEE (Apprentice) Benefits

- ✓ \$4000 in grants
- ✓ Hands-on learning
- ✓ Industry recognized
- ✓ Help advance your career
- ✓ Earn while you learn

REGISTRATION IS EASY Let LO support you from start to finish.
To register, or for more information: info@horticulturetechnician.ca



APPRENTICESHIP
Horticultural Technician
Landscape Horticulturist



www.horticulturetechnician.ca

SEMINARS

BUSINESS DEVELOPMENT

TEAM LEADER TRAINING SEMINAR CLHM

Successful teams are led by high-performance coaches. This Team Leader Training is an interactive seminar geared towards newly-promoted supervisors or managers who need a refresher on creating high-performance teams. Refer to horttrades.com/seminars for complete details.

LBM123 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday, January 28, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Kate Seaver, Kate's Garden

NEW COMPANY CULTURE — THE KEY TO EMPLOYEE LOYALTY CLHM

When an employee walks out the door, others notice. Some might even think they should start looking for a new job, too. That's why employee retention and job satisfaction should be high on every organization's list of priorities — and why creating effective retention strategies to decrease turnover is one of the owner's and manager's most important jobs. Refer to horttrades.com/seminar for complete seminar details.

LBM130 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, February 1, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Greg Wildeboer, Whispering Pines Landscaping

NEW IF OWNING A BUSINESS WAS EASY, EVERYONE WOULD HAVE ONE CLHM

How do you plan for hard times? How can you plan and structure your business to be fiscally sound, independent and debt free? This seminar will help business owners and managers of newer firms get better organized and learn techniques on reducing spending. The instructor will share ideas on how to operate lean all the time, so you're capable of weathering your next down time. Refer to horttrades.com/seminar for complete seminar details.

LBM132 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, February 9, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Tony Lombardi CLD, Dr. Landscape

NEW BUSINESS PLANNING BOOT CAMP CLHM

The Business Planning Boot Camp is an intensive half-day program conducted by Peter Wright, president of The Planning Group. This unique professional development session is specially customized for landscape companies, offering a mix of business planning training and discussions to assist participants in thinking about their own organization's situation.

Refer to horttrades.com/seminars for complete seminar details.

LBM129 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, January 29, 2021

Time: 9:00 a.m. - 1:00 p.m. (Lunch not included)

Instructor: Peter Wright, The Planning Group

LO Member: \$84.60 (plus HST)

Potential Member: \$162.40 (plus HST)

NEW OPEN BOOK MANAGEMENT CLHM

The philosophy of open book management (OBM) is that businesses will experience greater success by sharing relevant financial and operational information with every employee. OBM encourages employees to look for ways to improve efficiency, increase profit and avoid mistakes. Learn the basic principles of Open Book Management and ways to start implementing this practice in your business.

Refer to horttrades.com/seminars for complete seminar details.

LBM131 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, February 2, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Grant Harrison CLHT, Nextra Consulting

DEEP DIVE CFO ANALYSIS: WHAT THE NUMBERS REALLY MEAN! CLHM

Do you find yourself completely overwhelmed when looking at your company numbers? Do you wish to know if you are making or losing money before the end of the year? Are you tired of poor cash flow? Are you confused when speaking with your accountant and banker? Participants will hear from one of the profession's leading firms, as he speaks first-hand on how he sees a "story" when reviewing both the Profit and Loss Statement and Balance Sheet. Refer to horttrades.com/seminar for complete seminar details.

LBM121 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, February 16, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Nathan Helder, Gelderman Landscape Services

BUSINESS DEVELOPMENT

NEW
EMBRACE YOUR INNER GEEK
CLHM

Participants will be introduced to programs and apps that are specific to owners and production staff, for training, customer care, accounting, human resources, fleet management, GPS tracking, internal and external communication, weather tracking and project planning. The instructor will share how he's implemented technology, as well as its pros and cons. Refer to horttrades.com/seminars for complete seminar details.

LBM133 (MILTON)

Location: Landscape Ontario, Milton
Date: Wednesday, February 17, 2021
Time: 9:00 a.m. - noon (Lunch not included)
Instructor: Grant Harrison CLHT, Nextra Consulting
LO Member: \$63.50 (plus HST)
Potential Member: \$121.80 (plus HST)

NEW
BUILD A BETTER BUSINESS
CLHM

Could your company use a boost? Spend the day focusing on strategies to grow your business. During this interactive group format, we'll discuss five pillars to business growth. You will be given tools and best practices to implement immediately to help grow your business and make it more profitable. Refer to horttrades.com/seminars for complete seminar details.

LBM134 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday, March 1, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Grant Harrison CLHT, Nextra Consulting

SUPERVISOR RESPONSIBILITIES AND DUE DILIGENCE
CLHT CLHM

Supervisors play a critical role in workplace health and safety. This seminar is designed to equip supervisors with the knowledge to understand their legal duties, their role as a leader and the key concept of due diligence. Refer to horttrades.com/seminars for complete seminar details.

LSO28 (MILTON)

Location: Landscape Ontario, Milton
Date: Friday, March 5, 2021
Time: 9:00 a.m. - noon (Lunch not included)
Instructor: Kristin Hoffman, WSPS
LO Member: \$168.50 (plus HST)
Potential Member: \$275.00 (plus HST)

HOW TO RECRUIT, MOTIVATE AND RETAIN A HIGHLY-ENGAGED TEAM
CLHM

Highly-engaged employees are 25 per cent more productive and earn their companies significantly greater returns. Can your business afford not to have effective recruitment, on-boarding, alignment, inclusion, motivation, recognition, training and rewards strategies? Refer to horttrades.com/seminars for complete seminar details.

LBM124 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday, February 22, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Kate Seaver, Kate's Garden

LEADING YOUR TEAM TO SUCCEED
CLHM

As a business owner, operations manager or supervisor, are you tired of 'winging' leadership? Studies show people are your greatest asset, but what if they are not responding the way you want? Set your people up to succeed by attending this seminar. Refer to horttrades.com/seminars for complete seminar details.

LBM106 (MILTON)

Location: Landscape Ontario, Milton
Date: Thursday, March 4, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Andrew Wall, Sandler Training

NEW
RE-TOOL YOUR WEBSITE

Does your website need help? Will getting found in Google help you get more business? Retool your Website was designed to help small businesses design and apply common sense, lead-generation content and techniques for websites using simple-to-learn, proven principles. Participants should come prepared to learn and leave with a full plan of attack to re-tool their website, or build a new one. Refer to horttrades.com/seminars for complete seminar details.

LBM135 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday, March 8, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Peter Wright, The Planning Group

BUSINESS DEVELOPMENT

NEW
**PROFITABILITY BEGINS BEFORE
 7 A.M.: THE KEY TO A SUCCESSFUL
 MORNING ROLLOUT**
CLHM

Looking for ways to tighten your company's morning routine? The instructor will offer tips to improve efficiency in your yard and get crews on the road and to clients' properties faster.

Refer to horttrades.com/seminars for complete seminar details.

LBM136 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, March 16, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Greg Wildeboer, Whispering Pines Landscaping

**THE EFFECTIVE SUPERVISOR:
 BUILDING STRATEGIES FOR SUCCESS**
CLHT CLHM ISA

Considering the day-to-day context in which supervisors perform their roles, this seminar brings concepts to life associated with "organizing the work and its performance," as referenced in the definition of a competent person. This seminar goes beyond awareness of the legal roles and responsibilities of supervisors, and engages participants in identifying real-life challenges and solutions.

Refer to horttrades.com/seminars for complete seminar details.

LS020 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday-Wednesday, March 16-17, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Kristin Hoffman, WSPS

LO Member: \$434.50 (plus HST)

Potential Member: \$715.00 (plus HST)

NEW
**MARKETING AND SOCIAL MEDIA
 CONTENT THAT SELLS**
CLHM

Great content — be it a marketing message or a social media post — is all about developing and maintaining relationships with your prospective and current customers. Isn't it time you had a system for telling stories that captivate and resonate, while elevating your brand? Refer to horttrades.com/seminars for complete seminar details.

LBM137 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday March 18, 2021

Time: 9:00 a.m. - noon (Lunch not included)

Instructor: Alyssa Twist Light, The Profitable Innovator

LO Member: \$63.50 (plus HST)

Potential Member: \$121.80 (plus HST)

CERTIFICATION

**CERTIFIED IRRIGATION
 TECHNICIAN PREP SEMINAR (CIT)**
WSIP

This seminar will help prepare individuals wishing to take the Irrigation Association's CIT exam.

Workbook: Participants will need to purchase a workbook from irrigation.org, review prior and bring to the seminar.

Exam: For those wishing to write their exam, contact the Irrigation Association at least 30 days prior to the exam at irrigation.org.

Exam location: Visit irrigation.org and click on, "Register for Exams" under the **Certification menu**.

Refer to horttrades.com/seminars for complete seminar details.

LI010 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday - Thursday,

April 7-8, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

EQUIPMENT

NEW
**MASTERING COMMERCIAL VEHICLE
 LAWS AND THE ROADSIDE
 INSPECTION**

This two-part seminar, taught by retired police commercial vehicle inspectors, will provide the information needed to stay compliant with commercial vehicle legislation in Ontario, how to navigate the CVOR system and offer hands-on demonstrations of a standard roadside inspection.

Refer to horttrades.com/seminars for complete seminar details.

LE009 (MILTON)

Location: Landscape Ontario, Milton

Same seminar, two dates offered:

A) Tuesday, March 9, 2021

B) Thursday, March 11, 2021

Time: 9:00 a.m. - 2:00 p.m. (approx.)

Instructor: Representative from Tri-Shield

LO Member: \$106.00 (plus HST)

Potential Member: \$184.50 (plus HST)

**OWNER/OPERATOR
 EQUIPMENT SEMINAR**
CLHT

This seminar is designed for the landscape contractor equipment operator and/or owner. Participants are instructed in safety, maintenance theory and practice as it relates to the most popular landscape contractor equipment.

Refer to horttrades.com/seminars for complete seminar details.

LE008 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday, March 18, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Representative from WPE Equipment

EQUIPMENT

CHAINSAW TRAINING CLHT

To promote the safety of landscape professionals using chainsaws, the MOL requires training on safe chainsaw operation by a competent instructor. This two-day seminar satisfies that requirement.

Refer to horttrades.com/seminars for complete seminar details.

LS004-KW (ELMIRA)

Location: Allgreen Tree Service, 155 Union St., Elmira

For directions only, call 519-669-0857

Date: Monday-Tuesday, November 16-17, 2020

Time: 9:00 a.m. - 4:00 p.m. (Lunch not included)

Instructor: Mike Hayes, Allgreen Tree Services

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

LS004-LN (LONDON)

Location: Refer to

horttrades.com/seminars/topic/equipment-handling

Date: TBA

Time: 9:00 a.m. - 4:00 p.m. (Lunch not included)

Instructor: Rick Mackinnon, Davey Tree Service

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

LS004 (MILTON)

Location: Landscape Ontario, Milton

Same seminar, two dates offered:

A) Wednesday-Thursday, March 31-April 1, 2021

B) Wednesday-Thursday, April 7-8, 2021

Instructors: Davey Trees representative, Total Rescue representative

DETAILS FOR MILTON

Time: Day 1, 9:00 a.m. - 3:30 p.m. (Lunch included)

Time: Day 2, 9:00 a.m. - noon approx. (Lunch not included)

LO Member: \$200.00 (plus HST)

Potential Member: \$385.00 (plus HST)

COMPACT EXCAVATOR SAFE OPERATOR TRAINING

This seminar covers the fundamentals of daily maintenance, machine controls, safe operating practices/techniques and legal considerations for compact excavators found on many job-sites. In addition to class time, participants will be given the opportunity to operate and demonstrate proficiency on a compact excavator in a simulated job-site environment.

Refer to horttrades.com/seminars for complete seminar details.

LE004-DU (OSHAWA)

Location: Herc Rentals, 411 Bloor St. West, Oshawa

For directions only, call 905-404-8411

Date: Wednesday, March 17, 2021

LE004 (ETOBICOKE)

Location: Herc Rentals, 35 Claireville Dr., Etobicoke

For directions only, call 416-679-4173

Same seminar, two dates offered:

A) Wednesday, March 24, 2021

B) Wednesday, April 7, 2021

LE004-GH (HAMILTON)

Location: Herc Rentals, 2418 Barton St. East, Hamilton

For directions only, call 905-545-2233

Date: Monday, March 29, 2021

DETAILS FOR ALL LOCATIONS

Instructor: Bruce Hannah, Herc Rentals

Time: 9:00 a.m. - 2:00 p.m. approx. (Lunch not included)

LO Member: \$175.00 (plus HST)

Potential Member: \$299.00 (plus HST)

SKID STEER CERTIFICATION TRAINING CLHT

This is a seminar for employers who want to undertake due diligence, and for individuals who want to learn how to operate a skid steer safely and correctly. Instruction will include basic operator safety, inspection, and equipment features in accordance with applicable OHSA and regulations and equipment manufacturers' guidance. Each participant will undergo classroom evaluation in a simulated jobsite environment.

Refer to horttrades.com/seminars for complete seminar details.

LS003-DU (OSHAWA)

Location: Herc Rentals, 411 Bloor St. West, Oshawa

For directions only, call 905-404-8411

Date: Thursday, March 18, 2021

LS003 (ETOBICOKE)

Location: Herc Rentals, 35 Claireville Dr., Etobicoke

For directions only, call 416-679-4173

Same seminar, three dates offered:

A) Thursday, March 25, 2021

B) Tuesday, April 6, 2021

C) Thursday, April 8, 2021

LS003-GH (HAMILTON)

Location: Herc Rentals, 2418 Barton St. East, Hamilton

For directions only, call 905-545-2233

Date: Tuesday, March 30, 2021

LS003-KW (CAMBRIDGE)

Location: Herc Rentals, 500 Collier Macmillan Dr., Cambridge

For directions only, call 519-624-7940

Date: Wednesday, March 31, 2021

DETAILS FOR ABOVE LOCATIONS

Instructor: Bruce Hannah, Herc Rentals

Time: 9:00 a.m. - 2:00 p.m. (Lunch not included)

LO Member: \$175.00 (plus HST)

Potential Member: \$299.00 (plus HST)

LS003-LN (THAMESFORD)

Location: Huron Tractor, 37 Elgin Rd., Thamesford

For directions only, call 519-285-3845

Date: Wednesday, March 24, 2021

Time: 9:00 a.m. - 2:00 p.m. (Lunch not included)

Instructor: Representative from Martin's Lift Truck Service

LO Member: \$137.50 (plus HST)

Potential Member: \$264.00 (plus HST)

GROUNDS MAINTENANCE

MAINTENANCE AND SAFETY OF TOOLS AND EQUIPMENT CLHT

This day will benefit new employees and is particularly suited for those with some industry experience. Participants should come prepared for some hands-on learning. PPE (personal protection equipment), including gloves, work boots, hard hat, eyewear, ear protection, etc., should be brought.

Refer to horttrades.com/seminars for complete seminar details.

LM202 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, March 1, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Representative from WPE Equipment

FUNDAMENTALS OF CUSTOMER SERVICE AND SAFETY CLHT CLHM

Vital to a successful operation, this seminar covers the customer service and safety aspects of working in the grounds maintenance field. Participants will spend the first part of the day reviewing health and safety, including OHSA, hazard assessment and controls, WHMIS, transportation safety and the MTO and vehicle and driver licensing. Finishing up the day, participants will review key strategies for keeping your customers happy.

Refer to horttrades.com/seminars for complete seminar details.

LM201 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, March 3, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jeff Lowartz CLHT, CSL Group

GROUNDS MAINTENANCE TURF, PRUNING AND GENERAL STANDARDS CLHT

Wrapping up the week-long program, day five will go over the art of planting, pruning and turfgrass.

Items covered include:

- Planting standards.
- Site preparation.
- Mulching and taking dormancy into consideration.
- Spring and fall cleanups.

Weather permitting, participants should bring secateurs for outdoor hands-on pruning.

Refer to horttrades.com/seminars for complete seminar details.

LM205 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, March 5, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Bruce Peart, Gelderman Landscape Services

ESSENTIAL GROUNDS MAINTENANCE PRACTICES CLHT CLHM IPM

For the novice, day two of Grounds Maintenance Week offers participants the opportunity to experience everything the grounds maintenance profession encompasses. All content provides a foundation to support maintenance staff in maintaining aesthetically pleasing and beautiful landscapes.

Refer to horttrades.com/seminars for complete seminar details.

LM203 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, March 2, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Bruce Peart, Gelderman Landscape Services

ANNUALS AND PERENNIALS IN GROUNDS MAINTENANCE CLHT CLD

Day four involves the basics of plant identification of annuals and perennials, how to plan for site planting, review of locations and conditions as well as care needs. This seminar is for all employees and those with some industry experience in maintaining annuals, perennials and grasses. Participants should come prepared for some hands-on learning (PPE required: gloves and protective eyewear). Refer to horttrades.com/seminars for complete seminar details.

LM204 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday, March 4, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Bruce Peart, Gelderman Landscape Services

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

IMPROVED GROUNDS MAINTENANCE CLHT

This popular seminar is one you should consider attending before starting your season. The magic behind every outstanding landscape is found in attention to detail. Knowledge is the key to quality work. This seminar will unlock some of the theory and techniques needed to attain an eye-catching landscape.

Refer to horttrades.com/seminars for complete seminar details.

LM002 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, March 12, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jeff McMann NPD, ISA, CLHT

IRRIGATION

IRRIGATION SYSTEMS: THE ABCS CLHT CIT WSIP

This hands-on seminar provides an introduction to irrigation systems for landscape applications. Emphasis is placed on irrigation components, what they look like, how they work and how parts go together to create a system. Refer to horttrades.com/seminars for complete seminar details.

LI003 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, March 22, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

IRRIGATION COMPONENT REPAIR AND TROUBLESHOOTING CLHT CIC WSIP

This seminar is for both new and experienced irrigation personnel, covering the most common problems and how to analyze them on the job. Refer to horttrades.com/seminars for complete seminar details.

LI006 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, March 24, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

ELECTRICAL TROUBLESHOOTING FOR IRRIGATION SYSTEMS

This hands-on seminar will cover what you need to know, and the equipment needed to analyze, troubleshoot, locate problems, repair them and get things working. Refer to horttrades.com/seminars for complete seminar details.

LI020 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, March 26, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

INSTALLATION STEPS AND PRACTICES: BUILD A SYSTEM CIC WSIP

Learn the fundamentals of irrigation system installation. By day's end you will have helped construct a PVC rotor system, a poly pipe spray system and a basic drip (low volume) irrigation station, all operated electrically from the controller that you will install with a rain sensor that you wire up and test.

Refer to horttrades.com/seminars for complete seminar details.

LI005 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, March 23, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

CONTROLLERS, SENSORS AND SCHEDULING CLHT CIC WSIP

Participants will learn about basic scheduling of an irrigation controller (timer) and how to program the scheduling problems that occur many times throughout the day. Discuss the types of controllers available and review features, including special operational modes for some controllers. If changing out a controller, learn which new controller will best fit the irrigation requirements for the specific site you have in mind.

Refer to horttrades.com/seminars for complete seminar details.

LI007 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday, March 25, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

BIDDING AND ESTIMATING: HOW TO RUN PROFITABLE IRRIGATION PROJECTS CLHM WSIP

This seminar will help participants learn how to do material takeoffs, work out overhead costs, and steps required when submitting a price for residential and commercial irrigation work. Participants will leave knowing the difference between estimating and bidding projects, calculating expenses to make a profit, reading drawings and working out materials and labour.

Refer to horttrades.com/seminars for complete seminar details.

LI011 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, March 29, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

**IRRIGATION BOOT CAMP
WSIP**

This fast-paced, two-day seminar is an overview for those with at least two seasons of irrigation experience or have attended seminar LI003. **Topics include** sprays, rotors, impacts, pipe, wire, controllers, sensors, low volume drip emitters, landscape dripline, drip zone kits, dirty water valves, weather and cloud-based ET controllers and sensors and wiring an irrigation system. Refer to horttrades.com/seminars for complete seminar details.

LI026 (MILTON)

Location: Landscape Ontario, Milton
Same seminar, two dates offered:
A) Wednesday - Thursday, January 20-21 2021
B) Tuesday - Wednesday, March 30-31, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructors: Steve Hernandez, Groundhog Landscaping; Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
LO Member: \$275.00 (plus HST)
Potential Member: \$528.00 (plus HST)

**IRRIGATION DESIGN:
AN INTRODUCTION
CID WSIP**

This hands-on introductory seminar is for those wanting to learn how to design an irrigation system. Participants will learn the irrigation design fundamentals, how to create a simple irrigation system, spray and rotor sprinkler head layout techniques and how to design an efficient system. Refer to horttrades.com/seminars for complete seminar details.

LI015 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday, April 5, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

**DRIP IRRIGATION:
WATER CONSERVATION WISE
CLHT CIC WSIP**

Participants will learn what is involved in designing a low volume irrigation system or station along with basic irrigation design principles. Hands-on design work will discuss the incorporation of point-source emitter watering for sparse plantings, landscape drip line for subsurface and on-surface applications for watering mass plantings, deep root watering systems for trees and shrubs, plus more traditional micro spray and micro bubbler watering methods. Refer to horttrades.com/seminars for complete seminar details.

LI023 (MILTON)

Location: Landscape Ontario, Milton
Date: Tuesday, April 6, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP



The **Water Smart Irrigation Professional (WSIP)** Certification Program provides contractors with the tools and knowledge to promote water efficient irrigation practices to their clients.

The program is available to contractors who provide residential and/or commercial irrigation services to clients in Ontario.

Space in the 2020 WSIP training program is limited. Application is required, please see the website for details.

To learn more, visit horttrades.com/WSIP

Benefits include:

- New business opportunities
- Access to an Irrigation Auditing Software
- Recognition as a leader in your field

Companies operating in Peel Region, York Region and/or the Town of Carlisle (City of Hamilton) can also access:

- Municipal recognition and promotion
- Access to municipal incentive programs



INTEGRATED PEST MANAGEMENT (IPM)

NEW
**NEMATODES: THE UNDERCOVER
 HEROES OF LAWCARE**
CLHT

This seminar is ideal for lawn care specialists hoping to go a little greener and cater to the next generation of homeowners. The seminar focuses on natural controls for various turf grass pests, debunking the myth that natural controls are ineffective. Refer to horttrades.com/seminars for complete seminar details.

TM014 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday March 19, 2021

Time: 9:30 a.m. - 12:30 p.m. (Lunch not included)

Instructor: John Robertson, Natural Insect Control

LO Member: \$63.50 (plus HST)

Potential Member: \$121.80 (plus HST)

NEW
**IPM FOR WOODY PLANTS:
 BLIGHTS AND OVERSIGHTS**
CLHT ISA IPM

Wish you were more effective at detecting, identifying and managing disease and abiotic disorders on outdoor woody ornamentals? Then this is the seminar for you! Come and learn about IPM and site management for plant health in an engaging session that uses photos, videos and interactive problem-solving games in a fun environment. Refer to horttrades.com/seminars for complete seminar details.

TM012 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, March 30, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jennifer Llewellyn, OMAFRA

LO Member: \$148.50 (plus HST)

Potential Member: \$275.00 (plus HST)

NEW
**IPM FOR WOODY PLANTS:
 BUGS AND THUGS**
CLHT ISA IPM

Do you wish that you were more effective at detecting, identifying and managing insect and mite pests on outdoor woody ornamentals? This popular seminar will give you a much greater understanding and familiarity of Ontario woody plant pests and a solid set of resources that will make you your clients "Guru". Refer to horttrades.com/seminars for complete seminar details.

TM013 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, April 6, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jennifer Llewellyn, OMAFRA

LO Member: \$148.50 (plus HST)

Potential Member: \$275.00 (plus HST)

LANDSCAPE CONSTRUCTION

**COBBLESTONE INSTALLATION:
 ART AND TECHNIQUE**

This three-day theory and hands-on seminar is an exciting opportunity for stone wallers, masons, and landscape enthusiasts of all abilities. It covers safety, basic terminology (e.g. how to use, apply and prepare cubes), structures and styles of cobblestone installation. Using natural stone, participants will learn proper techniques as they work along with the instructor in constructing a cobblestone project on-site.

Refer to horttrades.com/seminars for complete seminar details.

LC065 (MILTON)

Location: Landscape Ontario, Milton

Dates: Tuesday- Thursday, January 26-28, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Aldo Chemelli, Royalstone Design

LO Member: \$570.00 (plus HST)

Potential Member: \$825.00 (plus HST)

**CHISELED IN STONE:
 AN INTRODUCTION**

This two-day introductory seminar is suitable for those seeking greater insight and skill development in the art of stone masonry. Participants are required to bring personal protective equipment including work boots, gloves, eye and hearing protection, particulate mask, etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

Refer to horttrades.com/seminars for complete seminar details.

LC063 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday-Tuesday, February 1-2 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Bradley Repchull, Silver Stone Landscape Construction

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

**PAVING YOUR WAY
 TO PERFECT INTERLOCK**
CLHT

This hands-on seminar is geared toward individuals looking to develop or improve the practical skills of paving stone installation.

Refer to horttrades.com/seminars for complete seminar details.

LC014 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, February 3, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Ryan Heath CLHM, CLHT, AquaSpa Pools and Landscape Design

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

LANDSCAPE CONSTRUCTION

CHISELED IN STONE: INTERMEDIATE SEMINAR

For the landscape construction pro, this intermediate stone masonry seminar is designed for those already familiar with basic masonry concepts, tools, and techniques.

Refer to horttrades.com/seminars for complete seminar details.

LC064 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday-Friday, February 4-5, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Bradley Repchull, Silver Stone Landscape Construction

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

CHISELED IN STONE: ADVANCED STONE MASONRY

Take your masonry arts to the next level by participating in this advanced seminar for landscape construction pros with stone masonry experience.

Refer to horttrades.com/seminars for complete seminar details.

LC027 (MILTON)

Location: Landscape Ontario, Milton

Dates: Monday-Wednesday, February 8-10, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Bradley Repchull, Silver Stone Landscape Construction

LO Member: \$570.00 (plus HST)

Potential Member: \$825.00 (plus HST)

PRECAST RETAINING WALLS FROM THE GROUND UP

CLD

Learn all there is to know about building retaining walls in this two-day seminar. Participants will explore why walls fail, proper construction techniques and selecting the walling system to meet project and permit requirements.

Refer to horttrades.com/seminars for complete seminar details.

LC040 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday-Friday, February 11-12, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Ryan Heath CLHM, CLHT, AquaSpa Pools and Landscape Design

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

GRADING AND DRAINAGE: A NECESSARY EVIL

CLHT CLD CLHM FLP

Grading and drainage can be a tedious task, but it is imperative to get it right in order to achieve success on your construction job. This seminar will benefit contractors and designers with little or no familiarity with grading and drainage requirements and processes.

Refer to horttrades.com/seminars for complete seminar details.

LC019 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, February 8, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Tony Lombardi CLD, Dr. Landscape

LASER LEVELS, SPOT AND JOB SITE ELEVATION LAYOUTS

CLD CLHT

This is a seminar for all members of your construction and design team. Participants should dress for outdoor site measurement and spot elevation collection.

Refer to horttrades.com/seminars for complete seminar details.

LC058 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, February 10, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Tony Lombardi CLD, Dr. Landscape

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

OUTDOOR FIREPIT CONSTRUCTION

In this two-day, hands-on seminar, participants will learn the basics of constructing an outdoor firepit. Participants are required to bring personal protective equipment including work boots, gloves, eye and hearing protection, particulate mask etc., a 2-3 lb. steel mallet, one splitting chisel and one facing chisel. Refer to horttrades.com/seminars for complete seminar details.

LC062 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday-Wednesday, February 16-17, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: John Popp, Stone Works Masonry

LO Member: \$385.00 (plus HST)

Potential Member: \$550.00 (plus HST)

LANDSCAPE CONSTRUCTION

GETTING STARTED IN CONCRETE

This seminar will cover the basic principles and practices of forming, reinforcing, ordering, mixing, pouring, finishing and curing concrete, to allow you to pour a slab on grade with confidence. This is a combined classroom and hands-on seminar.

Refer to horttrades.com/seminars for complete seminar details.

LC011 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, February 19, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Andrew McCarty CLHT, Partridge Fine Landscape

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

CONCRETE: THE NEXT LEVEL

For those who know the basics of mixing, placing and finishing concrete, this seminar will further your skills in forming, reinforcing and pouring steps. Participants will have some time to practice finishing larger slabs on grade.

Refer to horttrades.com/seminars for complete seminar details.

LC035 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, February 26, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Andrew McCarty CLHT, Partridge Fine Landscape

LO Member: \$192.50 (plus HST)

Potential Member: \$275.00 (plus HST)

LANDSCAPE LIGHTING 101

This seminar is for the beginner or novice who is interested in learning more about landscape lighting, or thinking of adding landscape lighting to his business offering. Refer to horttrades.com/seminars for complete seminar details.

LC059 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, March 2, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: John Higo, Turf Care Products Canada

LANDSCAPE DESIGN

HOW TO USE DYNASCAPE CLD CLHT

Dynascape is a CAD (Computer Automated Drafting) program for landscape designers and contractors. With pre-set line weights and beautiful landscape symbols, it can help convey your ideas in a clear, concise manner, making quantity takeoffs and design changes almost effortless. This seminar is intended for landscape designers or contractors at all experience levels.

Refer to horttrades.com/seminars for complete seminar details.

LD025 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday- Thursday, January 27-28, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Beth Edney CLD, Designs by the Yard

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

LANDSCAPE DESIGN: AN INTRODUCTION CLD

This seminar is great for those looking to expand their existing landscaping design experience or to start learning landscape design as a career path, but have no formal design training. Participants are required to bring an architect's scale, pencils, eraser, drafting tools, sketch paper, and calculator. Refer to horttrades.com/seminars for complete seminar details.

LD001 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, January 29, 2021

Time: 9:00 a.m.-1:00 p.m. (Lunch not included)

Instructor: Sabrina Goettler, CLHM, The Site Collective

LO Member: \$84.60 (plus HST)

Potential Member: \$162.40 (plus HST)

SKETCHUP: AN INTRODUCTION

This two-day seminar introduces new and inexperienced users to the basics of SketchUp, as applied to the activities of a landscape designer.

Refer to horttrades.com/seminars for complete seminar details.

LD024 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday-Friday, February 4-5, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Mansoor Ma, LANDinc

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

LANDSCAPE DESIGN

SKETCHUP: AN INTERMEDIATE SEMINAR

This seminar is a follow-up to the Introductory SketchUp seminar, or for users who can competently model and present a simple landscape design. Refer to horttrades.com/seminars for complete seminar details.

LD026 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday-Friday, February 11-12, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Mansoor Ma, LANDinc

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

NEW MATRIX PLANTING: A DIFFERENT APPROACH TO GARDEN DESIGN

Using plants that are robust, yet play well with others, we can create plant communities that function as a whole and thrive alongside local wildlife. This new type of garden will still read as cultivated space, yet have lower maintenance requirements.

Refer to horttrades.com/seminars for complete seminar details.

LD045 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, February 23, 2021

Time: 9:30 a.m. - 11:30 a.m. (Lunch not included)

Instructor: Pat de Valence

LO Member: \$42.00 (plus HST)

Potential Member: \$80.00 (plus HST)

PROFESSIONAL PRACTICE AND PROJECT MANAGEMENT: MANAGING PROJECTS FROM DESIGN TO COMPLETION

CLD CLHM

Taking a landscape project from start to finish while keeping client and the contractor (or crew) happy is truly an art. Participants will learn how to manage projects as well as expectations. Refer to horttrades.com/seminars for complete seminar details.

LD035 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, March 3, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Sabrina Goettler CLHM, The Site Collective



The **Fusion Landscape Professional (FLP)** Certification Program provides professionals with the knowledge to design, install and maintain water-efficient landscapes that optimize the use of rainwater.

This program is available to professionals who provide landscape services to residential clients across Ontario. Space in the 2021 FLP training program is limited. Application is required, please check the website for upcoming training dates.

To learn more, visit
horttrades.com/fusion



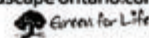
fusion landscape
PROFESSIONAL

Benefits include:

- Generate a new revenue stream
- Gain knowledge to provide solutions to your clients' landscape wants and needs

Companies operating in the Region of Peel and/or York Region can also access:

- Municipal recognition and promotion
- Access to municipal incentive programs



LANDSCAPE DESIGN

NEW
**AN INTRODUCTION
TO REALTIME
LANDSCAPING ARCHITECT
PROGRAM**

This seminar is an introduction to the powerful Realtime Landscaping Architect program (Unilock markets it by the name of Uvision 3 D Landscape Creator). It combines the functions of 2D programs, such as AutoCAD and DynaScape, and 3D programs, such as SketchUp, producing both types of the images simultaneously. Some experience with this is helpful but not required. Refer to horttrades.com/seminars for complete seminar details.

LD024 (MILTON)

Location: Landscape Ontario, Milton
Date: Tuesday-Wednesday, March 9-10, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Kari Tolppanen, Lawrence Park Garden Centre

LO Member: \$275.00 (plus HST)

Potential Member: \$528.00 (plus HST)

**DESIGN WITH TREES,
SHRUBS AND EVERGREENS
CLD CLHT**

An excellent introduction to trees, shrubs and evergreens that will help you provide interest and creativity to your next landscape design.

Refer to horttrades.com/seminars for complete seminar details.

LD041 (MILTON)

Location: Landscape Ontario, Milton
Date: Wednesday, March 10, 2021

Time: 9:00 a.m. - 1:00 p.m. (Lunch not included)

Instructor: Nancy Christie NPD, Mohawk College

LO Member: \$84.60 (plus HST)

Potential Member: \$162.40 (plus HST)

PLANTS

**UNDERSTANDING THE PLANTING
OF PERENNIALS
CLHT CLD**

Do you find you're struggling when recommending the right perennials to your clients? This introductory seminar is for retail garden centre staff, landscape designers, contractors, and perennial lovers looking to learn more.

Refer to horttrades.com/seminars for complete seminar details.

LP041 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, February 3, 2021

Time: 9:00 a.m. - noon (Lunch not included)

Instructor: Robert Pavlis

LO Member: \$63.50 (plus HST)

Potential Member: \$121.80 (plus HST)

**ANNUALS: THE NEW,
THE FAITHFUL AND THE FORGOTTEN
CLD CLHT**

Covering the major annuals and follow with secondary and underutilized annuals, planting design for containers and beds, plus annuals and the environment. Participants will leave with new ideas, and learn tricks for successful planting and maintenance, along with horticultural resources and tools.

Refer to horttrades.com/seminars for complete seminar details.

LP035 (MILTON)

Location: Landscape Ontario, Milton

Date: Tuesday, March 23, 2021

Time: 9:00 a.m. - noon (Lunch not included)

Instructor: Rodger Tschanz, University of Guelph

LO Member: \$63.50 (plus HST)

Potential Member: \$121.80 (plus HST)

**PLANT IDENTIFICATION:
AN INTRODUCTION
CLHT**

Participants will learn how plants are named, basic plant classification and how to recognize plant structures and the characteristics used for identification. Refer to horttrades.com/seminars for complete seminar details.

LP048 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, February 26, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jodi Healy, Mohawk College

**PERENNIAL ID:
THE DESIRED
AND THE UNINVITED
CLHT CLD**

Participants will learn how to differentiate between commonly grown perennials and common weeds using simple morphological characteristics. Find out how to recognize common plant families, how to use simple dichotomous keys and learn which resources can be used to identify perennials and perennial weeds. Refer to horttrades.com/seminars for complete seminar details.

LP056 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, March 24, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jodi Healy, Mohawk College

SAFETY AND FIRST AID

SAFETY, HEALTH AND THE LAW CLHM

This one-day seminar is designed to increase awareness and working knowledge of Ontario's Occupational Health and Safety Act and regulations. Participants are guided through the sections in the Act using a variety of methods to increase learner engagement and improve understanding and retention of concepts, including exercises, self-assessment checklists, case studies and videos. Registration includes a comprehensive 76-page participant guide and a copy of the current Carswell Pocket Ontario OH&S Act and Regulations, Consolidated Edition. This training solution meets the mandatory awareness training requirements of Ontario Regulation 297/13. Refer to horttrades.com/seminars for complete seminar details.

LS033 (MILTON)

Location: Landscape Ontario, Milton
Date: Friday, February 19, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Kristin Hoffman, WSPS
LO Member: \$240.00 (plus HST)
Potential Member: \$275.00 (plus HST)

EMERGENCY FIRST AID, CPR C AND AUTOMATED EXTERNAL DEFIBRILLATION (AED) CERTIFICATION CLHT CLD CLHM ISA FLP

This one-day seminar is designed to give participants a general overview of first aid. Participants will learn how to think and react in an emergency until medical help arrives. This seminar is suitable for those working as first responders in their workplace. Refer to horttrades.com/seminars for complete seminar details.

LS026 (MILTON)

Location: Landscape Ontario, Milton
Date: Thursday, March 25, 2021
Time: 8:30 a.m. - 4:30 p.m.
Instructor: Representative from SAJE VitalSigns
LO Member: \$110.00 (plus HST)
Potential Member: \$236.50 (plus HST)

WHMIS 2015 GHS CLHT ISA

By law, all workers must receive Workplace Hazardous Material Information System (WHMIS) training every year under the Occupational Health and Safety Act. During this seminar, participants will learn current guidelines featuring the new safety data sheet formatting and labeling. Participants will come away able to identify and apply key responsibilities, keeping them current in their work environment. Refer to horttrades.com/seminars for complete seminar details.

LS023 (MILTON)

Location: Landscape Ontario, Milton
Date: Thursday, April 1, 2021
Time: 9:00 a.m. - 10:30 a.m. approx. (Lunch not included)
Instructor: Representative from SAJE VitalSigns
LO Member: \$52.00 (plus HST)
Potential Member: \$74.00 (plus HST)

STANDARD FIRST AID WITH CPR LEVEL C CLHT CLD CLHM ISA FLP

This two-day practical first aid course meets government requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have one person with first aid training to assist injured workers. Participants should bring a blanket. Refer to horttrades.com/seminars for complete seminar details.

LS007 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday-Tuesday, April 5-6, 2021
Time: 8:30 a.m. - 4:30 p.m.
Instructor: Representative from SAJE VitalSigns
LO Member: \$160.00 (plus HST)
Potential Member: \$292.00 (plus HST)



SUSTAINABLE DEVELOPMENT

EXPAND YOUR KNOWLEDGE OF NATIVE TREES AND SHRUBS
CLHT CLD ISA GRP FLP

Landscape surroundings are changing, and customers are asking for more sustainable ways of caring for their properties. This seminar will provide environmentally sound solutions for landscape designers and contractors, reviewing the wide variety of native herbaceous and woody plant species available for erosion-prone and problem areas. Refer to horttrades.com/seminars for complete seminar details.

LP003 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday, February 22, 2021
Time: 9:00 a.m. - 3:30 p.m.
Instructor: Jeff Thompson, Thompson Environmental

ORNAMENTAL WAYS TO HANDLE RAINWATER
FLP

Now is the time to get ahead of the curve. The instructor will show you how to design and build a rain garden including placement, construction sizing challenges and plant choices. Making it beautiful will be a major focus and an unusual palette of amazing plants will be addressed in detail. Refer to horttrades.com/seminars for complete seminar details.

LP047 (MILTON)

Location: Landscape Ontario, Milton
Date: Monday, March 8, 2021
Time: 9:00 a.m. - noon (Lunch not included)
Instructor: Sean James FLP, Sean James Consulting and Design
LO Member: \$63.50 (plus HST)
Potential Member: \$121.80 (plus HST)

NEW
INVASIVE PLANTS IN ONTARIO: IDENTIFICATION, IMPACTS AND TOOLS
FLP

This seminar provides an overview of invasive plants in Ontario, including the identification of primary species of concern, their ecological, social and economic impacts, as well as resources available to help with identification and management. Refer to horttrades.com/seminars for complete seminar details.

LG042 (MILTON)

Location: Landscape Ontario, Milton
Date: Thursday, March 11, 2021
Time: 9:00 a.m. - noon (Lunch not included)
Instructor: Kate Powell, Terrestrial Specialist with Ontario Federation of Anglers and Hunters
LO Member: \$63.50 (plus HST)
Potential Member: \$121.80 (plus HST)



Sustainable Technologies

EVALUATION PROGRAM




Low Impact Development Training (LID)

Meet the demand for sustainable landscaping options and learn about leading edge LID techniques from Ontario's leaders.

- Planning and Design
- Construction
- Inspection and Maintenance
- Monitoring and Assessment

Landscape Ontario members receive 10% savings on LID courses

Free & Subsidized Training Available!

Visit sustainabletechnologies.ca for a complete listing of all events and training, including e-learning, webinars and in-class sessions.

The water component of STEP is a collaborative of:



Lake Simcoe Region conservation authority



Credit Valley Conservation inspired by nature



Toronto and Region Conservation Authority

TREES

BELOW THE GROUND: INTRODUCTION TO SOILS AND TREES CLHT CLD FLP ISA

An introductory seminar for anyone working with trees wanting to understand how roots grow and the importance of healthy soils.

Refer to horttrades.com/seminars for complete seminar details.

LA005 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, March 15, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Todd Irvine MFC, MA, ISA Certified Arborist

NEW CANKERS: WHAT THEY ARE AND WHY YOU SHOULD CARE CLHT ISA

Learn to identify, understand and mitigate cankers, a common fungal problem in nurseries, new plantings and mature trees. During this seminar participants will learn how cankers form, common canker/tree relationships, and management techniques for young and old trees that play host to cankers.

Refer to horttrades.com/seminars for complete seminar details.

LA011 (MILTON)

Location: Landscape Ontario, Milton

Date: Thursday March 18, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Kyle McLoughlin, Ironwood Arboricultural Solutions

INTRODUCTION TO TREE AND SHRUB PRUNING CLHT

This seminar includes both classroom and hands-on instruction outdoors to develop skill and confidence in pruning basics. This seminar focuses on pruning of young trees and shrubs to develop good structure, aesthetics and health, along with review of health and safety and regulatory considerations.

Refer to horttrades.com/seminars for complete seminar details.

LA003 (MILTON)

Location: Landscape Ontario, Milton

Date: Friday, March 26, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Drew Christie

TREE AND SHRUB IDENTIFICATION CLHT CLD ISA

This seminar will demystify the identification of trees and shrubs in the landscape. Participants will learn how to differentiate between commonly grown trees and shrubs using simple morphological characteristics.

Refer to horttrades.com/seminars for complete seminar details.

LA009 (MILTON)

Location: Landscape Ontario, Milton

Date: Wednesday, March 17, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jodi Healy, Mohawk College

TREES AND SHRUBS: PLANTING AND MAINTENANCE PRACTICES CLHT CLD ISA

This seminar explores how to maintain trees and shrubs, so they perform well in difficult urban settings. An introduction to tree and shrub biology is followed by a discussion of main stresses, including drought, construction damage, soil compaction and lack of nutrients.

Refer to horttrades.com/seminars for complete seminar details.

LA001 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, March 22, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Todd Irvine MFC, MA, ISA Certified Arborist

ADVANCED PRUNING SEMINAR CLHT

Many landscape professionals hesitate to prune small trees and shrubs. They feel pruning may injure or permanently disfigure the plant. In this seminar you will review the basics of pruning, then learn some advanced strategies and techniques so you can encourage proper plant structure, reduce long-term maintenance and hazards that can arise from poorly pruned plants.

Refer to horttrades.com/seminars for complete seminar details.

LA010 (MILTON)

Location: Landscape Ontario, Milton

Date: Monday, April 5, 2021

Time: 9:00 a.m. - 3:30 p.m.

Instructor: Jeff McMann NPD, ISA, CLHT

CONNECT WITH YOUR LOCAL CHAPTER

THE MEMBERSHIP DEPARTMENT OF LANDSCAPE ONTARIO INVITES YOU TO JOIN THEM AT A LOCAL CHAPTER MEETING.

Landscape Ontario's nine regional chapters offer friendly business and networking opportunities, and even trade shows, in your area.

Your local chapter hosts baseball and golf tournaments, family friendly events, professional development seminars and training to help to build local relevance and strengthen relationships between green professionals.

Find out about education opportunities happening in your chapter by visiting the chapter webpage. As a Landscape Ontario member, you and your staff are welcome to attend meetings in any of LO's chapters.

For up-to-date information on upcoming chapter events and education opportunities, be sure to check Landscape Ontario's weekly e-news.

Your staff members are welcome to sign up for free subscriptions to e-news, visit HortTrades.com/subscribe.

DURHAM

HortTrades.com/durham-chapter

GOLDEN HORSESHOE

HortTrades.com/golden-horseshoe-chapter

GEORGIAN LAKELANDS

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WATERLOO

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WINDSOR

HortTrades.com/windsor-chapter



CONFERENCES • SYMPOSIUMS • EVENTS

FOR INFORMATION ON ANY OF THE EVENTS LISTED BELOW PLEASE CHECK THE WEB ADDRESS LISTED OR CONTACT THE LANDSCAPE ONTARIO OFFICE AT 1-800-265-5656.



INDUSTRY AUCTION (postponed until 2021)

This is your chance to bid on the best nursery stock in Ontario while raising money for industry research, scholarships and sector development/promotion. Everything from trees and shrubs to perennials and silent auction items. Event open to all sectors looking to purchase plant material, and includes lunch! No fee to attend; courtesy of our host. Bring your staff and your trailer! Enjoy lunch, network with peers and bid on fantastic items - something for everyone. An initiative of LO's Growers Sector Group. Visit IndustryAuction.ca for more details.

GROWERS SUMMER NURSERY TOUR (postponed until 2021)

Join your peers for a tour of nurseries, greenhouses and gardens in Oxford County! Visit horttrades.com/growers-group for more details.

SNOWPOSIUM

This is the must attend event for snow and ice removal contractors, municipal snow and ice managers, commercial and multi-unit residential property managers, snow removal business owners and managers, technical staff and snow and ice management suppliers and distributors. This event will provide targeted learning opportunities, and the chance to check out the latest equipment and technologies - many opportunities to help you make snow operations more efficient and cost effective. An initiative of LO's Snow and Ice Sector Group. Visit Snowposium.ca for more details.

NURSERY GROWERS & GARDEN CENTRE TOWN HALL: SURVIVING COVID-19

November 24, 2020 | 5:00 p.m.

No one could have predicted what 2020 would bring. It was definitely not the year we had anticipated or prepared for. Nursery Growers and Garden Centre retail businesses have had to change their way of operating in order to be open and relevant, while facing many issues, not just safety. This webinar will explore some of the issues confronting growers and retail, such as supply shortages, labour management, online opportunities and expectations for 2021. Join webinar host Jennifer Llewellyn (OMAFRA) and representatives from both Grower and Retail sectors discussing their business experiences over the past 7 months and the challenges they have faced. There will be Q&A at the end of the presentation. Visit HortTrades.com/Event for more details.

INTEGRATED PEST MANAGEMENT (IPM) SYMPOSIUM

January 11, 2021 | Virtual

Landscape Ontario's Integrated Pest Management (IPM) Symposium has been a uniquely respected event since 1965. Attendees will earn 6 CECs from the IPM Council of Canada. The IPM Symposium will run on Warm-Up Monday, (pre-trade show) in conjunction with LO's Congress Trade Show and Conference, and includes a full day of technical sessions and lunch. An initiative of LO's Lawn Care Sector Group. Visit LOcongress.com for more details.

LANDSCAPE DESIGNER CONFERENCE

January 11, 2021 | Virtual

This is the annual must-attend event for Landscape Designers! The day features keynote sessions, partner exhibits, lunch and a closing reception, all on Warm-Up Monday, in conjunction with LO's Congress Trade Show and Conference. An initiative of LO's Designer Sector Group. Visit LOcongress.com for more details.

CONFERENCES · SYMPOSIUMS · EVENTS



CONGRESS: CANADA'S GREEN INDUSTRY TRADE SHOW & CONFERENCE (in-person show postponed until 2022)

CONGRESS CONNECT: VIRTUAL EXPERIENCE

January 12-14, 2021

After we last saw everyone at Congress 2020, the whole world changed. Over the last several months, everyone changed their way of thinking, working, living. The one thing that we know, is that we are all in this together. We view Congress as a homecoming - an annual reunion of green professionals. The Ontario government is currently not permitting in-person events over 50 people. With over 15,000 people at Congress 2020, we can't realistically hold an in-person event of comparable magnitude. So, like everything this year, change is coming. We know that this is a huge change for many of you. It is for us as well. This is a learning curve taking us all outside of our comfort zones. However, in order for us to continue to succeed and bring you the most up to date industry information we must adapt to the change in order for us to keep moving forward.

CONGRESS CONNECT offers:

- VIRTUAL marketplace featuring all the best green suppliers and companies
- LIVE online education sessions
- LIVE demonstrations
- NETWORKING with other attendees and exhibitors
- SCHEDULE live meeting with exhibitors
- PRODUCT SHOWCASE with videos and information on great products
- ACCESS to entire platform after the event

AWARDS OF EXCELLENCE CEREMONY

February 4, 2021 at 6:30 p.m.

The Landscape Ontario Awards of Excellence annual juried competition recognizes the breathtaking design and master craftsmanship in landscape construction, maintenance, design, lighting and irrigation projects created by members. Winners of the 48th Annual Awards Program will be announced in January 2021 during a virtual ceremony. Join Landscape Ontario President, Dave Wright and ceremony host Carson Arthur, to celebrate the greatest landscapes in Ontario.

NURSERY GROWERS SHORT COURSE

February 17, 2021 | Virtual

During this annual full-day event, several speakers provide updates on their nursery research, including many tools to improve nursery production. Highlights include Innovative Production Practices, Market Trends and much more! An initiative of LO's Growers Sector Group. Visit horttrades.com/growers-group for more details.

LECTURE EVENT: GROUNDS MANAGEMENT

(postponed until 2021)

This annual Lecture Series is a gathering of Grounds Management professionals - a full day of interesting and informative sessions related to the industry and enjoy a lunch with your peers. An initiative of LO's Grounds Management Sector Group. Visit LandscapeLecture.ca for more details.

LIGHTING CONFERENCE

(postponed until 2021)

This annual event brings lighting contractors and suppliers together. Join industry peers and learn about lighting industry specific issues and meet with suppliers to find out about new products and technologies at this annual conference. An initiative of LO's Landscape Lighting Sector Group. Visit LightingConference.ca for more details.

IRRIGATION CONFERENCE

(postponed until 2021)

Stay on top of developments in the fast-moving landscape irrigation industry with this full day event, including lunch and supplier displays. An initiative of LO's Irrigation Sector Group. Visit IrrigationConference.ca for more details.

SECTOR GROUP WEEK - BUSINESS WEBINARS

March 9, 10, 11, 2021 | Virtual

All green professionals are faced with many of the same business related challenges. Join us for three 1-hr webinars over three days to discuss topics faced by green professionals today as requested by our members.

SEMINAR REGISTRATION FORM



PROFESSIONAL DEVELOPMENT SEMINARS 2021

THIS FORM MAY BE COPIED. PLEASE PRINT CLEARLY.

SEMINAR FEE DETAILS

Landscape Industry and Certification Holders receive a reduced rate of \$125*
(ON 1 DAY SEMINARS ONLY - SOME EXCLUSIONS APPLY)

LO/OPA Members \$138*

Potential Members \$264*
*UNLESS NOTED OTHERWISE IN SEMINAR DESCRIPTION.

**REGISTER ONLINE AT
HORTTRADES.COM/SEMINARS**

Q: Will I receive a confirmation notice by phone, fax or e-mail?

A: Only online registrations will receive an automatically generated confirmation/receipt. Others can safely assume they are registered if you have paid in full. Confirmations will not be sent out. You will be notified if a seminar is changed, cancelled or full.

Register by Dec. 31/20 for seminars held Jan. 1, 2021 through April 2021, and automatically receive a 10% discount!

Mail or fax with payment to:
Landscape Ontario Pro Dev Seminars
 7856 Fifth Line South
 Milton ON L9T 2X8
 Fax: (905) 875-3942

ATTENDEE OR COMPANY NAME _____

ADDRESS _____

CITY _____ PROV _____ POSTAL CODE _____

BEST PHONE # _____ FAX _____

E-MAIL _____ PLEASE SEND ME THE WEEKLY ENEWS BULLETIN

IS YOUR BUSINESS A LANDSCAPE ONTARIO MEMBER? ___ YES ___ NO

*MEMBER OF OPA? ___ YES ___ NO *ARE YOU CERTIFIED? ___ YES ___ NO

IF YOU ANSWERED YES, PLEASE CHECK WHICH CERTIFICATION YOU HOLD: ___ CLHT ___ CLHM ___ CLD ___ WSIP ___ FLP

ATTENDEE NAME	COURSE CODE	DATE	FEE

SUBTOTAL \$
HST \$
TOTAL \$

PAYMENT: Registration forms must be accompanied with payment. DO NOT SEND CASH.
SEMINAR FEES ARE NON REFUNDABLE. If an event occurs that prevents you from attending, please send a replacement.

VISA
 MasterCard
 AMEX
 Cheque (Payable to **Landscape Ontario**)

_____ / _____
Card Number Expiry Date Name on Card

 Cardholder Signature



REGISTRATION INFORMATION

Important information regarding fees, locations, start times and registration

- Seminars run from 9:00 a.m. to 3:30 p.m. and include lunch and coffee, except where noted.
Please notify us of any food allergies or dietary restrictions one week before your seminar.
- Registration fees: Unless noted in the description or on page 25, seminars are \$138 (plus HST) for LO members and \$264 (plus HST) for potential members. **Seminars are non-refundable.**
- At time of print, Canada-Ontario Job Grants are currently available. Go to tcu.gov.on.ca/eng/eopg/cojg/ for further details.
- Registrations received before **January 1, 2021** for seminars held from **January to April 2021** will automatically receive a 10% discount. The discount will automatically be deducted when registering on-line. Online registrations only will receive an automatically generated confirmation/receipt. Registrations received by fax or mail using credit cards will be discounted when processed. **Cheques should be sent in already reflecting savings.**
- LO reserves the right to change or cancel seminars and instructors at any location at any time. Age restrictions may apply to some seminars.
- Registration form (see page 25) must be complete and accompanied with payment for the seminar(s) to be confirmed.
- For details regarding Landscape Ontario's accessibility policies see HortTrades.com/accessibility
- Questions regarding guide content, contact Kathy at kathym@landscapeontario.com

WAYS TO REGISTER

- **Online at our website** HortTrades.com/seminars
- **Mail completed registration form and payment to:**
Landscape Ontario Seminars
7856 Fifth Line South, Milton, ON L9T 2X8
1-800-265-5656

Hotel Information

Best Western Plus

161 Chisholm Drive,
Milton, ON
Phone: 905-815-3818 or 1-800-780-7234
bestwestern.com

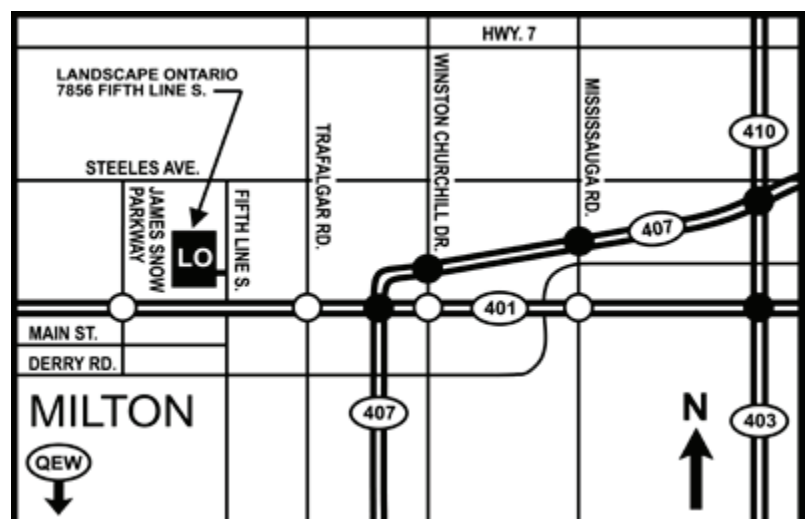
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Milton, ON
Phone: 905-876-4955

Map to Landscape Ontario



SAVE THE DATE JANUARY 12-14, 2021



2021
CONGRESS
CONNECT

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LOCONGRESS.COM

JOIN TODAY!

HERE ARE JUST A FEW REASONS WHY YOU SHOULD JOIN **LANDSCAPE ONTARIO**:

- Professional Development Seminar Savings
- Congress Connect
- Online Learning Opportunities
- Networking Opportunities
- Available Resources
- Symposium and Events Discounts
- Cost Saving Benefits
- Government Relations
- Subscription to *Landscape Ontario* and *Landscape Trades* magazines
- Member-only Awards of Excellence Program

For more details on these benefits and how to join go to

HortTrades.com/join-now

EVERYTHING WE OFFER HELPS YOU TO SUCCEED
ON YOUR PATH TO PROSPERITY!

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