

# ANNUAL REPORT 2005

## President's Message



Gerald Boot

this annual report and find out about your association.

Landscape Ontario is continuously working on the advancement of the horticulture industry. We do that by promoting the joys and benefits of horticulture through the industry, to the public. This past year was no exception. Read through

### Who benefits from Landscape Ontario?

Everybody in the industry benefits. Many people don't really know how LO has advanced the industry. Canada Blooms, for instance, has promoted our industry and the joys and benefits of gardens and gardening for the past 10 years, in ways that we can't even measure. What Congress and Garden

Expo are doing for the trade is superb. Just imagine if there was no association to initiate, sustain and grow these shows, and bring them to the next level.

### How do Landscape Ontario members benefit from the association?

Landscape Ontario members benefit from each other, over and over, without even knowing it. Landscape Ontario's direction comes from the grass roots — the members. The Landscape Ontario Board of Directors consists of members representing every chapter in the province and every sector of the industry. These board members are listening to the members at Landscape Ontario events like chapter meetings and golf tournaments. When they hear from you, they pass on your concerns at the board meetings. A member may not realize it, but when they pass on suggestions and concerns, things begin to happen. An example of this occurred in October during a think-tank meeting with members from all the chapter and commodity groups, on how Landscape Ontario can be more effective in each region of the province. This issue is now on the front burner for the Landscape Ontario board. When the members speak, the board listens and works on developing a plan that the staff can implement.

We are lucky to have staff to implement board decisions and directions. Under the most capable leadership of our executive director, Tony DiGiovanni, a group of 24 competent people work on the needs of the members and the industry as a whole. Many thanks to the Landscape Ontario team for a job well done in 2005.

### How can you benefit from Landscape Ontario?

Get Involved. Start by going to the chapter meetings, commodity events and trade shows. Attend winter seminars at Landscape Ontario or in your local chapter. Become a member of a chapter board or commodity group and work on issues that are related to your business. You will only then begin to find that there is always a "meeting after the meeting" where you can discuss more issues relating to your business with peers. When you get involved, the entire association, and our industry, benefits.

The strength of Landscape Ontario comes from its members. I thank all of you who have attended association events and those who have been active on chapter boards, commodity groups and committees. Reading through this annual report reminds us how active Landscape Ontario is. A special thanks to all of you who have served as board members this year. Your vision and direction is much needed and greatly appreciated.

When I began my term as president of Landscape Ontario I asked a question. What will it take to bring Landscape Ontario to the next level? The members were loud and clear: more business competency, more technical expertise and more of Landscape Ontario, in a meaningful way, at the community level. I fully agree with these perspectives.

What do I think it will take to bring Landscape Ontario to the next level? More of you!

*Respectfully submitted,  
Gerald Boot,  
President, 2004-2005*

## Treasurer's Report



Tom Intven

position to provide direction as a member

Once again I am honoured to hold the position of treasurer for such a dynamic organization as Landscape Ontario. My approach has been as an over-viewer rather than a meddler in day to day operations. I feel it is my

of the executive committee and LO board. We are blessed with a competent and experienced controller who excels in the micro and macro workings of our association. It has made my job easy.

Last year, in my treasurer's report, I observed that "Landscape Ontario has a good track record of employing sound accounting practices and conservative budgetary principles that lead to surplus budgets."

## LANDSCAPE ONTARIO 2004/2005 BOARD OF DIRECTORS

### PROVINCIAL BOARD

**President:** Gerald Boot

**Past President:** Nick Soltz

**1st Vice-President:** Bob Tubby

**2nd Vice President:** Bob Adams

**Treasurer:** Tom Intven

**Members at Large:** Gregg Salivan, Bill Stensson

### CHAPTER BOARD REPRESENTATIVES

**Durham:** Ernest Van Helsdingen

**Georgian Lakelands:** Ron Hunter

**Golden Horseshoe:** Dave Emmons

**London:** Kees Govers

**Ottawa:** Tim Kearney

**Toronto:** Jeff Olsen

**Upper Canada:** Diana Cassidy-Bush

**Waterloo:** John Keenan

**Windsor:** Karl Klinck

### COMMODITY GROUP REPRESENTATIVES

**Designers:** Roger van Maris

**Grounds Maintenance:** Brian Cocks

**Growers:** John Moons

**Interiorscape:** Sally Harvey

**Irrigation:** Mark Story

**Landscape Contractors:** Hank Gelderman

**Lawn Care:** Chris Lemcke

**Snow:** Ernest Van Helsdingen

In March of this year, our board made a decision that I thought would force me to eat my words. After much discussion and advice from independent financial experts, we voted to cash in an equity fund investment that had lost significant value, to the tune of \$100,000, and was not showing signs of recovering in the foreseeable future. At that time, it appeared that this would impact our financial statements resulting in \$100,000 deficit in our budget at year end. While this only affected the balance sheet, it was a difficult decision that could be perceived by the membership as a deviation from our long history of surplus budgets.

I am pleased to report that instead of loss of \$100,000, we will report a \$149,000 positive net income. The reasons for this can be elucidated by my second observation from last year's report: "Our association is a well-oiled machine with good communication and motivated staff that works in the interest of its members... Our surplus is a result of good management practices by all departments, and an unexpected windfall from our trade shows." Upon careful review, it appears that the turnaround has come about through the hard work and excellent management of each department.

- 1) Since March, through good money management, such as cashing in strip

coupons at opportune times and monitoring our funds closely, our controller has reduced our \$100,000 investments loss to only \$67,000.

- 2) Congress realized a surplus over budget of over \$72,000, with a growth rate of 11.25 per cent over the previous year. Garden Expo also showed a small profit over budget of \$3,000.
- 3) The education department realized a \$53,000 surplus due to our association with the Humber apprenticeship program as well as from trade courses.
- 4) Our magazines showed modest gains in a very competitive market.
- 5) The Membership Services department realized a small surplus over budget before wage and overhead allocations. It should be noted that our membership and dues collected grew by 10.39 per cent over last year.

Traditionally, the surplus has been equally allocated between the Horticulture Centre Improvement Fund and the Horticulture Industry Development Fund. This year, after a detailed study of future office needs, the board has voted to set aside \$40,000 in a new Technology Fund for the purpose of

future purchases of new technology at our office including a new phone system and new computers. The balance has been equally divided between the other two funds to the tune of about \$50,000 each.

This year, as a result of a request from the Past Presidents, the financial statements will include wage and overhead allocations and net proceeds for each department.

When viewing this new format, it is essential that we keep Landscape Ontario's mandate in mind. Please consider that the trade shows and magazines provide an excellent source of income so that we can achieve our goals through membership services, education, lobbying and the many other efforts mandated by our mission statement. I am convinced that all departments work equally hard toward the achievement of their clearly defined goals.

I would like to commend all staff and volunteers for their hard work, dedication and superb management. Your continued efforts have produced an exceptionally strong financial statement at the end of the fiscal year.

*Respectfully submitted,  
Tom Intven,  
Treasurer, 2005*

## Executive Director's Report



Tony DiGiovanni

There is so much to report and so little space. In the interest of your time, this report will focus on highlights. I urge you to call or e-mail me directly if you are interested in further details on any of the issues listed below.

The purpose of an annual report is to summarize the year's activities and to measure how well we are fulfilling our purpose in advancing the industry. Keep in mind the following two related questions while you read. The association will remain relevant, effective and successful only if you answer an emphatic "yes" when you are finished.

"Has the association made a difference in advancing the industry towards the vision of a prosperous, professional and ethical industry that is valued and utilized by the public because our activities enhance quality of life?"

"Have we done our job in collectively directing, promoting and protecting the horticulture industry?"

If you answer "no" or have suggestions on how we could be more effective, please call me. As part owner of this collective you

have a responsibility within the framework of "mutual benefit and improvement" to make your constructive views known.

### Highlights

This report will highlight the following areas:

- Human resource development activity
- Public promotion and relations
- Government relations
- Communications
- Member service and benefits
- Trade shows and conferences
- Chapters
- Horticultural centre development
- Commodity groups
- Staff and office
- Other issues
- CNLA
- The future

### Human Resource Development plan

This is a main priority. Our focus has been on activities that enhance business and technical competency of the membership and actions that build long term labour capacity. We are guided by a detailed and prioritized Human Resource Development Plan. Here are some details.

- Participated with Canadian Nursery

- Landscape Association (CNLA) in the development of the Certified Landscape Professional (CLP) program. This wonderful training and evaluation program will serve as a guide and template for your professional development as a business owner. An important side benefit is that certification status enhances the professional image of our sector to the public. We are hoping that all of our members will become CLPs in the future.
- Participated in government relations work to develop an official Sector Council in order to maximize resources towards execution of our Human Resource plan
- Worked with CNLA and the other provincial associations to align our common human resource activities in order to accelerate activity and benefit from synergy and collective resources.
- Developed a career video thanks to the Durham chapter's involvement with Tradeability, a coalition promoting apprenticeships and trades.
- Coordinated the Humber College Apprenticeship programs at their site and ours.

*Continued on next page*

- Continued to administer and promote many technical certifications. The Certified Landscape Professional (CLP), Certified Landscape Designer (CLD), Certified Horticultural Technician (CHT), Certified Irrigation Technician (CIT), IPM Accreditation, Pesticide Technician etc. are all part of a growing number of certifications that drive training programs and improve public trust in the professionalism and competency of the industry.
- Enjoyed a record year for member participation in the many education events, i.e. winter seminar program (over 1,700 attendees in over 100 seminars), Congress conference program, chapter education activities, IPM Symposium, Perennial Symposium and public education events (over 2,000 members of the public and trade attended the James van Sweden seminars in Ottawa and Toronto).
- Continued work in aligning the professional development activities of the chapters, Congress, magazines, winter workshops, certification committees and commodity groups into an integrated and complementary whole.
- Continued to support the activities of the secondary and postsecondary educators in order to better link the schools with the industry. We are active with post secondary educators through the Ontario Horticultural Educators Council (OHEC) and with high school teachers through the Horticultural Ontario Secondary Teachers Association (HOSTA)
- Continued the implementation of the Labour Task Force Plan which includes:
  - High school career promotion
  - Apprenticeship promotion
  - Partnership with Skills Canada
  - Youth chapter development
  - High school co-op programs
  - Scholarship availability (Each brief point above represents a great deal of work)
- Promoted human resource retention strategies through magazine articles, seminars and banking-hours document.
- Continued work at developing a coordinated human resource plan between all levels of horticultural institutions. The idea is to integrate and ladder all skills training processes, incorporating high school, college, university and especially industry training certification models.
- Investigated the European Contractors Passport System as a model for competency enhancement at all levels.
- Continued political support for the development of a common high school curriculum.
- We continue to sponsor the Safe Community Incentive Program (SCIP) which offers owners the opportunity to advance their skills in safety. The

workbooks are user-friendly and sector appropriate. Green Design Landscaping received the first Industry Safety Certification Award.

- Continued government relations and consultation with the Ministry of Education and Ministry of Training, Colleges and Universities with the goal of enhancing the availability and the competency level of future industry members.

#### Public promotion and relations

The integrated goals of our public relations activities are twofold.

- To raise awareness for the economic, environmental and lifestyle benefits of landscapes. (I have taken this from the Project Evergreen mission statement because it is so well articulated).
- To raise public trust and awareness of Landscape Ontario members.

- Continued to create awareness for LO members through HGTV link and Denis Flanagan's consumer activities.
- Worked with the *Toronto Sun* on the development of six Garden Guides that were distributed to over three million people. In addition, extensive promotion on TV and newspapers generated millions of impressions. Special thanks go to Denis Flanagan, Sarah Willis and the Communications Department for taking on this ambitious project in the middle of a very busy time.
- Redesigned the consumer website for easier navigation. We received many calls from members to thank us because of leads generated by the website.
- Continued major involvement in Canada Blooms. Approximately 100,000 people attended. Extensive additional impressions were gained through the media plan.
- All chapters participate in their own public promotion and relations activities which are detailed in their reports.
- Support for the Toronto Botanical Gardens re-development.
- Worked on the development of Canada Blooms Ottawa.
- Distributed thousands of How-to Sheets through Garden Centre members.
- Developed a *Landscape Trades* Consumer issue distributed to 50,000 people.
- Developed through a partnership with *Ontario Gardener* magazine a newsstand issue based on the Award of Excellence program. This is another important reason you should consider entering the Awards program.
- Continued support for the Communities in Bloom program. We helped the national group with some administrative issues and the Ontario group with receiving support from the Trillium Foundation.

The Communities in Bloom program creates great awareness for the benefits of horticulture and it is our duty to support them as much as possible.

- Participated in the Project Evergreen "Because Green Matters" program.

#### Government relations

Government relations activities achieve two main goals:

- Enhance and support our ability to advance the industry
- Protect the interests of the industry

In so many cases the government is a great ally and is passionately interested in promoting activities that help our members grow. In a few cases (in our view) misguided policies severely limit our ability to advance. Following are some examples of the government departments that we are involved with and the issues being worked on.

#### Ministry of Environment:

##### Pesticide issue

- Continue to promote mandatory IPM Accreditation at the provincial level and at the municipal bylaw level.
- Promotion of a public information and relations campaign promoting responsible use of pesticides.

##### Nutrient Management Act and Source Water Protection

- Developed a research program with the University of Guelph to determine the nutrient levels generated by container growing operations. This will give us the data necessary to ensure appropriate regulations.
- Availability and quality of water is a huge emerging issue that will affect all of us in the future in the form of water permits, source water protection activities, municipal water bans and stewardship programs.

##### Agriculture and Agrifood Canada

- Research and development programs to deal with crisis management and risk management programs for growers. The growers' sector is the most exposed to invasive species regulations. (Quarantined pests found in a nursery can shut the business down overnight). The goal is to develop a nursery certification program for growers that will mitigate the risk and facilitate trace-forward activity in the event of an infestation by an exotic pest. Part of this complex work requires a formal risk assessment so that private insurance options can be explored. This issue is so important to growers in B.C. and Ontario that we are jointly funding a Grower Technical Analyst (Rita Weerdenburg) with support and participation of the CNLA.

- Research into pond water quality improvement through the use of ozone and chlorination.

#### **Ministry of Labour:**

#### **Occupational Health and Safety Act**

- Worked with the government to include the agriculture sector within the *Occupational Health and Safety Act* and *Labour Relations Act*.
- Supporting the government in a legal challenge to the special agriculture provisions in the LRA.

#### **Canadian Food Inspection Agency:**

- The CFIA mandate is to protect the resources of Canada from invasive pests and species. Global trading is exponentially increasing the spread of these pests and causing havoc in our industry. This year was especially bad because of the Asian long-horned beetle, sudden oak death, emerald ash borer, Japanese beetle, plum pox virus and others. This is a serious threat to the growers and hence the focus on risk and crisis management.

#### **Municipalities:**

- Our activities respond to municipal pesticide bans, zoning and permit issues

#### **Ministry of Revenue:**

- Our involvement deals with PST issues for growers, retail display containers and interiorscape installations.

#### **Ministry of Agriculture Food and Rural Affairs:**

- I never tire of saying that OMAFRA shines. They have consistently provided priceless support through the excellent extension services of Jennifer Llewellyn and Pam Charbonneau and provided indirect support of industry teachers and researchers at the University of Guelph, particularly Glen Lumis, Calvin Chong, Rodger Tschanz, Rob Witherspoon and Eric Lyons.
- OMAFRA has always included ornamental (environmental) horticulture within the agriculture sector and supported this position with other ministries. The industry owes a special thank you to retired Deputy Minister Frank Ingratta. Frank is a true friend of our sector and I hope he continues in some capacity. Other notable OMAFRA staff include Bill Ingratta, Hugh Berges, Christoph Kessel, Annette Anderson, Michael Celetti, Jim Wheeler and Dave Hope.

#### **Ministry of Training, Colleges and Universities:**

- This is another great ministry. Our activities revolve around apprenticeship development and some industry development planning work. Director Sandie Birkhead Kirk is a great supporter of apprentice-

ship and even attends our Awards of Excellence event each year.

#### **Ministry of Education:**

- Our main focus is to develop a common horticulture curriculum for high schools.

#### **Ministry of Finance:**

- For some reason (I am hoping it is an administrative oversight that can be easily corrected) the Ministry of Finance announced apprenticeship tax credits for a select group of sectors. Even though we fit the stated criteria and provide huge support promoting apprenticeship models, they left horticulture employers out. We continue to lobby.

#### **Ministry of Municipal Affairs and Housing:**

- Many of our growers are affected by the new *Greenbelt Act*. Our representative on the issue is Rick Friesen from Sheridan Nurseries.

#### **Communications**

The communication department at Landscape Ontario continues to produce some of the best examples of visual, print and web communications anywhere. *Landscape Trades* and *Horticulture Review* continue to reflect the personalities, diversity and complexity of the industry in passionate and empathetic ways and act as advocates for the industry. It is difficult to believe but they get better each year. The *Landscape Trades* redesign and the new LO Handbook received many enthusiastic responses from the membership. The continued integration of web communications with traditional print media points to the future. In addition to the magazines, most of the brochures, posters, membership services advertisements and other communications vehicles for all departments are produced by the talented communication staff.

#### **Membership services and benefits**

Through CNLA, the direct benefits offered will more than pay for the cost of membership. The programs keep expanding and become more valuable each year. Take advantage of them. Visit [www.horttrades.com/membership/financial.shtml](http://www.horttrades.com/membership/financial.shtml) for a complete listing.

The Membership Services team has performed remarkably in delivering many other programs of Landscape Ontario including the Awards of Excellence program, winter seminars, chapter support, governance training, golf tournaments, auctions, specialty conferences, certification events etc. They also ensure that your questions and concerns are handled in a helpful, enthusiastic, supportive and enthusiastic manner.

#### **Trade shows and conferences**

It is not a surprise that the trade show and

conference department and committee continues to offer amazing and successful events. Congress and Garden Expo enjoyed excellent success and solid growth in exhibitors, attendance and partnership. The Ottawa Green Trade Expo also continues to grow in size and relevancy. This year we tried an Interiorscape mini-show and conference at the Landscape Ontario headquarters. Despite driving rain that created a mini-waterfall next to the booth displays, all responses were positive.

#### **Chapters**

When President Gerald Boot asked all members the question "How can we take Landscape Ontario to the next level?" the response that most struck me was from Brian Cocks who answered: "We will be at the next level when Landscape Ontario is relevant to me in my neighbourhood." His answer reminded me of two equally profound adages: "All politics are local" and "Think globally — act locally." When we are relevant to each individual member, either directly or through identification with our cause, we are truly being effective. This is what drives the LO desire to build a strong and semiautonomous chapter network that takes responsibility for local industry advancement by aligning agendas with the provincial and national organizations.

This is not an easy task. However the Regional Development Taskforce outlined a number of principles that has led to a very successful satellite office in Ottawa and soon-to-be office in the London/Windsor area.

#### **Horticultural Centre development**

The water and sewer services have arrived, but we are still not connected. This has stimulated development in the area, resulting in substantial escalation in our property value. After an excellent "think-tank" session in February, new Building Committee chair Karl Stensson and his excellent committee reprioritized the master plan and put to rest any notion that we are moving. There is a renewed emphasis on creating our dream for the site. See Karl's report for details.

#### **Commodity Groups**

Following is a very brief outline of commodity group activity this year.

##### **Growers Group**

- Grower advocacy, especially concerning international plant protection issues
- Crisis management plan
- Nutrient management research
- Water quality research
- Nursery Certification Institute
- Growers Auction
- Short Course and tour

##### **Grounds Maintenance Group**

- Standards promotion



- Apprenticeship promotion
- Wage and price survey
- Training and certification
- Emissions plan

#### **Landscape Designers Group**

- Certification plan and promotion
- Expansion of certification to the rest of Canada

#### **Irrigation Group**

- Plan execution
- Focus on education and ameliorating the effects of drought legislation through the promotion of water stewardship activities

#### **Garden Centre Group**

- Renewal
- Providing consumer information re: online customizable electronic newsletters
- Employee training programs
- Consumer promotion
- Plans for Garden Centre Symposium

#### **Contractors Group**

- Pricing and estimating
- Landscape Lecture Series
- Image enhancement
- "Know your costs" promotion

#### **Lawn Care Group**

- Pesticide public relations Issues
- IPM Accreditation plan
- Pesticide Technician Program

#### **Interior Group**

- Certification issues
- Expansion of Interior Plant Conference and trade show
- Promotion at IIDEX show through information booth and targeted seminars. IIDEX is attended by interior designers, architects, property managers and government facility managers

#### **Snow and Ice Management**

- Developed a partnership with SIMA
- Completed a development plan
- Insurance and risk management

#### **Staff and office**

We are fortunate to have such an enthusiastic, considerate and supportive office staff. We have embraced the ethic of "mutual improvement" as our guide. I want to highlight the great work of our accountant/controller Joe Sabatino. For some reason I missed thanking him in last year's annual report. Other wonderful staff members include:

#### **Magazine and communication department**

Lee Ann Knudsen (Manager), Ian Service, Sarah Willis, Steve Moyer, Wendy Jespersen, Susan Therrien, Robert Ellidge, Kim Burton-Ogrodnik.

#### **Human resource development department**

Terry Murphy (Manager), Gabriella Mezo-Kricsfalussy.

#### **Membership services department**

Denis Flanagan (Manager), Beverly Benjamin, Kathy McLean, Kristen McIntyre, Jane Leworthy, Lynn Lane, Megan Williams.

#### **Trade show, conferences and seminars department**

Paul Day (Manager), Pat Hillmer, Brenda Speck.

#### **Administration, special issues and support**

Joe Sabatino, Tom Somerville, Kathleen Pugliese, Rita Weerdenburg, Jamie Aalbers.

#### **Other issues**

Other issues that we have worked on this year include:

- Insurance
- Gas prices
- Safety: Ministry of Labour has targeted the landscape sector with regard to staff training and implementation of safety systems. WSIB will ensure that landscape contractors have clearance certificates for all sub-contractors and those operations are segregated into the correct rate codes. Industry members need to assume the highest responsibility for professional conduct (properly operated equipment, disposal of garden waste, and public and employee safety).
- Flowers Canada and Landscape Ontario have jointly hired a research director/coordinator, Jamie Aalbers. This is done on a 70 per cent to 30 per cent formula, with LO paying 30 per cent. Jamie's job is to coordinate industry directed research and to write and manage funding proposals for priority projects.

#### **CNLA**

The CNLA federation works very well. As all of the provinces improve communications, share resources and align agendas, we strengthen CNLA and achieve great results with less effort and resources. The following are the four main common issues that have surfaced.

- Human resource activity in the area of quantity and quality of all industry members (owners, managers and employees). The priority is to become a Sector Council under the HRSDC infrastructure so that focus and resources are readily available. Other activities include continued promotion of certification and training programs, especially CLP.
- Government relations and risk management activities related to the threat of regulatory activity designed to control invasive species.
- Industry development and promotion through federal government relations and public relations activity. A major

campaign promoting awareness of the "environmental, economic and lifestyle benefits of landscapes and the significance of those who preserve and enhance greenspaces" is very important at the national, provincial and local levels. (The mission is taken from Project Evergreen).

- PMRA activity with respect to the pesticide issue.

Ontario has just gone through a review of the CNLA/LO relationship. As a result of committee activities, LO has enthusiastically accepted an integrated model which places high priority on aligned provincial agendas, greater cooperation between provincial and national partners, shared infrastructure and greater provincial responsibility to participate in the agenda, business, planning and implementation activities of CNLA.

#### **The future**

Although none of us can predict the future, external evidence together with cyclical historical patterns can serve as a useful guide for our association activities. The aging baby-boom generation, unstable geo-political environment, rising environmental awareness, rising gas prices, record building permits, continued popularity of gardening, the trend towards outdoor living and the politics of fear all have an impact on the future growth of our great industry. Ironically, most of the impact will be positive, as people strive to find comfort, solace, pleasure and spiritual attachment in their personal garden spaces. The future for our industry looks very bright. We are presently one of the fastest-growing sectors and continue to offer substantial economic, environmental and lifestyle benefits to society.

Even though all signs point to continued growth, we are not immune to economic downturns. In the previous boom of the late 80s the association focussed on labour availability and human resources. In the early 90s our focus turned to industry promotion because of the recession. In the late 90s heated growth produced a shortage of labour and the association acted accordingly. In the near future we will need to shift back to stimulating demand through industry promotion. We are preparing ourselves for this change.

Finally, Landscape Ontario continues to experience prolonged success because of the vision, participation and commitment of the members. Have a great 2006.

# Chapter Reports

The regional needs of the membership are served through its 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:** Brian Marsh

**Past President and Provincial Board Rep:**

Mark Humphries

**Vice-President:** Ed Hewis

**Secretary/Treasurer:** Carol Fulford

**Directors:** Ernest Van Helsdingen, John Fulford, Ian Andrews, Mike Forbes, Blair Deutekom, Ted Spearing, Greg Scarlett

### Chapter meeting highlights:

The Durham chapter held meetings on the first Tuesday of each month at the Holiday Inn in Oshawa.

The season started with our September meeting, featuring Bob Tubby with a presentation on *Estimating and labour*.

Our October meeting was geared towards natural stone and ponds. We had Frank Armstrong from AT Ponds and Daniel R. Crouch from Grand River Stone Ltd. present an informative talk on this subject.

In November our chapter invited Christine Male from Sheridan Nurseries. Christine gave us great insight into the world of perennials with an excellent slide presentation and discussion. We also had Rob Harper from WSIB speak about the SCIP program.

Carol Fulford co-ordinated our 6<sup>th</sup> Annual Christmas Dance which was well attended. Thanks to Carol we all enjoyed an evening of fellowship and good times. Carol's hard work and planning was appreciated by everybody on the Durham board.

In February we had William Cunningham from WSIB give us a presentation on the importance and benefits of WSIB.

The March meeting saw our highest attendance for the year. We had 43 members come out to hear from X-Copper representatives on MTO regulations. Our guest speakers, John Waite and Don Gillet, are former MTO officers who now work for X-Copper. Their insight was well received by everybody. We also had Fred Young from Farm Safety speak on *Due diligence*.

The Durham chapter was involved with the Oshawa Home and Garden Show. We



**Georgian Lakelands Chapter Trade Show**

arranged to have Haig Seferian as the show's featured speaker. Through our marketing and word of mouth advertising, we attracted 200 attendees to the presentation.

The Durham chapter assisted Landscape Ontario in organizing SCIP I and II at Durham College. Members from the Durham chapter are involved in the Horticulture Local Industry Committee at Durham College promoting apprenticeship in horticulture through *tradeability.ca*. The Durham LIC was instrumental in developing a video on horticulture to be sent to school counsellors. The hope is to increase students' awareness of our industry and to make horticulture an option for a career choice. It was filmed during Canada Blooms.

Overall, the Durham chapter had a successful year. As president I would like to sincerely thank all of the board members for their help over the past year. I would like to give special thanks to Carol Fulford for keeping me organized and to Mark Humphries for his insight, and for spearheading our April meeting.

*Respectfully submitted,*  
Brian Marsh,  
President, 2004-2005

## Georgian Lakelands

**President:** Earle Graham

**Past Presidents:** Robert Adams, Nick Soly

**Treasurer:** Terry Kowalski

**Provincial Board Rep:** Ron Hunter

**Directors:** Stephen Woods, Michele Waunch, David Holmlund, Mark Goodman, Don McLaren, Paul Marshall

Our chapter had a busy and successful year, thanks to the hard work and dedication of our board members. The highlight of the year was the Georgian Lakelands Chapter Equipment and Tradeshow in February. More

than 1,000 people attended the two-day show held at the Barrie Event Centre. Special guest speaker, Cam Wooley, also drew a crowd with his presentation on MTO regulations. Special thanks to Terry Kowalski for the many hours he spent organizing this very successful event.

Our Christmas social was also a great chapter event. More than 60 people came out for a great dinner and entertainment at Molson House in Barrie. We also had 60 people attend our annual ski day in Collingwood, in February.

Thank you to all of the board members who have dedicated so much time and effort in organizing wonderful and successful events on behalf of our chapter.

*Respectfully submitted,*  
Earle Graham,  
President, 2004-2005

## Golden Horseshoe

**President:** Dave Colborne

**Past President:** Mark Weavers

**Treasurer:** Barry Dickson

**Secretary:** Brent Vanderkrug

**Provincial Board Rep:** Doug Coote  
/Dave Emmons

**Directors:** Scott Weaver, Walter Hasselman, John Flatt, Gavin Hume, Tim Cruickshanks, Sherry Hayes, Fiore Zenone

The Golden Horseshoe chapter had another busy year. Once again, the annual Chicken Roast in September attracted over 300 hungry guests! Regular chapter meetings and safety seminars were well-attended. I sincerely appreciate the ongoing, dedicated help from our board members this past year.

### Chapter meeting highlights:

**September 2004:** The chapter's annual Chicken Roast was held at Winkelmolen Nursery Ltd. Face painting, giant games, and an air castle kept everyone busy after a plentiful dinner. Approximately 325 people attended the event.

**October 2004:** Guest speaker Terry Murphy discussed upcoming education seminars offered at head office, and SCIP 2005. Eleanor Rebelo discussed E.I. issues and the Youth Apprenticeship Training program.

**November 2004:** The focus of this meeting was new technology. Representatives from Staples and Garden Graphics showed us what was new in computers and design software. Approximately 50 attended.

**December 2005:** The annual Christmas

Wine and Cheese Social meeting was held at Galileo's Garden in Stoney Creek. Harry Gelderman from Jan Gelderman Landscaping Ltd. delivered an impressive *Members Present* session. Approximately 70 people attended the meeting.

**January 2005:** Robert Kennaley from McLaughlin and Associates conducted an informative meeting discussing contracts, collections, and liens. The number of questions and discussion generated at the meeting was so great that we are organizing another meeting with Robert for this year! Approximately 45 attended.

**February 2005:** This was our chapter's popular MTO meeting. Constables Al Stennett and Mel Hannah from the Halton Regional Police discussed CVOR/CVSA and MTO issues. Rob Leriche from the Ministry of the Environment discussed the safe transportation and storage of pesticides. The meeting room bulged with approximately 125 eager attendees.

**March 2005:** Phil Jackson from Aquascape discussed the latest water gardening trends and techniques in our industry. Guest speakers from Martek Construction Products, Select Sprinklers, and Turf Pro Landscape Maintenance Ltd. discussed conduits, drainage, and sleeving requirements before landscape installation. Terry Murphy discussed the Youth Apprenticeship program and SCIP. Approximately 65 people attended the meeting.

Thank you again to the board members for their hard work. Also, thank you to the head office staff who have attended our meetings to keep in touch with our chapter.

*Respectfully submitted,*  
Dave Colborne,  
President, 2004-2005

## London

**President:** Michael Pascoe  
**Past President:** Bill Beamish  
**Secretary:** Daryl Bycraft  
**Provincial Board Rep:** Kees Govers  
**Directors:** Darcy Decaluwe, Janet Anderson, Marc Vanden Heuvel, Tim Craddock, Jeff Eisdness, Jay Murray  
**Student Rep:** Wendy Harry

### Chapter meeting highlights:

For the past number of years, the London chapter has been in a state of decline. The board's mandate for 2004-2005 was to focus on re-energizing the chapter. To this end, the major change for the chapter was our meeting venue and a new streamlined structure for each of the meetings.

The new venue, the Labatts Amber Lounge at John Labatts Brewery, has a more relaxed atmosphere. Members are able to



**London Growers tour**

relax before and after the meeting, and enjoy a pint or two during the meeting. We realized that members are rushed to come to the meeting after work so we decided to offer pizza at each meeting. We have streamlined our meetings by allowing 45 minutes for the guest speaker and this allows plenty of time for the formal parts of the meeting and for members to sit and chat with other industry people. Our first meeting following this format in 2004 did not conclude until about 10:30 p.m. in the parking lot.

Our speakers included such industry greats as Bob Wilton of Clintar Groundskeeping on snow removal and Michael Lewis on marketing. Meeting attendance is on the rise as we try to address all the members' areas of interest.

The chapter was also very active running training courses such as skid steer training, a chapter safety day and three chainsaw training courses. These continue to be sell-out successes. The London chapter was also the host of the Perennial Symposium which saw close to 100 members and friends in attendance. Janet Anderson and I were both speakers at this event and traveled onwards to Toronto and Ottawa with the symposium.

The big push in 2004 revolved around staffing. We have been active with the LO Milton office in attempting to secure a field staff person, similar to the Ottawa chapter. We expect to finalize the details for this in the coming months and hope to hire a staff person to work with both the London and Windsor chapters.

The London board has been very active with the Fanshawe College student chapter (120 paid student members) in supporting their initiatives and inviting them to chapter meetings. We now have a student representative position on our board.

Jay Murray of Tender Lawn Care organized a tree planting event at a local public school with chapter support and we plan to expand this project in 2005-2006. The chapter also supported the IODE local garden tour and was the main sponsor for their promotional brochure. Many local members supported the Fanshawe College Horticulture program in the development of the entrance garden at Landscape Ontario Congress.

The chapter board has been extremely dedicated and has worked very hard to bring about change. I owe everyone a huge debt of gratitude for their investment of time and effort in making this a rewarding year — especially Bill Beamish, past president, for his sage advice, wisdom and help in guiding this very enthusiastic board.

*Respectfully submitted,*  
Michael Pascoe,  
President, 2004-2005

## Ottawa

**President:** Peter Cullen  
**Past President:** David Stewart  
**Treasurer:** David Stewart  
**Secretary:** Beth Melanson  
**Provincial Board Rep:** Tim Kearney  
**Directors:** Diana Froh, Mike O'Neill, Mike Skeggs, Hank Mollema, Bruce Morton

### Chapter meeting highlights:

The Ottawa chapter had a great lineup of meetings during the year and here are the highlights of those meetings.

**October 2004:** Our meeting topic was *Succeeding in snow business* with guest speaker Bob Wilton of Clintar Groundskeeping.

**November 2004:** Our meeting topic was the *Asian long-horned beetle and the emerald ash borer* with a guest speaker from CFIA.

**January 2005:** Our guest speaker was Tony DiGiovanni from Landscape Ontario. He spoke to us about the plans for the association and we held our annual meeting and elections.

**February 2005:** We held the Green Trade Expo and our seminars included *Certified Horticultural Technician (CHT)* with an overview by Tom Leedle and *Certified Landscape Designer (CLP)* with an overview by Denis Flanagan. Our guest speaker at the chapter meeting was Roger Mongeon on *Developing business plans*.

We also hosted the *Integrated Pest Management Symposium* which covered topics such as organic soil management, alternative aeration lawn care services, the



**GreenTrade Expo in Ottawa**



10 most common tree problems and MOE and OMAFRA updates.

**March 2005:** We had a number of seminars. *First aid and CPR* was taught by a St. John Ambulance instructor. *20 Most Common Plant, Tree and Lawn Problems* was led by Peter Knippel and Bill Bitz of Peter Knippel Nursery Inc. *Colour in the Garden* was presented by Peter Cullen of Cullen Landscaping.

For the third year in a row we sponsored a bus for both Algonquin College and Kemptville College students and staff to attend Congress 2005.

We had a special evening called *Inspiration for your Garden* at the Centerpointe Theatre with more than 500 in attendance. John Valleau of Valleybrook Gardens spoke on *Creative Perennial Combinations* and Mark Cullen spoke on *Ten Things That I Learned From My Garden*. Both John and Mark gave uplifting, entertaining and informative talks on gardening as they have experienced it. It was great to catch their enthusiasm and ideas about gardening and learn about the new varieties of plants coming out. We were also reminded of older varieties that had been forgotten by most gardeners and should still be a part of the landscape.

**April 2005:** We offered a *WHIMIS* refresher course to our members. This was presented by our local Farm Safety representative, Sheila James.

**August 2005:** We held a *Canada Blooms in Ottawa Charity Golf Tournament*, in support of Ronald McDonald House. This took place at the Carlton Golf and Yacht Club in Manotick. We had a great turn out and great weather for the day. We were able to raise \$10,000 for Ronald McDonald House. This will be given to them for the purpose of improving the gardens around the house and adding to the garden that the Ottawa chapter has been developing for over 20 years. We want to thank Tim Kearney for working so hard to make this tournament a success and we look forward to working on the garden at Ronald McDonald House in Ottawa.

#### **Other highlights:**

Our chapter is fortunate to have a very capable staff person in the position of membership services coordinator. Lynn Lane has worked hard at planning and producing our chapter newsletter that goes out monthly to our members. She produces the Green Trade Expo show and has helped implement many of the association's chapter objectives, such as training and education, membership development and the promotion of horticulture in the Ottawa region. Thank you Lynn for keeping us on track, for your devotion to the membership and your promotion of our industry.

#### **Canada Blooms in Ottawa**

We want to thank Tim Kearney from Garden Creations for the many hours he devoted to bring Canada Blooms to Ottawa in 2006. Tim and his committee worked hard to rally the landscapers in Ottawa who would build the feature gardens, and negotiated and planned with the directors of Canada Blooms to bring it to Ottawa. We are sorry that this great show has been postponed and we look forward to seeing the show become a reality in the future. We encourage you and your committee to continue in reaching for your dreams and goals to make this happen.

*Respectfully submitted,  
Peter Cullen,  
President, 2004-2005*

## Toronto

**President:** Caroline de Vries

**Past President:** Jeff Olsen

**Vice-President:** Richard Newbatt

**Provincial Board Rep:** Mark Story

**Directors:** George Urvari, Lindsay Drake Nightingale, Heather Lindsay, Dave Nemeth, Fiona Penn Zieba, Mark Bradley



#### **Toronto Golf Tournament**

What a great year! I have thoroughly enjoyed my role as president over the past two years — time flies when you are having fun. Our great group of directors has made my role so enjoyable. We are quite a diverse group of professionals — we have a couple of landscape contractors, landscape designers, a maintenance contractor, an irrigation contractor, a nursery/bulb supplier, a property manager and, last but not least, a landscape architect. This combination of professionals makes for very interesting discussions when it comes to choosing speakers for our monthly meetings. In the past year there has been an increase in the overall attendance at the Toronto chapter meetings and I equate this rise in attendance to our interesting topics.

The board has made several changes over the past two years. We agreed to hold our board meetings at the lunch hour because everyone is so busy with life in the evenings.

We usually have at least 80 per cent of the directors in attendance. This is a better turn out than we had at our evening meetings. It is also easier for LO staff to attend. On occasion we meet an hour prior to the chapter meeting.

As a committee, we all agreed that our November meetings would feature a landscape celebrity that would appeal to the trade and the public. We held a very successful event in November 2004, with James van Sweden, a famous landscape architect. We had almost 1,000 in attendance. The lecture was held at Convocation Hall, University of Toronto. The Toronto chapter made a profit of \$8,200 which was donated to the Toronto Botanical Gardens. This year we will feature John Brookes as our guest speaker. Our committee has agreed to support the Toronto Botanical Gardens in future fundraising efforts.

Our meetings have also featured a short presentation by Janet Ward, our Farm Safety representative. The feedback has been very positive on this.

#### **Chapter meeting highlights:**

**October 2004:** *How to succeed in snow business*, with guest speaker Bob Wilton.

**November 2004:** James van Sweden, with almost 1,000 in attendance.

**December 2004:** Children's Christmas party, with 120 attendees.

**February 2005:** Hosts of the LO Contractor's Series.

**February 2005:** Hosts of the Perennial Symposium.

**March 2005:** *A guide to successful landscaping*, with guest speaker George Urvari. Almost 100 people attended.

**July 2005:** 14<sup>th</sup> Annual Golf Tournament — sold out!

**August 2005:** Baseball tournament — sold out!

Our 2005/2006 schedule is set and we hope to attract even more members this year. Thank you to everyone who contributed to our successful year.

*Respectfully submitted,  
Caroline de Vries,  
President, 2004-2005*

## Upper Canada

**President:** Russ Loney

**Vice President:** Terry Childs

**Provincial Board Rep/Secretary:**

Diana Cassidy-Bush

**Treasurer:** Dan Clost

**Director:** Paul Doornbos, Bill Oliphant, Brian Van Dyk, Scott Wentworth

I would like to thank the Landscape Ontario Upper Canada chapter board 2003-2004



and the rest of the chapter members for their dedication to the association and for making our first year a success. Also, thank you to Russel Loney, the chapter president in 2004, for his guidance during the first year.

In September, we held our first chapter social event at Waupoos Winery in Prince Edward County. We enjoyed a great dinner, wine tasting and tour, with more than 80 people attending, including Tony DiGiovanni, Gerald Boot and Bob Adams from Landscape Ontario.

#### Chapter meeting highlights:

In December we held a Christmas social in Gananoque. Attendance was not the best so we decided to hold future socials in January or February to avoid conflicts with other holiday events. In February we all learned a little more about employment law and our March meeting provided us with insight into the



Winery tour in Prince Edward County

management of work crews in a municipal environment. We had our second annual MTO meeting in April. These meetings seem to raise more complicated questions each year. In July we held our summer social, an excellent golf tournament that was well attended and is expected to become an annual event. In September we held a dinner cruise along the western end of the 1000 Islands. There was great food, great company and breathtaking views. Some of us also took this opportunity to view our work from the water.

The new board of directors is in place for 2005-2006 and is already planning some great community events to get the Landscape Ontario name out to the public.

*Respectfully submitted,  
Terry Childs,  
President, 2005-2006*

## Waterloo

**President:** Mike Hayes  
**Past President:** Jodi Crooks  
**Vice-President:** Klaas Sikkema  
**Treasurer:** Rob Tester  
**Secretary:** Dave Wright  
**Provincial Board Rep:** John Keenan  
**Directors:** Randy Adams, Cheryl Brown, Rob Kerr

#### Chapter meeting highlights:

**September 2004:** The September meeting was held at The Brick Brewery in Waterloo and our guest speakers were Tony DiGiovanni and Gerald Boot. They did a presentation on *Taking your business to the next level with Landscape Ontario*. The meeting was sponsored by Delta Spring and Chassis Ltd.

September also included the 24<sup>th</sup> annual Landscape Trade Expo which was held at the Kitchener Auditorium and was an all-round success.

The annual baseball tournament was held in September and was won by Kerr and Kerr Landscaping.

**October 2004:** The chapter meeting was held at the Brick Brewery and our guest speaker was Michael Morris from the Construction Safety Association of Ontario. Mr. Morris talked about legislation updates, hazards and safety awareness. Our meeting sponsor was The Stone Place and, of course, we had Oktoberfest sausages.

**November 2004:** The chapter meeting was held at the Brick Brewery and our guest speaker was Steve Matisz from the Farm Safety Association. Safety is a very important issue and worth promoting at our meetings. Our meeting was sponsored by Kissner.

The 25<sup>th</sup> Annual Fall Freeze-up was held at Golf's Steakhouse in Kitchener on November 12. In addition to the prime rib dinner and entertainment, the usual array of door prizes was supplemented by 10 \$1,000-prizes. The grand prize was a \$6,500 travel gift certificate.

**December 2004:** The meeting was held again at the Brick Brewery. Klaas Sikkema from Eloquip was our meeting sponsor and discussed how being a member of LO has



The Waterloo chapter donated a sugar maple to Grand River Hospital during Arbor Week



Mike Hayes, Waterloo chapter president, is presented with a Trees for Learning certificate from Tracy Lapointe of St. Paul school in Kitchener during a spring tree planting ceremony

benefited him. December is our Christmas Social meeting and there are lots of tasty treats on hand.

**January 2005:** The meeting was held, for the final time, at the Brick Brewery. John Powers of Flying Jewels Inc. gave us an entertaining talk on *The wonder of butterflies*. The meeting was sponsored by Jim Bender from In-Lite Design Corporation.

**February 2005:** The February meeting was held at the Army and Navy Club in Kitchener. Our meeting sponsors, Alan Driedger of Automated Watering Solutions Inc. and Rick Buist of Landsource Organix Ltd., both gave informative talks.

**March 2005:** The March meeting was also held at the Army and Navy Club and was sponsored by Delta and Elmira Farm Service. Our guest speaker was Hans Jons, president of Hans J. Jons Group Inc. who discussed MTO regulations. Our roads are getting safer, but it is very important to understand the changing legislation.

**April 2005:** The Waterloo chapter had a large presence at the Kitchener-Waterloo Home and Garden Show. More than 12,000 attendees enjoyed the beautiful displays created by LO members.

Our Arbor Week festivities included planting a large spaded tree at the Grand River Hospital and a number of trees in the outdoor classrooms of two local schools. The trees were received with great enthusiasm.

Thank you to the Waterloo chapter's Board of Directors, committee members and volunteers for another great year. Also, thanks to Tony DiGiovanni and his staff. See you next year.

*Respectfully submitted,  
Mike Hayes,  
President, 2004-2005*

*Cheryl Brown,  
Director, 2004-2005*

# Windsor

**Past President:** Dan Garlatti

**Vice-President:** Matt Pawluck

**Treasurer:** Don Tellier

**Provincial Board Rep:** Karl Klinck

**Secretary:** Jay Rivait

**Directors:** Jay Terryberry, Chuck Pronger, Wayne Michaud

The unusually hot and dry start to the fall of 2004 gave contractors the opportunity to wrap up projects without weather delays. Even November was warm, but rainy. Winter brought record snowfalls to south-western Ontario and smiles to the faces of the snow contractors. The rest of us enjoyed a real winter break for the first time in many years. Winter 2005 ended sometime in mid-May and left many retailers and contractors playing catch-up for the rest of the season. By the end of one of the driest Augusts on record, most companies were reporting flat or slightly improved year over year sales. Jitters over the local economy subsided somewhat by mid-September when it became apparent the CAW and the Big Three (GM, Ford, and DaimlerChrysler) would avert a strike and ratify new three-year contracts. By the end of September, relieved consumers were calling and most contractors and garden centres were looking forward to a busy fall season.

Despite limited volunteers for the 2004-2005 fiscal year, our executive board organized many successful events and activities that benefited all in attendance. The highlight of the year was the inaugural Awards of Distinction presentations in October.

## Chapter meeting highlights:

Special thanks to Dan Garlatti for delivering an interesting speaker program at our chapter meetings.

**October 2004:** Arthur Skolnik, of Shibui Landscaping, spoke about Japanese landscape design elements, techniques, material selection, construction and philosophy and how they relate to our Canadian Landscape.

**November 2004:** Tony DiGiovanni and Gerald Boot presented *Take your business to the next level*, a discussion of Landscape Ontario benefits, programs and activities available to members. They also sought feedback on how LO could develop new initiatives to increase industry skill levels, professionalism, and consumer awareness.

**January 2005:** At the January 27 meeting, Martha Young, of Martha Young & Associates, discussed effective Human Resource Management. Martha covered many diverse topics including the legalities of hiring and firing, the *Employment Standards Act*, new compassionate leave legislation and minimum wage.

**February 2005:** Janet Anderson, of Janet

Anderson Growers of Distinct Perennials, spoke to a full house. Janet made her predictions about the next hot sellers during her photo presentation of new and unusual hardy perennials.

**March 2005:** Michael Pascoe, horticulture program coordinator at Fanshawe College in London, shared his experience of running a successful landscape design practice while spending nothing on advertising.

## Special events and other activities

**Awards of Distinction:** The inaugural Awards of Distinction were presented at a wine and cheese in October. The awards are modelled after the provincial Awards of Excellence program and feature gold, silver and bronze awards in various landscape construction and maintenance categories. It is hoped the awards will help elevate the quality of work in the industry by encouraging healthy competition between members. Many winners have already used their award successfully as a marketing tool. Winners also received attention in the local media.

The Civic Beautification Award was given to the winner in the amateur garden category. The contest was promoted on Don Tellier and Jay Terryberry's radio call-in show and nomination forms were available at participating member garden centres. Winners were profiled in *Windsor Life* magazine.

**Chapter planning session:** On March 24 Tony DiGiovanni returned to Windsor to facilitate a discussion on chapter revitalization. Many past and present board members attended to share their diverse perspectives on what has and hasn't succeeded and why. The discussion resulted in a somewhat revitalized executive and a consensus that more support from the provincial office will be required in the future.

**Arbor Week:** The chapter was once again an active co-sponsor of Arbor Week in the City of Windsor. The Arbor Week kick-off was televised on *The New WI* morning show. A municipal forestry crew felling and shredding a dead ash tree made for great live television. Interviews focused on appropriate replacement species for the tens of thousands of city trees infested with emerald ash borer. The show also emphasized the prohibition of moving of ash material and the proper disposal of ash brush. An Ivory Silk lilac was planted in place of the fallen ash.

**Bursaries:** Once again, the Landscape Ontario Windsor Chapter Bursary and the Don Klinck Memorial Bursary were awarded to St. Clair College horticulture students. Supporting cash-strapped horticultural students is just one way to encourage young people to enter our industry.

**Newsletter:** The newsletter continued to be an excellent communication tool for advertising events, meetings, and sharing business and industry insight. Thanks to

Jay Rivait for all the hard work.

**Education committee:** Thank you Don Tellier and Jay Terryberry for leading a successful pruning techniques seminar in March. Skid-steer certification was also well attended. Workshops will continue to be offered locally when possible.

**Social committee:** Members had a chance to network in an informal atmosphere at the Bob Girard Memorial Golf Tournament on September 28 at Deer Run golf course in Chatham.

On behalf of the Windsor Chapter, I would like to thank all the volunteers and members whose time, effort and input have allowed us to promote the green industry in Windsor, Essex and Chatham-Kent. Serving as a volunteer requires a great personal commitment of time and energy. But it is a very rewarding experience because volunteers get back far more than they put in. I encourage all of our local members to step up and volunteer in this coming year. After all, the whole point of founding and growing any organization is that we all do more together than we can do by ourselves.

*Respectfully submitted,  
Karl Klinck,  
Provincial Board Rep,  
2004-2005*

## CHAPTERS:

# Send us your pictures!

If you're planning to attend a chapter meeting, social function or local tour, take along a camera and send us a few pictures.

You might see them in *Horticulture Review* or next year's Annual Report.

**Digital camera users... the bigger, the better!**  
(Use your highest quality setting).

**E-mail your pictures to:**  
[magazine@landscapeontario.com](mailto:magazine@landscapeontario.com)

# Volunteers

**Abate Wori Abate**, Ministry of Training, Colleges & Universities

**Randy Adams**, RM Adams Trucking Ltd

**Robert Adams**, Adams Lawncare Inc

**Walter Afanasiew**, Aqua Turf Sprinkler Systems

**Bob Allen**, RW Allen Horticultural Services Inc

**Janet Anderson**, Janet Anderson Distinct Perennials

**Chris Andrews**, Canadian Nursery Landscape Association

**Ian Andrews**, Greenwood Interlock

**Susan Antler**, The Composting Council of Canada

**Dean Armstrong**, Hunter Industries Inc

**John Bakker III**, JC Bakker & Sons Ltd

**Jarrod Barakett**, Deer Ridge Golf Course

**Jim Bauer**, Jim Bauer Landscape & Garden Maintenance

**Bill Beamish**, Beamish Landscape Services

**Scott Beaudoin**, Manchester Products

**Barry Benjamin**, Barry Benjamin & Associates

**Stephen Bodsworth**, Humber College

**Gerald Boot**, Boot's Landscaping & Maintenance Ltd

**Johan Bossers**, A Touch Of Dutch Landscaping & Garden Services

**Richard Bown**, Turf's Up Landscaping

**Michael Bradley**, Grand River Conservation Authority

**Janna Bradley**, The Beach Gardener Inc

**Mark Bradley**, The Beach Gardener Inc

**Peter Braun**, Braun Nursery Limited

**Rob Brogee**, Resicom Contracting Inc

**Shannon Brown**, Suburban Landscaping

**Cheryl Brown**, TS Benefit Solutions

**Bart Brusse**, Sheridan Nurseries

**Daryl Bycraft**, Bycraft Gardens

**Joseph Carter**, Creative Irrigation Solutions Inc

**Diana Cassidy-Bush**, Connors Nurseries, CBV Holdings

**Laura Catalano**, Nisco National Leasing

**Michael Celetti**, OMAFRA

**Harry Chang**, Humber College

**Sally Chapman Harvey**, Green Design Landscaping Inc

**Phil Charal**, Allweather Landscape Co Ltd

**Pam Charbonneau**, Guelph Turfgrass Institute

**Don Chase**

**Terry Childs**, Nature's Way Landscaping

**Calvin Chong**, Horticultural Research Institute

**Sue Clark**, Niagara Parks Commission School of Horticulture

**Dan Clost**, Connors Nurseries, CBV Holdings

**Brian Cocks**, Brian Cocks Nursery & Landscaping

**Dave Colborne**, Turf Pro Professional Landscape Maintenance Ltd

**Douglas Coote**, DG Coote Enterprises

**Tom Cowan**, Ministry of the Environment

**Cathie Cox**, Toronto Botanical Gardens

**Tim Craddock**, Horta-Craft Ltd

**Tim Cruickshanks**, Cruickshanks Property Services Inc

**Peter Cullen**, Cullen Landscaping Ltd

**Alan Darlington**, Air Quality Solutions Ltd

**Gavin Dawson**, Barefoot Grass Canada Ltd (o/a Green Lawn)

**Sonia Day**

**Harold Deenen**, Hank Deenen Landscaping Limited

**Caroline DeVries**, TradeWinds International Sales Co Inc

**Horst Dickert**, Moonstone Tree & Fruit Farm

**Phil Dickie**, Fast Forest

**Barry Dickson**, BR Dickson Equipment Inc

**Charlie Dobbin**

**Paul Doornbos**, Mills Flowers

**James Doyle**, Davey Tree Expert Company Canada

**Lindsay Drake Nightingale**, Yorkshire Garden Services

**Beth Edney**, Designs By The Yard Inc

**Kim Edwards**

**David Emmons**, Dave Emmons Plants

**Eric Endersby**, Key West Tropicals Ltd

**Frank Ferragine**, Bradford Greenhouses Garden Gallery

**Lorraine Flanigan**

**John Flatt**, Crimson Leaf Landscaping Ltd

**Tony Fleischmann**, City of Mississauga, Forestry

**Mike Forbes**, Acorn Landscaping

**Kent Ford**, Kent Ford Design Group Inc

**Percy Ford-Smith**, Dufferin Aggregate

**Ken Forth**, Ontario Fruit & Vegetable Growers Association

**Jacquelyn Fraser**, AG Care

**Frank Freiburger**, Freiburger Landscaping

**Carol Fulford**, Gerrits Property Services Inc

**John Fulford**, Gerrits Property Services Inc

**Dan Garlatti**, Garlatti Landscaping Inc

**Jim Garret**, Mori Nurseries

**Paul Gaspar**, Weed Man - Toronto

**Andrew Gaydon**, Vanden Bussche Irrigation & Equipment Ltd

**Hank Gelderman**, Jan Gelderman Landscaping Ltd

**Wendy Gervais**, Mr Grass Landscaping Ltd

**Fadi Gholan**, Rainbird International

**Gillian Glazer**, John Deere Landscapes Ltd

**Michael Goldman**, Ontario Pest Control Association

**Mark Goodman**, Enviroking Lawn Care Ltd

**Kees Govers**, Janet Anderson Distinct Perennials

**Chris Graham**, BritAli Gardens

**Earle Graham**, Lakelands Irrigation

**Perry Grobe**, Grobe Nursery

**Olya Grod**, Flowers Canada (Ontario) Inc

**Steve Hary**, The Landscape Company Inc

**Walter Hasselman**, Dutchman's Landscaping Ltd

**Sherry Hayes**, Landscaping With Style

**Mike Hayes**, Allgreen Tree Service Inc

**Edward Hewis**, Ground Control Contracting

**John Hewson**, Greenscape Lawn Maintenance

**David Holmlund**, D Holmlund Landscaping

**Barry Hordyk**, Shademaster Landscaping

**Martin Horsman**, Jan Gelderman Landscaping Ltd

**John Howard**, Ontario Parks Association

**Gavin Hume**, Greenshore Gardening

**Peter Hummel**, Grandview Landscaping Ltd

**Mark Humphries**, Humphries Landscape Services

**Ron Hunter**, Laur Landscaping

**Harry Hutten**, Select Lawn Sprinklers

**Pauline Intven**, Canadale Nurseries Ltd

**Tom Intven**, Canadale Nurseries Ltd

**Kevin Jensen**, Turf Care

**Michael Johnson**, Georgina Garden Centre

**Joan Johnston**, Peter Knippel Nursery Inc

**Tim Kearney**, Garden Creations of Ottawa Ltd

**John Keenan**, Wright Landscape Services

**Robert Kennaley**, McLaughlin & Associates

**Hella Keppo**, Stems Interior Landscaping

**Rob Kerr**, Kerr & Kerr Landscaping & Property Maintenance Inc

**Christoph Kessel**, OMAFRA, Dept. of Land Resource Science

**Karl Klinck**, Orchard Farm Nursery Ltd

**Liz Klose**, Niagara Parks Commission School of Horticulture

**Ben Kobes**, Kobes Nurseries Inc

**Ron Koudys**, Fanshawe College

**Terry Kowalski**, Kowalski Landscaping

**Brad Lacroix**, ECHO

**John Ladds**, Turf Management Systems Inc

**Marty Lamers**, Allan Block Retaining Walls

**Chris Langendoen**, Willowbrook Nurseries Inc

**John Langendoen**, Willowbrook Nurseries Inc

**Philip Lawton**, Taylor Nursery



**Tom Leedle**, Leedle Landscaping  
**Graham Leishman**, Leishman Landscaping Ltd  
**Chris Lemcke**, Turf Operation Scarborough Inc (Weed Man-Scarborough)  
**Heather Lindsay**  
**Gerry Lindsay**, John Deere  
**Jennifer Llewellyn**, OMAFRA, Dept .of Hort. Science  
**Brian Lofgren**, Horta-Craft Limited  
**Russel Loney**, Loney Landscaping Ltd  
**Glen P Lumis**, University of Guelph  
**Steve Macartney**, Raintree Irrigation & Outdoor Systems  
**Mike MacKinnon**, Monarch Landscape Management Services  
**Len Mancini**, Holland Park Garden Gallery  
**Brian Marsh**, Townscaping Inc  
**Bob McCannell**  
**Bill McCartney**, McCartney Landscaping Inc  
**Jim McCracken**, Hugh McCracken Limited o/a McCracken Land. Design  
**Oliver McLeod**, Beach McLeod  
**Jeff McMann**, Corporation of the Town of Markham  
**Jim McMillen**, McMillen Tree Service  
**Burke McNeill**  
**Leo McPherson**, MCP Landscape Contractors  
**Don McQueen**, Nutri Lawn - Oakville/Hamilton  
**Perry Molema**, Colonial Nurseries  
**Roger Mongeon**, Turf Operation Scarborough Inc  
**John Moons**  
**Dave Moore**, Clintar Groundskeeping Service - London  
**Bruce Morton**, Greenscape Watering Systems Ltd  
**Mark Mossman**, Unilock  
**Martin Mostert**  
**Hugh Munn**, STIHL Ltd  
**Ken Nentwig**, Ridgetown College  
**Roy Neves**, DJ Rain & Co Ltd  
**Rick Newbatt**, Parkplace Property Management  
**Colin Nisbet**, National Golf Course Owner Association  
**Darcy Olds**, Aventis  
**John O'Leary**, Clintar Groundskeeping Service  
**William Oliphant**, Weed Man - Trenton  
**Peter Olsen**, Brookdale Treeland Nurseries  
**Peter Olsen**, Royal City Nursery  
**Paul Olsen**, Brookdale Treeland Nurseries  
**Jeff Olsen**, Brookdale Treeland Nurseries  
**Michael Osborne**, Tree Shirt Environmental Helpers  
**Keith Osborne**, Gro-Bark (Ontario) Limited  
**Ed Parkes**, Husqvarna Forest & Garden  
**Michael Pascoe**, Fanshawe College  
**David Passafiume**, Boardwalk Landscapes Inc  
**Danny Passmore**, Frechette Lawncare  
**Matt Pawluk**, Lakeshore Landscaping & Canadian Natural Stone  
**John Peets**, John Peets Landscaping  
**Ray Pennings**, Ontario Agri Human Resource Committee  
**Joe Pepetone**, Holland Park Garden Gallery  
**Frans Peters**, Humber Nurseries Limited  
**Frans Peters Jr.**, Humber Nurseries  
**Joe Pfeifer**, Landmark Landscape Contractors Inc  
**Nick Pisano**, National Research Council Canada  
**Charles Prenevost**, Plant Maintenance Group  
**Fred Prescod**  
**Kim Price**, Kim Price Landscape Design Inc  
**Chuck Pronger**, Watergardens Unlimited  
**John Putzer**, M. Putzer Hornby Nursery Ltd  
**Greg Quigg**, STIHL Ltd  
**Bob Reeves**, Reeves Florist and Nursery  
**Kurt Reeves**, Plant World  
**Al Richards**, Holland Valley Garden Centre  
**Robert Richards**, Holland Valley Garden Centre  
**Matt Robertson**, Grower's Choice  
**Richard Rogers**, RJ Rogers Landscaping Ltd  
**Gregg Salivan**, Salivan Landscape Ltd  
**Greg Scarlett**, Urban Landscape Solutions  
**Haig Seferian**, Seferian Design Group  
**Scott Shepley**, Green Turf Irrigation  
**Gord Shuttleworth**, Delaware Nursery Limited  
**Klaas Sikkema**, Eloquip Ltd  
**Michael Skeggs**, Skeggs Landscaping & Design  
**Arthur Skolnik**, Shibui Landscaping  
**Irwin Smith**, Flowers Canada (Ontario) Inc  
**Greg Smith**, Lange Transportation  
**Nick Solty**, Solty & Sons Ltd  
**Ted Spearing**, Ground Covers Unlimited  
**Bill Stensson**, Sheridan Nurseries Ltd  
**Karl Stensson**, Sheridan Nurseries Ltd  
**Howard Stensson**, Sheridan Nurseries Ltd  
**David Stewart**, Custom Lawn Care  
**Ian Stewart**, Yards Unlimited Landscaping Inc  
**Mark Story**, Brampton Irrigation Inc  
**Ron Swentiski**, Trillium Associates  
**Luba Taylor**, BritAli Gardens  
**Donald Tellier**, St Clair College  
**Jay Terryberry**, St Clair College  
**Robert Tester**, TNT Property Maintenance  
**Marc Thiebaud**, OGS Grounds Maintenance Specialist  
**Rene Thiebaud**, OGS Landscape Services  
**Mike Thomas**, The Investment Guild  
**Willem Tiemersma**, Willand Grounds Maintenance  
**Kyle Tobin**, LawnSavers Plant Healthcare  
**Edward Tooke**, Ministry of Training, Colleges & Universities  
**Rhod Trainor**, Hamilton Golf & Country Club  
**Rodger Tschanz**, University of Guelph  
**Bob Tubby**, Arbordale Landscaping/Moonstruck Landscape Lighting  
**David Turnbull**, David Turnbull & Associates  
**Livia Tymon**, Two Loons  
**George Urvari**, Oriole Landscaping Ltd  
**Louis Van Haastrecht**, Dr Green Lawn Care  
**Ernest Van Helsdingen**, Van Holland Landscaping Ltd  
**Monica van Maris**, van Maris Holdings  
**Roger van Maris**, Parklane Limited  
**Bill Van Ryn**, Bill Van Ryn Weed Control  
**John van Staveren**, The Garden Shop  
**Marc Vanden Bussche**, Vanden Bussche Irrigation & Equipment Ltd  
**Art Vanden Eden**  
**Philip Vandenberg**, Kubota  
**Marc VandenHeuvel**, Janet Anderson Distinct Perennials  
**Jack VandeRee**, Boot's Landscaping & Maintenance Ltd  
**Dan Vanderkruk**, Connon Nurseries, CBV  
**Neil Vanderkruk**, Connon Nurseries/NVK Holdings Inc  
**Brian VanDyk**, Landtech Design Landscape  
**Chris Villeneuve**, Nutri Lawn - Ottawa  
**Ross Wallace**, Kubota  
**Bruce Warren**, Hort Planners Consulting & BTN  
**Michele Waunch**, Nutri Lawn - Barrie  
**Mark Weavers**, Plantscheme Contractors Ltd  
**Margo Welch**, Toronto Botanical Gardens  
**Scott Wentworth**, The Scott Wentworth Landscape Group Ltd  
**Hans-Peter Werder**, Pan American Nursery Co  
**Allan White**, Turf Systems Inc  
**Ted Whitworth**, Farm Safety  
**Robert Wilton**, Clintar Groundskeeping Service  
**Rob Witherspoon**, Guelph Turfgrass Institute  
**Jarrett Woodard**, The Stone Place  
**Stephen Woods**, Native Woods Nurseries  
**David Wright**, Wright Landscape Services  
**John Wright**, Wright Landscape Services  
**David Wylie**, Braun Nurseries  
**Chuck Yates**, Yates Exterior Services Inc  
**Fiore Zenone**, Tumbleweed Lawncare and Landscaping  
**Gary Zielke**, John Deere Limited

# Commodity Group 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 commodity group system. The objective of each commodity group is to respond to current concerns resulting from marketplace pressures and government legislation.

## Garden Centre

**Chair:** Bob McCannell

**Members:** Diana Cassidy-Bush, Kevin Joyce, Pauline Intven, Robert Richards, Mike Johnson, Joe Peppone, Bob Reeves, Al Richards, Perry Grobe, Frans Peters Jr., Frank Ferragine, Joan Johnston, Kurt Reeves, Karl Stensson.

It gives me great pleasure to announce a renewed energy and commitment to the Garden Centre sector of Landscape Ontario. We have had two meetings this year and have produced an exciting program for next year, including the following.

### Development of an international class garden centre symposium

This will be an excellent catalyst in bringing the industry together in order to facilitate the improvement of our members' businesses. It will be held in conjunction with Garden Expo.

### On-line garden centre newsletter

The focus of the newsletter would be the consumer, however it would be done in a way that would allow all garden centre owners to personalize the information and to control and build their own newsletter database

### Landscape Ontario consumer magazine

This will be a re-branding of the *Landscape Trades* consumer issue. It will be distributed by our members and feature information on new plants, award-winning gardens, garden solutions and trends.

### Garden centre tour

Timing of the tour will be just after the spring rush. It will focus on themes that will stimulate learning and improvement through the sharing of ideas.

Thank you to my fellow committee members for their enthusiasm and inspiring ideas.

*Respectfully submitted,  
Bob McCannell,  
Chair, 2004-2005*

## Grounds Management

**Chair:** Bob Adams

**Provincial Board Rep:** Brian Cocks

**Members:** Gerald Boot, John Hewson, Martin Horsman, Philip Lawton, Brian Marsh, Jeff McMann, Willem Tiemersma

The Grounds Management group is undergoing renewal this year. After completing the most comprehensive set of standards in Canada, thanks to the great work of Jeff McMann, and giving birth to two initiatives that have evolved into separate important groups, (the Snow and Ice Management Committee and the Small Engine Emissions Committee), we are in the process of reflection and planning for the future.

We have decided to take a leadership role in supporting the general priorities of the association in the areas of apprenticeship, the Certified Horticultural Technician program and the new Certified Landscape Professional program.

One of our goals is to encourage every member of Landscape Ontario to enrol employees in the apprenticeship program. We will analyse the barriers to full scale acceptance of the program and will suggest flexible delivery systems that will make the program highly relevant. We will also encourage ongoing government relations advocacy in order to convince the government to offer the \$15,000 apprenticeship tax credit to our sector.

Other apprenticeship promotion ideas include developing a communications program that uses the substantial infrastructure of the association to focus on apprenticeship messages at the chapters, Congress, magazines and winter workshops.

We are also planning a grounds management symposium that will provide the opportunity for our sector to get together at least once per year.

In the next few months we intend to visit each chapter to promote the certification and apprenticeship programs and, most importantly, initiate a dialogue with members at the local level so that we are in tune with their issues.

I want to thank my committee for their commitment and enthusiasm and I want to wish our two former sub-committees (Snow and Ice Management and Small Engine Emissions) great success.

*Respectfully submitted,  
Bob Adams,  
Chair, 2004-2005*

## Growers

**Chair and Provincial Board Rep:**

John Moons

**Members:** Bart Brusse, Chris Langendoen, Jennifer Llewellyn, Glen Lumis, Peter Olsen, Tom Somerville, Ted Spearing, Hans-Peter Werder

The Growers group kicked off the 2004-2005 season with the Growers Research Auction at Willowbrook Nurseries in Fenwick. We celebrated Willowbrook's 25th anniversary in conjunction with the auction and also hosted the Growers Awards of Excellence program. The auction was very successful and raised about \$25,000 for horticultural research and scholarships. In November we held our first dinner meeting, where guest



**Growers Auction at Willowbrook Nurseries**

speakers discussed border issues and emerald ash borer.

In January we held another dinner meeting, where guest speakers discussed water use and sudden oak death. So far these events look like a successful formula for bringing nursery people together. In February we had our annual Growers Short Course at the Royal Botanical Gardens in Burlington. Approximately 190 people attended this very informative event, which focused on container production and nursery management practices.

In the spring, Jennifer Llewellyn organized an IPM seminar in three different Ontario locations. The seminar provided an update on diseases and pests in outdoor nurseries. Over the summer we organized a tour of nurseries in Ohio and a bus full of people took part in the event.

This year the nursery sector received \$300,000 in research funds through the CORD IV funding program. To date, two programs have been funded, one on business risk management and another on water chlorination and ozonation.

Thank you to all the members of the

group who have contributed their time and effort over the last year.

*Respectfully submitted,  
John Moons,  
Chair, 2004-2005*

## Interiorscape

### Chair and Provincial Board Rep:

Sally Harvey

**Vice-Chair:** Eric Endersby

**Treasurer:** Hella Keppo

**Members:** Alan Darlington, Oliver McLeod, Charles Prenevost, Fred Prescod

The Interiorscape group met consistently this year and our focus remained on education, certification and marketing efforts towards buyers and our industry. The group has demonstrated its commitment to this vision by offering several seminars at Congress, Winter Seminar series, our second annual Interiorscape Conference and Trade Show and our feature garden and booth at the IDEX/Neocon show.

The educational opportunities at Congress concentrated on the topics of sub-irrigation and a panel discussion on managing interiorscape businesses in the future. These seminars were well attended.

The Winter Seminars provided technicians the opportunity to develop their horticultural skills and knowledge. The seminars provided attendees with information that would assist them in completing the Certified Horticultural Technician - Interior (CHT) test. We continue to support the certification process by assisting PLANET with improvements to the program and the development of a new comprehensive study manual that will simplify the study resource list and ensure easy access for exam preparation and affordability.

The group's support of The Guelph/Humber Bio Wall continues with plant supply and the privilege of access to research on plant performance and sustainability in typical interior spaces in Canada. We consider this initiative by Air Quality Solutions key to the future development of our industry.

We were pleased to return with the second annual Interiorscape Conference event at Landscape Ontario head Office in Milton, Ontario on September 16, 2005. Again, the intent was to bring the industry together, to educate and network — and we did just that. The feedback regarding the location, content and food was very positive. Plans have already begun for next year's event. This mini trade show and seminar series is aimed at professional development for technicians, installers, managers/owners and suppliers in the industry.

In September, the IDEX/Neocon show invited our group to design and create a



Interiorscape trade show

feature garden called Interiorscaping into the 21st Century. The show's mission is to bring innovation, technology and information to attendees from the interior design and facility management professions. We also had the opportunity to promote our industry via the delivery of two well attended seminars that provided attendees with excellent ideas in regard to interiorscaping services and how to incorporate them within their projects. The presentation updated attendees on new products and services, not to mention the many benefits of incorporating live greenery in all spaces. Landscape Ontario was very well represented at the show with a trade show booth situated adjacent to the feature garden. This show allowed us to market our industry in a proactive way. It also promoted a professional partnership to ensure green life is designed and maintained in all indoor spaces.

We continue to work towards developing a practical component for the Certified Horticultural Technician - Interior program. This would provide better proof of competency amongst our candidates. We intend to hold our next certification written exam in the spring of 2006 after the comprehensive Winter Seminar program, which will teach to and beyond the test. At the same time, we are excited about offering a pilot practical test component to qualified volunteers.

This small group of devoted professionals has celebrated yet another very rewarding year, and we are proud to provide our industry with so many opportunities to learn, and promote and develop their businesses, thereby advancing the industry. We would like to thank all members and the amazing staff at Landscape Ontario for their support and commitment to our industry sector, as they do indeed make this all possible. The Interiorscape group looks forward to another year of growth and positive change within our industry.

*Respectfully submitted,  
Sally Harvey,  
Chair, 2004-2005*

## Irrigation

**Chair:** Harry Hutten

**Provincial Board Rep:** Mark Story

**Members:** Walter Afanasiew, Dean Armstrong, Rob Brogee, Joe Carter, Andrew Gaydon, Fadi Gholam, Gillian Glazer, Kevin Jensen, Steve Macartney, Bruce Morton, Roy Neves, Scott Shepley, Chris Villeneuve, Chuck Yates

Fall has come fast after a busy season for all of us in the green industry. With the hot and very dry season, irrigation contractors will probably see their best year in a long time. This would make up for last year, being cool and wet. The challenges of doing business are still there, but we carry on and continue to be of service.

Your irrigation group will resume its business of meeting together during the off season to address the needs and concerns of the irrigation industry. We will continue to follow our strategic plan by working on education, certification, drought issues (big issue this year), profitability, legislation, public awareness and communication.

We continue to encourage all non-member irrigation contractors to consider joining Landscape Ontario. With more, we can do more! Together we can work on improving our industry to better serve the public, which will lead to a more profitable industry for all of us. And to the irrigation contractor members, continue in your involvement in this fine association. Because the more you put in, the more you get out! It's a win-win situation!

*Respectfully submitted,  
Harry Hutten,  
Chair, 2004-2005*

## Landscape Contractors

**Chair:** Phil Charal

**Provincial Board Rep:** Hank Gelderman

**Members:** Mark Bradley, Percy Ford-Smith, Steve Hary, Barry Hordyk, Tom Leedle, Graham Leishman, Brian Marsh, Bill McCartney, Mark Mossman, Matt Robertson, Arthur Skolnik, Kyle Tobin, Bruce Warren

A great deal has been accomplished in 2006. We started the year contemplating Gerald Boot's question: "How do we take Landscape Ontario to the next level?" We decided that the best way to reach "the next level" is to enhance our business skills. One theme emerged this year: How do we help members understand their costs? Understanding costs is the key to building



sustainable margins that lead to long-term prosperity. As a group we evaluated three financial systems and chose a financial system promoted by Canadian consultant John Paul Lamarche. We will be promoting Paul's system within the infrastructure of the association. We also participated in a benchmarking project initiated by Bob Tubby. The idea is to develop operating ratios to measure business success criteria.

Our popular industry rate cards were revamped and promoted. This has been an excellent tool for promoting prosperity and sustainability.

The long awaited Certified Landscape Professional (CLP) program is now complete. Some of our members participated in its development. We are all excited about the certification process as an excellent way to enhance business skills.

Tom Leedle, a member of the Contractors group, initiated a career video with the Durham Regional Apprenticeship Council. The purpose of the video is to attract apprentices to our industry. The video was professionally created using the backdrop of Canada Blooms to promote the benefits of our industry.

Our annual Contractors Lecture Series attracted over 200 contractors, landscape architects and landscape designers. Janet Rosenberg and Randy Tumber presented their unique and excellent work inspiring the audience with their creativity and professionalism. As an added bonus Christopher Hume from the *Toronto Star* was on hand to receive the garden communicator's award, and he covered the event in the paper.

The Contractors group also enhanced its contribution ethic by volunteering to help the Toronto Botanical Gardens with planting. This project had to be delayed until spring but we look forward to participating in this worthwhile venture that raises awareness for the benefits of landscapes and greenspaces.

We also developed some ideas for a complaints policy. The ideas are currently being reviewed by our lawyer before we make a formal presentation to the provincial board next year.

I want to thank our excellent group for their willingness to share and contribute to the advancement of the contractors sector. I will be stepping down as chair in order to spend more time at Canada Blooms but I look forward to helping the new chair fulfill his mandate. I also look forward to my new position as the group's representative to the provincial board.

*Respectfully submitted,  
Phil Charal,  
Chair, 2004-2005*

## Landscape Designers

**Chair:** Ron Swentiski

**Vice-Chair and Provincial Board Rep:**

Roger van Maris

**Treasurer:** Beth Edney

**Members:** Dave Maciulis, Don Chase, Kim Price, Ron Koudys, Kent Ford, Greg Scarlet, Livia Tymon, Joseph Yu, Connie Cadotte, Nancy Collins, Anthony Lombardi, Jay Middleton, Ainee Shanta

We saw a number of key objectives move forward this year. The group had good exposure at Canada Blooms through its development of an award for a garden designed by a Certified Landscape Designer (CLD) and by circulation of our brochure.

We have increased our membership and awareness within the industry while building recognition both nationally and internationally. This year the Designers group developed and franchised the Certified Landscape Designer (CLD) certification process to CNLA. CNLA will market and oversee the administration of the certification program nationally and internationally.

Through its creative energy, the group developed a professional logo as well as a unique logo for CNLA. PLANET has developed an interest in using our certification process for its members. CNLA and our representative, Kent Ford, will meet with PLANET this year to explore possibilities.

The development of a manual for Certified Landscape Designers continues through the member's expertise and the writing skills of the Landscape Ontario publishing department.

The group continues to act as a catalyst for the promotion of professional liability insurance, the development of professional design contracts and setting and charging of consulting fees.

We look forward to 2006 with new initiatives for professional development, increasing membership, and increasing public awareness of the benefits that come with the CLD stamp of approval.

*Respectfully submitted,  
Ron Swentiski,  
Chair, 2004-2005*

## Lawn Care

**Chair:** Alan White

**Members:** Pam Charbonneau, Gavin Dawson, John Ladds, Chris Lemcke, Darcy Olds, Dan Passmore, Kyle Tobin, Lou Van Haastrecht, Lee Ratcliffe, Bill Van Ryn, Don Bradley, Don Voorhees, Alan White, John Wright

What a difference a year makes, from 2004, the summer it rained and everything grew, to 2005, one of the hottest, driest years on record here in Ontario. Past chair Patrick O'Toole characterized 2004 as a turning point for the lawn care industry in Ontario and Canada with some rough roads ahead. As your new chair of the Lawn Care Commodity Group in 2004-2005 I saw this past year as a bit like the eye of a storm, with an uneasy calm at the beginning compared to prior years.

Croplife challenged the City of Toronto pesticide ban in court causing many municipalities in Ontario to take a wait and see approach, which allowed us as a group to focus on more positive public relations opportunities and continued growth of the IPM Accreditation program. At Canada Blooms and Congress, we were able to grace the exhibit floors and even some walls with real turfgrass over the winter. This was something that had been discussed in previous years and just never got off the ground. I would like to thank Denis Flanagan and all those who had a part in making this happen. It was a pleasure to see turfgrass as a part of the landscape again.

Introduced last year, IPM Accreditation is quickly becoming a industry standard with an ever increasing number of lawn care companies participating, with both public and private golf courses now being able to take part. Congratulations to all those that have completed the program. You are making a difference in our industry.

The calm would be short lived, however. By late summer the Ontario Court of Appeal had once again upheld Toronto's controversial pesticide by-law, allowing it to come into full effect for the lawn care industry in September 2005. Consumers however will still not feel the full effect of the by-law until 2007, unless of course they hire a professional. Again, as expected, Toronto wouldn't be the only municipality to discuss this issue following the Ontario Court ruling. London, Ottawa, Windsor and Hamilton were a few that have returned to investigate this issue at public meetings, which has again involved many late nights listening to delegation after delegation eluding to, but not directly identifying, a public health issue that Health Canada and PMRA seemed to have missed. If you have been to one of these meetings,

you know what I am taking about. If you have not, I would suggest you try to attend one as it quickly helps you understand how complicated and varied these opinions are. Hopefully 2006 will provide a greater understanding of how this complex puzzle fits together, but don't hold your breath. It is worth noting that Croplife has appealed its case to the Supreme Court of Canada. A decision on whether the case will be heard is not expected until early in 2006.

Even with things heating up, this year is scheduled to end on a positive note. Chris Lemcke and Sharon Urquhart spent a considerable amount of time this past summer arranging a special project in Ottawa to coincide with 2005 The Year of The Veteran called Renewal and Remembrance. Various commodity group members will participate in beautifying approximately 10 acres of Beechwood Cemetery for the Commonwealth War Graves Commission, the Department of Veterans Affairs, and the Department of National Defense in preparation for Remembrance Day on November 11. Thank you, Chris and Sharon, for your efforts to make this happen on our behalf. This is something we can all be proud of.

I would also like to take this opportunity to thank Tony and his staff. They have always provided our group with support and leadership whether it is across the province or across the country, thank you.

*Respectfully submitted,  
Alan White,  
Chair 2004-2005*

## Snow and Ice

**Chair:** Bob Wilton

**Members:** Gerald Boot, Mark Bradley, John Buikema, John Fulford, Wendy Gervais, Steve Hary, Ed Hewis, Mark Humphries, Mike Knox, Bob Lawrie, Rick Newbatt, John O'Leary, Willem Tiemersma, Peter Tolias

It has been a pleasure participating in the creation of Landscape Ontario's newest commodity group. My fellow commodity group members have contributed a great deal of time and enthusiasm to develop a plan that will improve the prosperity, professionalism and integrity of the snow industry while raising public awareness for the important role we play.

Following is a list of some of our activities:

- Developed a strategic plan that will guide our activities for the next five years.
- Developed a close relationship with the Snow and Ice Management Association (SIMA) so that synergies can accelerate results in achieving our common mission.
- Promoted the Landscape Ontario Snow Contract in order to protect our members from unfair contracts.
- Delivered a very successful Snow Symposium.
- Developed some ideas to protect our members from ice-melting and fuel price increases.
- Started work on a risk management course in conjunction with Sinclair Cockburn Insurance. Insurance is a priority issue and one of the ways to reduce our risk is through education. This risk management course will eventually be part of a Certified Snow Professional program.

- Attended a number of chapter meetings to discuss snow issues.
- Started work on the development of an equipment rate card that will be used for education and promotion purposes.
- Endorsed the Contractors group "know your costs" campaign. We look forward to helping our members improve their businesses.
- Endorsed a Landscape Ontario Salt Standard promoting "salt-included" contracts or flat-rate application rates as the most honest methods of estimating salt use.

Although the strategic plan is ambitious we have narrowed our focus on the following activities for 2006:

1. Maximize SIMA partnership
2. Promote SIMA Certification
3. Develop and promote a risk management course with Sinclair Cockburn
4. Develop and promote an equipment rate card with our Salt Standard printed on the back
5. Develop a snow edition of *Landscape Trades*
6. Expand the Snow Symposium so it becomes an international event
7. Continue promoting the LO contract and amend it to include protection from price increases in fuel and ice-melting materials

I want to thank my excellent committee for their commitment and dedication.

*Respectfully submitted,  
Bob Wilton,  
Chair, 2004-2005*

*Landscape Ontario thanks  
all of the volunteer board members  
for their contribution to  
the advancement of the  
horticulture industry.*

# Committee Reports

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

## Building Management Committee

**Chair:** Karl Stensson

**Committee:** Hank Gelderman, Paul Olsen, John Putzer, Haig Seferian, Marc Thiebaud, Bob Tubby, Monica van Maris, Neil Vanderkruck

Since purchasing the home office site in 1994 remarkable progress has been made



The LO property

in our dream to create a Landscape Ontario Horticultural Centre that would reflect, benefit, promote and showcase our great industry and wonderful members. Here are some of our accomplishments in the last 11 years:

- Created offices for Landscape Ontario, Canadian Nursery Landscape Association, Flowers Canada and Ontario Parks Association
- Leased space to other tenants to help pay the mortgage
- Built five classrooms and meeting space
- Delivered over 100 seminars per year to thousands of industry members
- Provided meeting space for most commodity groups, committees, boards and other members businesses

- Hosted various events (auction, open house etc.) attracting thousands of members
- Held five youth initiative programs graduating 300 young people into the industry
- Participated in a partnership with Humber College delivering apprenticeship training to over 50 students per year
- Developed a certification area for industry evaluation processes
- Developed a master plan
- Worked off the master plan to slowly landscape the property including a new driveway in 1998, grading and drainage in 2000, front entrance landscaping in 2001, rockery in 2002, pond in 2003 etc,
- Examined sustainable models to achieve our master plan
- Paid off the mortgage

It is time to go to the next level. The barriers have mostly disappeared. The land is appropriately zoned. Municipal services have now arrived.

Earlier this year the committee spent time consulting with past presidents, board members, chapters and many members to review the master plan and to prioritize its implementation. We also investigated opportunities to sell the property in order to enter into partnerships that might have accelerated our dream. I am pleased to say that we are staying in Milton with renewed energy and purpose. The potential is exciting.

The elements of the master plan have been reconfirmed. The site will be the headquarters for horticultural associations complete with sufficient meeting and conference space. We will eventually build a school and banquet facilities. The pond and island will remain, however, these features may be built by the Town of Halton Hills as part of its water retention plans. The certification and testing facilities will be improved. The entrance and the front of the building will be made a priority to take advantage of the huge volume of traffic (200,000 cars per day) passing by on the 401. The front must be dramatic and reflect the best of our industry.

The current focus will be:

1. Entrance landscaping
2. Dramatic architectural treatments for the 401 side of the building
3. Negotiation with the town to build a demonstration quality pond
4. Examining stewardship, sustainability and entrepreneurial options that would allow us to implement the vision.

We are currently reviewing architects to work on the building façade in conjunction

with Haig Seferian, our Master Plan designer, in order to provide a cohesive look to the entire property, including future buildings on the site. The reviews should be completed by mid winter so that the entrance landscaping can be completed in the spring. Proposals for the overhaul of the building will be presented within the next few months.

I would like to thank my excellent fellow committee members for their commitment and the board for entrusting such an important project to us.

*Respectfully submitted,  
Karl Stensson,  
Chair, 2004-2005*

## Canada Blooms

**Co-chairs:** Phil Charal, Naneve Hawke

**Directors:** Gerald Boot, Joe Murgel, Peter Guinane, Marilyn Field-Marsham, Martha Finkelstein, Joyce Johnson, Nancy Love

This year marked the ninth edition of Canada Blooms: The Toronto Flower and Garden Show. It was attended by over 96,000 people.

Once again, our industry shone with outstanding garden designs, from a 'Spade lounge' to a 'Party for two.' The interpretations of the theme were outstanding. The balcony gardens continue to be a popular feature and were expanded this year along with the addition of townhouse gardens which attracted the attention and participation of some of Toronto's best designers and landscape architects. Plant material



Canada Blooms

continues to improve with more colour and a strong canopy.

Landscape Ontario's garden this year was a 'Botanical Buffet' — a sumptuous collection of new plant varieties which looked good enough to eat. Special thanks to the LO staff for a job well done.

The success of the show relies heavily on



a huge volunteer base. We are fortunate that so many people from across the country dedicate their time to the show. Many thanks to our feature garden volunteers who worked around the clock to install the gardens and take them down again after the show closed. They moved over 1,400 tons of sand and 10 trailer loads of mulch. Paul Degroot was honored by LO for his outstanding volunteer contributions to the garden building effort.

The public shopped 'til they dropped in the marketplace, which featured over 200 exhibitors. The education series was well attended by the public – with standing room only at many of the seminars and demonstrations. Flowers Canada also participated this year by sponsoring a special evening presentation and workshop by renowned floral designer Klaus Wagener.

The best way to see the show is at the opening night party, where over 1,400 people gathered to kick off the show. Many thanks to Canada Blooms staff, Garden Club of Toronto volunteers, LO staff, volunteers and garden builders, and all who contributed to the success of Canada Blooms 2005 Garden Party.

Be sure to come out and volunteer next year for the 10<sup>th</sup> anniversary of Canada Blooms, March 8-12, 2006.

The show's financial picture continues to improve, showing a modest profit after two years of losses. Both partner organizations were able to renew their philanthropic activities.

I would like to acknowledge our board of directors for their hard work and contribution to Canada Blooms. Due to the board's tireless efforts and the resulting accomplishments, Canada Blooms is one of the best garden shows in the world. Thank you Connie Hunter, Elaine Solway, Frank Ferragine and Roger van Maris who are retiring from the board. We welcome new board members Joyce Johnson, Nancy Love and Peter Guinane. I would also like to thank Gerald Boot, Martha Finkelstein, Joe Murgel, Marilyn Field-Marsham and my co-chair Naneve Hawke.

Over the past nine years Canada Blooms has contributed over \$500,000 towards building gardens in Ontario.

We are now looking forward to 2006 and beyond. This year's show will be very special because it is our 10<sup>th</sup> anniversary. We all look forward to serving LO and the Garden Club in producing the best ever Canada Blooms 2006.

*Respectfully submitted,  
Phil Charal,  
Co-chair, 2004-2005*

# CNLA

**Representative:** Joan Johnston

CNLA is an association of nine provincial organizations. The board of directors meets twice a year, and every effort is made to host meetings in different provinces across the country. The 2005 CNLA summer meeting was hosted by British Columbia; CNLA toured GardenWorks Mandeville, Richmond Nurseries, Richelieu and VanDusen Gardens.

CNLA was pleased to welcome Den Gardner, Executive Director of Project Evergreen, New Prague, Minn. This is an initiative to promote the environmental, economic and lifestyle benefits of green spaces and the green industry through consumer messaging. Harold Deenen volunteered to represent CNLA and to provide strong Canadian industry involvement.

The executive directors and provincial representatives met prior to the board meeting to develop areas of common ground. The main points of interest were identified as follows:

- Human resources
- Industry promotion - "Because Green Matters" campaign
- Federal government relations
- Standards and best practices
- Governance and operations

Other issues:

- B.C. horticultural education initiative — apprenticeship to be industry driven
- Quebec plant tag issue — fines for infractions
- Trucking issues — industry costs and regulations
- Student recruitment information exchange
- Membership category alignment
- Basic infrastructure support
- Creation of administrative templates for conflict resolution and ethics

## Human resource issues

CNLA is working to create a sector council to address human resource and employment needs of our industry. A meeting of stakeholders will be held in Ottawa in mid November. A sector council is a representative group of industry members whose objective is to:

- a) define and anticipate skill requirements
- b) promote life-long learning in the workplace
- c) facilitate mobility and labour market transitions
- d) help workers get the skills and knowledge needed to drive innovation and to sustain a competitive advantage in the changing economy and
- e) encourage the industry to take ownership and invest in solutions.

## Promotion of the industry

The Certified Landscape Professional Program (CLP) is now available. Industry members need to embrace certification and offer this educational and achievement opportunity to staff. Please visit [www.canadanursery.com](http://www.canadanursery.com) for industry specific articles and association news.

The next National Landscape Awards program will be held in Halifax, N.S. in February, 2006.

## Integrated Pest Management

The goal of the Integrated Pest Management (IPM) research project is to identify effective pest control strategies that have the least impact on the environment. Part of this initiative is also a focus on making better and less toxic pesticides available to the industry. Two new minor use registrations (Intercept 60 WP and MilStop) were announced. The Canadian Food Inspection Agency has published the regulatory protocol if your company experiences an infestation; it is critical that all sectors of our industry stay up-to-date in these areas.

## Industry threats

**Pests:** Sudden oak death, Asian long-horned beetle, Japanese beetle and emerald ash borer — affect all sectors of our industry.

**Regulatory restrictions:** Urban pesticides bans are not consistent and enacted municipality by municipality.

**Labour:** Seasonality, EI concerns, WSIB rates, aging work force. There is a need to expand the quality and quantity of labour.

## Government relations

CNLA is a member of the Canadian Horticultural Council — its main function is federal lobbying efforts. NAPPO (North American Plant Protection Organization) represents the interest of Canada, Mexico and the U.S. on issues from trade to disease and formulates plant health policy recommendations for those three governments. Canadian growers have benefited from CASE and NISA membership.

## Statistics

CNLA needs to identify statistics required and then apply for funding to collect the necessary data.

## Insurance issues and costs

David Turnbull will review coverage.

## Stable funding

Work sharing and aligning agendas of provincial associations is a positive step. There is a need to secure long-term funding sources in addition to provincial funding.

CNLA deals with a great number of issues requiring diligence and expertise. CNLA represents the Canadian nursery and landscape

industry. CNLA's priority is to lobby government on behalf of our industry in Canada and abroad.

*Respectfully submitted,  
Joan Johnston,  
LO Representative*

## Congress and Garden Expo

**Chair:** Brian Cocks

**Vice-Chair:** Barry Dickson

**Members:** Bob Adams, Scott Beaudoin, Doug Coote, Blair Deutekom, Beth Edney, Brian Lofgren, Keith Osborne, Klaas Sikkema, Nick Soltz, Mark Story, Monica van Maris, Jack VandeRee, Bruce Warren

The Congress Committee was responsible for two successful trade shows last year — Garden Expo on October 20-21, 2004, and Congress 2005 on January 11-13.

Garden Expo/Florist Expo is Canada's retail buying show for garden centres and



**Congress 2005**

specialty retail operations that have a gardening department. Congress appeals to a broader market that includes landscape contractors and all suppliers associated with the green trades. Congress has become the place to launch new products and view maintenance and construction equipment.

Total net revenue increased for both shows during this fiscal period, while visitor traffic at Congress increased 14 per cent at a time when many other trade shows were experiencing decreased traffic.

Congress 2005 was a success with over 13,000 attendees and over 750 exhibitors. Garden Expo had 350 exhibitors and a 12 per cent increase in foot traffic. More florists attended the show because of a marketing partnership with The West Side Story, a floral industry open house.

For the first time, Congress 2005 featured a co-located "show within the show," Fencecraft. Fencecraft was the result of a partnership with the Canadian Fence Industry Association. Due to its success at

Congress 2005, Fencecraft will be returning for Congress 2006.

Congress 2005 saw another successful concurrent Congress Conference, with 1,000 participants. The Conference is designed to appeal to all green industry sectors.

Congratulations go to Monica van Maris who put the New Product Showcase together with a brand new format for Congress 2005. I would also like to thank the selection committee, including Hugh Floyd, for selecting which new products are included. Special thanks also go to Klaas Sikkema for his help.

The Awards of Excellence program showcased the first-class creative work of Landscape Ontario members. Paul Day, Show Manager, received recognition for his 10 years of exemplary service to Landscape Ontario.

Upcoming shows include Garden Expo 2006 on October 17-18 and Congress 2007 on January 9-11.

I would like to acknowledge the dedication of our committee members who contribute their time, ideas and energy — both at meetings and on the show floor when needed. Also, I would like to thank Keith Osborne who retired from the committee and welcome our new member, Bruce Warren.

On a personal note, I am grateful to Barry Dickson, the Congress Committee, staff and all the well-wishers who were so kind and helpful to me when I suffered a heart attack while I was Chair. Restored to health, I appreciate more the value of enjoying each task as we do it.

Finally, it is my pride and pleasure to say thanks to LO staff, volunteers and committee members for all the help and assistance. Landscape Ontario is fortunate to have attracted so many good-natured, goal-oriented people.

*Respectfully submitted,  
Brian Cocks,  
Chair, 2004-2005*

*Barry Dickson,  
Vice-Chair, 2004-2005*

## Ontario Horticultural Human Resource Council (OHHRC)

**Chair:** Tony DiGiovanni

**Director:** Terry Murphy

**Council:** Ken Forth, Cathy Ward, Henry Dekker, Carmen Roblin, Neil Vanderkruk, Henry Neufeld, Steve Bodsworth, Bruce Warren, Brenda Ludlow, Irwin Smith, Ken Nentwig

The Ontario Horticultural Human Resource Council is a regional council that provides human resource management in the horticultural sector primarily for the landscape nursery industry in Ontario. Landscape Ontario is the major supporter and our efforts are directed to this sector and available to all other sectors as requested. One main focus is to develop labour from the pool of young people at the high school level. Our activities include worker training, career path counseling and development, standards and accreditation, recruitment of labour, national certification, college and high school curriculum advisement, industry safety training and program development, human resource assistance and industry liaison. Human resource development is an important element in our service.

The OHHRC has the following broad goals:

- To sponsor and promote regional youth initiative projects
- To identify, investigate, and resolve training and human resource issues
- To promote careers in horticulture
- To develop a source of funds for sustainability by providing fee-for-service activities.

The following outlines some of the key priorities and areas of focus that the OHHRC has been involved with over the last year:

### 1. Safety and accident prevention

Our work continues to include Landscape Ontario safety sponsorship with WSIB on two programs, Safety Groups and Safe Communities Incentive Plan Programs (SCIP). This year has seen savings of millions refunded to industry employers annually in reduced industry rates. Over 100 firms are participating and each has received a WSIB rebate.

### 2. Pre-apprenticeship coordination

The OHHRC partnered with Humber College on two pre-apprenticeship programs (Toronto and Durham) that added 30 people to the industry. We are also working on two new pre-apprenticeship programs for 2006, which could add another 40 new people into the industry.

### 3. School to work transition

With the formation and support of the Horticultural Ontario Secondary Teachers Association (HOSTA) and the Ontario Council of Technical Educators (OCTE) we continue our efforts in working more closely with high school students and teachers. We have attended over 40 career or youth days in the last 12 months. Many high schools are beginning horticultural programs. Landscape Ontario members have a major challenge to assist with co-op training for future high school students, which can lead to full time industry employment. There are more than 140 trades in Ontario so

the competition for youth to enter our industry is very strong. We must continue this important effort.

#### 4. New labour

We continue to attend career days, job fairs, and new employment endeavors, collecting resumes and putting potential employees in touch with LO members. Success in job fairs with the City of Toronto and some of the Youth Centres (OAYEC) provided new labour for LO members.

#### 5. College involvement

LO members are well represented with the colleges as the OHHRC attempts to ensure that schools are producing the quality of students that employers require. Our goal continues to have the Canadian Horticultural Technician (CHT) Program as part of the landscape diploma program in all colleges.

#### 6. Apprenticeship program

The OHHRC acts as recording secretary for the Horticultural Technician Apprenticeship Program Industry Committee. The OHHRC also acts as the coordinator for Humber College in providing the delivery of the Horticultural Technician Apprenticeship programs in the Toronto area. Apprenticeship recruitment continues to be a major challenge for our industry.

#### 7. Program funding

We continue to write proposals and look for funding opportunities that will advance the goals and objectives of the industry.

The OHHRC is committed to achieving the goals of the council and assisting agricultural, horticultural and Landscape Ontario members in training, education and human resource development and management.

#### Specific objectives for 2005 – 2006

- Development work for a Sector Council
- Introduction and promotion of the Certified Landscape Professional Program (CLP)
- Continue our efforts in the area of apprenticeship training, health and safety, and labour development with high schools
- Provide LO members with human resource assistance as required.

It has been a pleasure working with the LO staff and the various industry participants. I appreciate all the support and the opportunity to work with everyone over the past year.

*Respectfully submitted,*  
*Terry Murphy,*  
*Director*

## Farm Safety Association

**Executive Chair:** Peter Olsen

The Farm Safety Association continues to see an increased demand for its services. On- and off-the-job training and work place audits are two things that require a great deal of time from staff.

More firms are taking advantage of our train-the-trainer sessions — these help each company to train its own staff in areas such as WHMIS. A new employee can then be trained on the first day instead of waiting for a consultant from the Farm Safety Association.

We continue to provide safety and health information to OMAFRA, Ministry of Labour and the Labour Issues Coordinating Committee in relation to agricultural/horticultural safety concerns. We provide assistance to firms that are being audited by WSIB Workwell Division and also work with firms being visited by the Ministry of Labour as a result of the new High Risk Initiative. WSIB is clamping down on companies that have a high incidence of accidents. The Farm Safety Association is also in the process of updating the website.

Here are a few examples of Farm Safety activity:

- Seminars have increased from 348 in the year 2000 to 796 seminars in 2004. That is a 229 per cent increase.
- The number of workers trained has increased from 6,006 in the year 2000 to 14,937 in 2004. That is an increase of 249 per cent.
- The number of calls from firms has increased from 1,304 to 2,234. This is a 182 per cent increase.
- The number of recommendations increased from 1,200 to 2,593 – this is up 242 per cent.
- During the same time span (2000-2004) lost-time injury frequency has dropped by 13.6 per cent. We are becoming aware of the accidents and the cost of each person's injuries. We realize that it is not just the pain and suffering but the actual cost of down-time for the injured worker, as well as the company.

During 2004, there were 4,446 active landscape firms with 10,921 full time employees. There were 507 lost-time injuries with one fatality. That works out to be 10,032.9 lost days at an average cost of \$1,862.58 per claim.

The top five injuries are:

- Sprains, strains and tears (205)

- Fractures (50)
- Cuts and lacerations (46)
- Bruises and contusions, etc. (44)
- Non-specific injuries and disorders (16)

The top five types of injuries are:

- Overexertion (113)
- Struck by an object (99)
- Bodily reactions (60)
- Caught in or compressed by equipment/objects (39)
- Struck against an object (32)

Top five body parts affected:

- Fingers (59)
- Ankle (42)
- Back (41)
- Lumbar region (38)
- Knees (35)

Top five sources of injury:

- Bodily motion or posture of injured worker (77)
- Obstacles on the ground (27)
- Trees/logs (27)
- Bricks, blocks and stone (24)
- Mowing machinery (23)

These are some enlightening figures. Please study them and keep them in mind. Practice due diligence and you, your company and your employees will be safe. You will also save a lot of time, grief and money.

*Respectfully submitted,*  
*Peter Olsen,*  
*Executive Chair*

## Foundation

**Chair:** John Wright

**Members:** Bob Allen, Barry Benjamin, Hank Gelderman, Ben Kobes, John Peets, Howard Stensson, Mike Thomas, Marc Thiebaud, Dave Turnbull, Neil Vanderkruk, Monica van Maris

The Ontario Horticultural Trades Foundation is the research and scholarship arm of Landscape Ontario. The purpose of the Foundation is to fund research and scholarship through interest generated on capital investments.

The capital in the foundation has continued to grow despite very little organized fundraising. Most of the funds are generated through association events and activities. This year, we are pleased to report that the Foundation assets have increased to over \$912,595.

The Foundation strives to give out \$20,000 per year in scholarships and bursaries. This year, we distributed \$25,000 in scholarships to students enrolled in horticultural programs across the province. Congratulations to this year's recipients!



### Post-secondary scholarships:

Larissa Allen, Chris Baiden, Martin Bliss, Corrie Bramhall, Pamela Cook, David Burnford, Aaron Dickau, Jennifer Dillinger, Ann Donnan, Shawn Gingrich, Pam Johnson, Elizabeth MacInerney, Christine Majid, Carolyn Parr, Andrea Peplinski, Joelle Perreault, Melissa Simpson, Melissa Sohm, Nathan Torenvliet, Shannon Vanderkrak.

### Horticultural Scholarships:

Andrew Burgess, Haley Nauta, Daphne Neerhoff

### Post Graduate Scholarship:

Eric Roesler

### Casey van Maris Memorial Scholarship:

Rob Jacob

### Tony DiGiovanni Scholarship:

Joanna Kowalczyk

### ODH Scholarship:

Janet Ballantyne

The Foundation is presently working on fundraisers for 2006. Several support options are available, including sponsorship pledges, the Tribute program, the Matching Gift program, the Steward program and the Gift of Life program. Donors will be recognized for their pledges at six levels, ranging from Bronze up to Excalibur. Special thanks are extended to the generous people below, who donated speaking fees to the Foundation through the Steward program:

Jim Douglas	Ontario Regional Common Ground Alliance
Mark Humphries	Direct Landscape Supply
Noreen Knight	Town of Caledon
Bob Maheu	LandFX
Jim Nau	Ball Horticultural Co.

Thank you to all the members of the Foundation for their effective participation over the past year. Pick up a copy of the new Foundation brochure, *Make a Difference!* at Congress.

*Respectfully submitted,*  
John Wright,  
Chair, 2004-2005

## IPM Symposium

**Chair:** Monica van Maris

**Members:** Bob Adams, Jim Bauer, Johan Bossers, Pam Charbonneau, Jennifer Llewellyn, Lorraine Van Haastrecht, Violet Van Wassenauer and John Wright

The 2005 Integrated Pest Management (IPM) Symposium took place February 21-24 in Barrie, London, Toronto and Ottawa respectively. 2005 marked the 40<sup>th</sup> anniversary of the Symposium.

The Symposium is designed to be of interest to all commercial pesticide applicators, parks and golf course technicians as well as lawn and turf care professionals.

The Symposium had 659 registrants, a decline from the previous year. The decrease was attributed mainly to a timing conflict with the Guelph Turfgrass Institute's turf manager's course. The committee decided to move the traditional Symposium dates from the last week of February to the second week of February.

Once again, the IPM committee created a strong and balanced program. Topics included an update on turf insect control products, tree problems and several aspects of soil and turf management.

The committee includes representatives from both the Ministry of the Environment and the Ontario Ministry of Agriculture.

I would like to thank the committee for its efforts. I would also like to add my thanks to Pat Hillmer, Ken Pavely and Tony DiGiovanni for their assistance with the Symposium.

*Respectfully submitted,*  
Monica van Maris,  
Chair, 2004-2005

## Pesticide Industry Council

**Chair:** John Wright

**Secretary:** Tony DiGiovanni

**Manager PIC-PTP:** Tom Somerville

**Members:** Gavin Dawson, Colin Nisbet, Michael Goldman, Dave Price, John Howard, Darcy Olds, Paul Pisani, James Doyle, Tom Somerville, Wanda Michalowicz, Charles Zubovich, Steve Bodsworth

The Pesticide Industry Council has worked with the Ontario Ministry of Environment to meet the new requirements of the *Pesticide Act* (Ontario Regulation 914). Under the new regulation, anyone who applies pesticides must be either licensed or have technician status. Now all unlicensed assistants working with licensed exterminators must complete a basic pesticide safety course in order to legally apply pesticides. The Pesticide Technician Program meets the new requirements. The PTP is a basic two-part safety program that incorporates both practical and academic components in the training requirements. The Pesticide Industry Council was formed on behalf of the pesticide industry by the Lawn Care Commodity Group to administer the Pesticide Technician Program.

Landscape Ontario is the administrator of the Pesticide Technician Program, on behalf of the Ontario Ministry of Environment.

### PIC-PTP program participants:

Year	Qualified	
	Examiners	Technicians
2005	23	1175
2004	30	1100
2003	35	1100
2002	50	1100
2001	64	1000
2000	386	1600
<b>Approx. Total</b>	<b>585</b>	<b>6900</b>

The Pesticide Industry Council has operated at a profit for the fourth year in a row. PIC members include:

Hydro One, Canadian Golf Superintendents Association, Ontario Golf Superintendents Association, Professional Lawn Care Association, Urban Pest Management Council, Crop Protection Institute, International Society of Arboriculture, Ontario Parks Association, Ontario Vegetation Management Association, Structural Pest Management Association, Landscape Ontario Horticultural Trades Association.

Special thanks to Tom Somerville and Tony DiGiovanni for their hard work over the past year.

*Respectfully submitted,*  
John Wright,  
Chair, 2004-2005

## Publishing Committee

**Chair:** Bob Tubby

**Members:** Gerald Boot, Laura Catalano, Hank Gelderman, Marty Lamers.

Landscape Ontario's Publishing Department has put in another year of good service to the association and the industry. Its main initiatives, *Landscape Trades* and *Horticulture Review*, continue to look good from both content and financial standpoints.

*Landscape Trades* takes a leadership role for the Canadian horticulture industry, providing unique, respected and highly-read content. Its multi-sector focus continues to be useful, since most of our colleagues participate in more than one horticultural sector. *Landscape Trades* has been giving Canada's provincial hort trades associations rotating invitations to publish news columns, serving to strengthen cooperation between the associations and to provide perspectives from across the country. In June, we published a theme issue on a key challenge for our trades, business management. The *Source Book* continues to be a unique and valuable

business tool. In addition to all this service, *Landscape Trades* contributes significant revenue for Landscape Ontario initiatives.

*Horticulture Review* continues its tradition as the Voice of Landscape Ontario. The publishing team has made a strong effort to enhance member recognition in HR, in accordance with a priority identified by LO president Gerald Boot. It remains a financially stable member service.

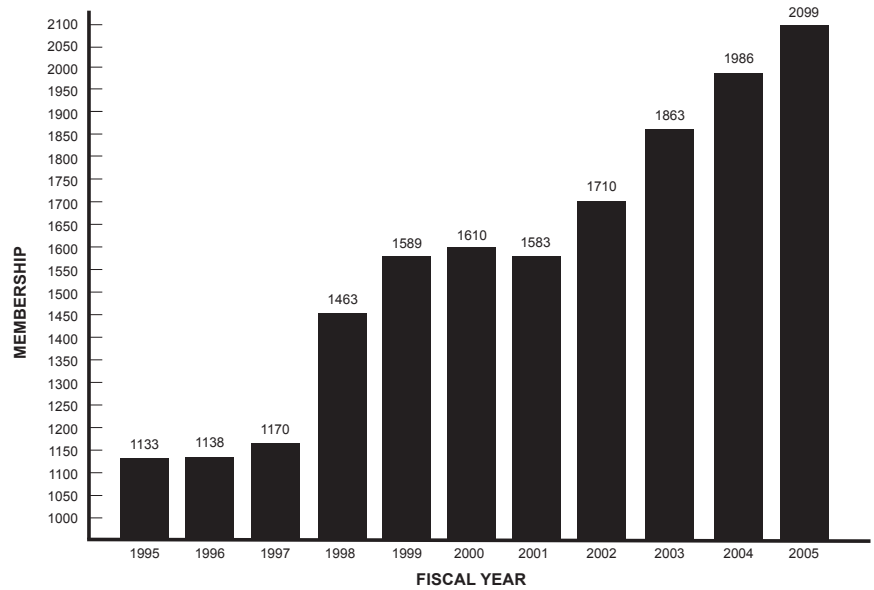
We tested an idea this year that proved very successful – the *LO Membership Handbook*. Besides providing contact information for all members, the volume includes detailed information on member benefits. It has been a great tool for keeping these details accessible to members throughout the year, since members have been keeping their *Handbooks*, as predicted, and even ordering additional copies.

The efficiency and effectiveness of LO's publishing staff is noteworthy. During fiscal 2004-05, staff members published 1,154 magazine pages in 22 issues, sold 502.2 pages of advertising, published web resources receiving 217,325 unique visits and maintained a database of 35,861 industry professionals. In addition, publishing staff produced all the print efforts for LO's membership promotions, administration, trade shows, employment and safety initiatives. We also take advantage of opportunities to promote members, the trade and horticulture at the consumer level. Publishing staff participated in a project with the *Toronto Sun* last spring that put the LO message into consumer hands through 3.6 million attractive colour inserts. LO members are fortunate to get this agency-quality communications work at such great value, from staff members possessing such a keen understanding of our industry.

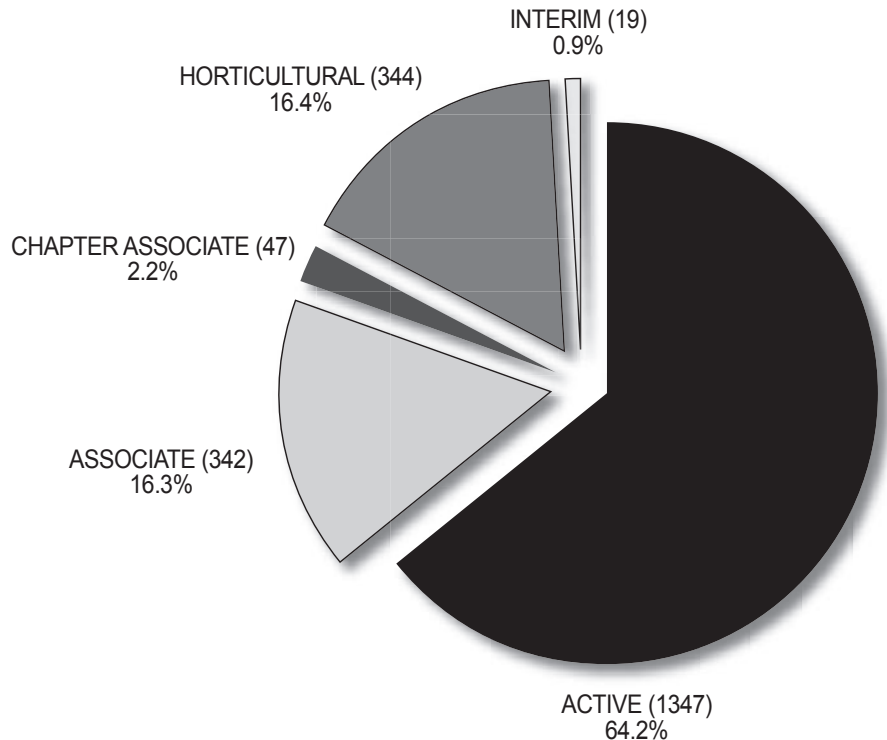
This report gives me a good opportunity to thank my fellow committee members, Hank Gelderman, Marty Lamers, Laura Catalano and Gerald Boot. Your interest, advice and big-picture thinking have guided our publishing efforts in a sound direction and are sincerely appreciated. In addition, sincere praise and thanks are extended to all the members of the publishing staff from the committee, and for that matter, from the entire membership.

*Respectfully submitted,*  
**Bob Tubby,**  
*Chair, 2004-2005*

## MEMBERSHIP COUNT 1995-2005



## MEMBERSHIP BREAKDOWN 2004/2005



## BALANCE SHEET

	2004 Audited Statements	2005 Audited Statements
<b>ASSETS:</b>		
Cash	164,295	316,947
Investments	1,111,644	1,284,553
Accrued Interest	52,325	35,061
Accounts Receivable	1,441,568	1,468,673
Prepaid Expenses	515,972	524,042
Building	1,254,137	1,254,137
<b>Total Assets</b>	<b>4,539,941</b>	<b>4,883,412</b>
<b>LIABILITIES AND SURPLUS:</b>		
Accounts Payable	216,938	208,776
Accounts Payable: Garden Centre Group	38,234	31,538
Accounts Payable: Growers Group	251	1,234
Accounts Payable: IPM Symposium	476	(3,865)
Accounts Payable: -Special Projects	99,395	268,708
Deferred Revenue	2,223,857	2,349,836
Hort. Centre Improvement Fund	583,105	600,850
Hort. Industry Development Fund	232,683	229,911
Technology Fund	0	0
Surplus: Members Equity	1,046,568	1,046,568
Net Income	98,434	149,855
<b>Total Liabilities and Surplus</b>	<b>4,539,941</b>	<b>4,883,412</b>

## FUND ALLOCATIONS

	2004 Audited Statements	2005 Audited Statements
<b>HORTICULTURAL INDUSTRY DEVELOPMENT FUND:</b>		
Opening Balance	336,442	281,900
Expenditures	(521,688)	(57,341)
Industry Funding/donations	417,930	5,352
Transfer From Net Income	49,217	54,928
<b>Closing Balance</b>	<b>281,900</b>	<b>284,839</b>
<b>HORTICULTURAL CENTRE IMPROVEMENT FUND:</b>		
Opening Balance	604,171	632,321
Expenditures	(21,067)	(31,472)
Transfer From Net Income	49,217	54,928
<b>Closing Balance</b>	<b>632,321</b>	<b>655,778</b>
<b>TECHNOLOGY FUND:</b>		
Opening Balance	0	0
Expenditures	0	0
Transfer From Net Income	0	40,000
<b>Closing Balance</b>	<b>0</b>	<b>40,000</b>

## INVESTMENTS

	Maturity Date	Rate of Return	Opening Value At Cost Sep 1/04	Purchases at Cost	Disposals	Gain/loss Disposals	Realized Interest on Disposals	Accrued Interest Aug 31/05	Closing Value at Cost Aug 31/05	Market Value Sep 30/05
Prov. of BC Coupon	Jun 4, 2012	5.97%	39,264					10,051	39,264	55,716
Prov. of Ontario Coupon	Sep 8, 2011	6.18%	54,565		(73,606)	8,043	10,998			
Prov. of Ontario Coupon	Jan 13, 2014	6.13%	72,748		(96,603)	9,566	14,288			
Prov. of Ontario Coupon	Jun 2, 2012	4.40%		170,206				5,150	170,206	179,162
Franklin US Growth Fund			179,091		(78,692)	(100,400)				
Aim Canada Growth Fund			59,208	560					59,768	58,077
Province of BC Coupon	Jul 9, 2018	5.02%		78,691				1,591	78,691	82,775
Royal Bank-GIC	Oct 4, 2005	1.50%		200,000	(200,000)		889			
Royal Bank-GIC	Oct 28, 2005	1.75%		200,000	(200,000)		1,189			
Royal Bank-GIC	Nov 29, 2005	1.75%		200,000	(200,000)		1,160			
Royal Bank-GIC	Aug 10, 2006	1.75%		200,000				201	200,000	200,000
Ontario Savings Bond	Jun 21, 2012	2.35%		500,000				2,479	500,000	500,900
TD Bank Note	Jun 16, 2005	2.38%		499,893	(501,000)		1,107			
Prov. of Ontario Coupon	Dec 2, 2011	4.22%	706,769		(500,001)	15,364	14,492	15,589	236,624	265,151
<b>Totals</b>			<b>1,111,644</b>	<b>2,049,350</b>	<b>(1,849,900)</b>	<b>(67,427)</b>	<b>44,124</b>	<b>35,061</b>	<b>1,284,553</b>	<b>1,341,781</b>



## INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
General	179,474	84,305	173,000	167,000	167,000
Membership	751,670	777,893	735,000	780,000	780,000
Publications	849,726	922,614	858,900	879,400	879,400
Congress	1,464,892	1,565,844	1,488,650	1,762,000	1,762,000
Garden Expo	560,318	593,676	584,500	593,700	593,700
Education	203,850	277,458	190,000	200,000	200,000
<b>Total Revenue</b>	<b>4,009,931</b>	<b>4,221,790</b>	<b>4,030,050</b>	<b>4,382,100</b>	<b>4,382,100</b>
<b>EXPENSES:</b>					
General	1,814,371	1,819,784	1,816,800	1,968,500	1,968,500
Membership	422,025	442,562	466,822	526,684	526,684
Publications	371,527	428,818	386,750	391,250	391,250
Congress	817,914	846,058	851,800	938,500	938,500
Garden Expo	239,969	269,852	274,935	276,200	276,200
Education	245,692	264,861	214,000	232,000	232,000
<b>Total Expenses</b>	<b>3,911,498</b>	<b>4,071,934</b>	<b>4,011,107</b>	<b>4,333,134</b>	<b>4,333,134</b>
<b>Net Income (Loss)</b>	<b>98,434</b>	<b>149,856</b>	<b>18,943</b>	<b>48,966</b>	<b>48,966</b>

## INCOME STATEMENT - EDUCATION

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Special Projects	30,900	83,659	15,000	15,000	15,000
Trade Courses	133,562	141,192	135,000	140,000	140,000
Certification	39,389	52,606	40,000	45,000	45,000
<b>Total Revenue</b>	<b>203,850</b>	<b>277,458</b>	<b>190,000</b>	<b>200,000</b>	<b>200,000</b>
<b>EXPENSES:</b>					
Special Projects	15,723	42,049	9,000	10,000	10,000
Trade Courses	78,902	91,036	78,000	90,000	90,000
Certification	37,066	30,817	30,000	30,000	30,000
Promotion	19,501	18,859	15,000	20,000	20,000
OHHRC Funding	82,500	70,100	70,000	70,000	70,000
Foundation Scholarships Funding	12,000	12,000	12,000	12,000	12,000
<b>Total Expenses</b>	<b>245,692</b>	<b>264,861</b>	<b>214,000</b>	<b>232,000</b>	<b>232,000</b>
<b>Net Income (Loss)</b>	<b>(41,842)</b>	<b>12,597</b>	<b>(24,000)</b>	<b>(32,000)</b>	<b>(32,000)</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(83,998)	(88,068)			
Overhead Allocations	(64,674)	(62,664)			
<b>Net Income (Loss) Net of Allocations</b>	<b>(190,514)</b>	<b>(138,135)</b>			

## INCOME STATEMENT - GENERAL

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Rent	86,410	96,973	95,000	95,000	95,000
Administration Fees	28,831	26,877	26,000	26,000	26,000
Earned Interest	38,763	26,922	45,000	40,000	40,000
Gains/Losses: Investments	9,126	(67,427)	5,000	5,000	5,000
Miscellaneous	16,344	959	2,000	1,000	1,000
<b>Total Revenue</b>	<b>179,474</b>	<b>84,305</b>	<b>173,000</b>	<b>167,000</b>	<b>167,000</b>
<b>ADMINISTRATIVE EXPENSES:</b>					
Property Taxes	35,328	38,707	40,000	42,000	42,000
Telephone	26,906	30,284	28,000	30,000	30,000
Hydro	23,051	29,598	26,000	30,000	30,000
Heat	24,268	25,451	25,000	26,000	26,000
Maintenance: Building	64,734	60,707	60,000	60,000	60,000
Maintenance: Yard	29,103	25,846	30,000	32,000	32,000
Office Supplies	36,614	35,508	38,000	38,000	38,000
Office Equipment	49,990	17,464	30,000	30,000	30,000
Computer Equipment/software	25,048	14,321	30,000	30,000	30,000
Postage	23,219	24,712	22,000	25,000	25,000
Courier	4,933	3,248	5,000	4,000	4,000
Audit	12,840	15,000	12,000	13,000	13,000
Legal Fees	5,856	3,698	1,000	2,000	2,000
Advertising	1,630	1,500	2,000	2,000	2,000
Insurance Expense	13,553	14,347	14,000	15,000	15,000
Meeting Expenses	10,092	12,286	10,000	13,000	13,000
Travel	42,326	46,918	42,000	50,000	50,000
Dues & Subscriptions	6,630	7,427	6,500	8,000	8,000
Donations	1,625	4,394	3,000	4,000	4,000
Training (Staff)	7,723	4,973	10,000	10,000	10,000
Miscellaneous Expenses	10,441	7,835	8,000	14,000	14,000
Interest Expense (Loan)	14	0	500	500	500
Interest Expense (Mortgage)	1,745	0	0	0	0
Bank Charges and Interest	30,892	32,568	30,000	34,000	34,000
(Gain) Loss on Foreign Exchange	(7,316)	(713)	0	0	0
Administration Costs	14,000	0	0	0	0
<b>Total Administrative Expenses</b>	<b>495,245</b>	<b>456,079</b>	<b>473,000</b>	<b>512,500</b>	<b>512,500</b>
<b>COMPENSATION:</b>					
Wages	1,167,630	1,193,148	1,179,000	1,270,000	1,270,000
Benefits	87,356	102,270	98,800	112,000	112,000
Source Deductions	64,140	68,286	66,000	74,000	74,000
<b>Total Compensation</b>	<b>1,319,126</b>	<b>1,363,705</b>	<b>1,343,800</b>	<b>1,456,000</b>	<b>1,456,000</b>
<b>Total Expenses</b>	<b>1,814,371</b>	<b>1,819,784</b>	<b>1,816,800</b>	<b>1,968,500</b>	<b>1,968,500</b>
<b>Net Income (Loss)</b>	<b>(1,634,897)</b>	<b>(1,735,479)</b>	<b>(1,643,800)</b>	<b>(1,801,500)</b>	<b>(1,801,500)</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	1,032,782	969,464			
Overhead Allocations	517,392	501,309			
<b>Net Income (Loss) Net of Allocations</b>	<b>(84,723)</b>	<b>(264,706)</b>			

## INCOME STATEMENT - MEMBERSHIP SERVICES

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Membership Dues	630,504	696,009	665,000	710,000	710,000
Golf Tournament	40,475	0	0	0	0
Awards Of Excellence	11,341	12,174	12,000	12,000	12,000
Merchandise/Services	15,433	19,673	13,000	13,000	13,000
Referral Fees	53,918	50,036	45,000	45,000	45,000
<b>Total Revenue</b>	<b>751,670</b>	<b>777,893</b>	<b>735,000</b>	<b>780,000</b>	<b>780,000</b>
<b>GENERAL EXPENSES:</b>					
CNLA Membership Dues	119,292	146,880	154,500	227,000	227,000
Member Subscriptions	54,000	60,000	60,000	60,000	60,000
Golf Tournament	40,475	0	0	0	0
Awards Of Excellence	43,183	57,802	48,000	58,000	58,000
Membership Plaques	4,138	3,492	6,000	5,000	5,000
Annual Report	3,681	1,894	4,000	3,000	3,000
Web Site Maintenance	12,737	14,534	14,000	15,000	15,000
Merchandise	3,188	6,480	1,500	3,000	3,000
Membership Brochure	4,502	4,660	5,000	5,000	5,000
Membership Campaign	2,882	9,909	10,000	10,000	10,000
Membership Booth	3,204	6,050	5,000	5,000	5,000
Promotion	49,221	42,791	50,000	45,000	45,000
<b>Total General Expenses</b>	<b>340,505</b>	<b>354,493</b>	<b>358,000</b>	<b>436,000</b>	<b>436,000</b>
<b>CHAPTERS &amp; COMMODITY GROUPS:</b>					
Windsor	3,494	3,556	3,620	3,560	3,560
London	5,510	4,696	5,874	6,108	6,108
Golden Horseshoe	8,264	8,616	8,616	8,814	8,814
Waterloo	5,511	5,630	6,706	6,784	6,784
Ottawa	5,458	5,250	5,250	5,484	5,484
Toronto	3,831	6,164	19,822	20,452	20,452
Georgian Lakelands	5,978	5,926	5,926	5,874	5,874
Durham	5,368	5,718	5,718	6,108	6,108
Upper Canada	1,391	3,290	3,290	3,500	3,500
Chapter Assistance	19,026	19,353	20,000	0	0
Growers Group	450	3,320	3,000	3,000	3,000
Lawn Care Group	1,643	2,085	3,000	3,000	3,000
Garden Centre Group	637	1,711	3,000	3,000	3,000
Landscape Contractors Group	5,210	6,960	3,000	3,000	3,000
Grounds Maintenance Group	1,539	979	3,000	3,000	3,000
Designers Group	4,605	1,052	3,000	3,000	3,000
Interiorscape Group	1,755	933	3,000	3,000	3,000
Irrigation Group	1,850	2,829	3,000	3,000	3,000
<b>Total Chapters &amp; Commodity Groups</b>	<b>81,520</b>	<b>88,069</b>	<b>108,822</b>	<b>90,684</b>	<b>90,684</b>
<b>Total Expenses</b>	<b>422,025</b>	<b>442,562</b>	<b>466,822</b>	<b>526,684</b>	<b>526,684</b>
<b>Net Income (Loss)</b>	<b>329,645</b>	<b>335,331</b>	<b>268,178</b>	<b>253,316</b>	<b>253,316</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(330,180)	(315,654)			
Overhead Allocations	(129,348)	(125,327)			
<b>Net Income (Loss) Net of Allocations</b>	<b>(129,883)</b>	<b>(105,650)</b>			



## INCOME STATEMENT - LANDSCAPE TRADES

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Advertising	641,177	658,135	642,000	662,000	662,000
Polybag	22,819	31,399	25,000	25,000	25,000
Classified Ads	5,711	6,777	7,000	7,000	7,000
Subscriptions	18,830	13,993	20,000	20,000	20,000
Member Subscriptions	27,000	30,000	30,000	30,000	30,000
<b>Total Revenue</b>	<b>715,537</b>	<b>740,304</b>	<b>724,000</b>	<b>744,000</b>	<b>744,000</b>
<b>DISCOUNTS:</b>					
Member Discounts	73,744	71,632	76,000	76,000	76,000
Agency Discounts	22,554	24,831	22,000	22,000	22,000
<b>Total Discounts</b>	<b>96,298</b>	<b>96,463</b>	<b>98,000</b>	<b>98,000</b>	<b>98,000</b>
<b>Gross Revenue</b>	<b>619,239</b>	<b>643,841</b>	<b>626,000</b>	<b>646,000</b>	<b>646,000</b>
<b>EXPENSES:</b>					
Printing/artwork	151,266	154,424	153,000	153,000	153,000
Freelance Editorial	18,168	28,959	20,000	23,000	23,000
Editorial Travel	2,750	2,510	5,000	4,000	4,000
Sales Travel	15,821	19,034	17,000	17,000	17,000
Mail Preparation	5,731	8,224	6,000	7,000	7,000
Poly Bag Costs	6,127	6,415	6,000	6,000	6,000
Postage (2nd Class)	38,840	44,862	39,000	40,000	40,000
Postage (Foreign)	5,132	3,178	5,000	4,000	4,000
Courier Charges	1,382	4,017	2,500	2,500	2,500
Subscription Campaign	2,856	0	6,500	4,000	4,000
Promotion/Media Kits	11,845	17,324	10,000	14,000	14,000
CCAB Circulation Audit	4,745	4,856	4,500	4,500	4,500
Miscellaneous	515	769	500	500	500
Bad Debts	0	1,662	2,500	2,000	2,000
<b>Total Expenses</b>	<b>265,178</b>	<b>296,234</b>	<b>277,500</b>	<b>281,500</b>	<b>281,500</b>
<b>Net Income (Loss)</b>	<b>354,060</b>	<b>347,607</b>	<b>348,500</b>	<b>364,500</b>	<b>364,500</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(163,766)	(172,765)			
Overhead Allocations	(64,674)	(62,664)			
<b>Net Income (Loss) Net Of Allocations</b>	<b>125,620</b>	<b>112,178</b>			

## INCOME STATEMENT - HORTICULTURE REVIEW

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Advertising	164,589	151,287	162,000	162,000	162,000
Polybag	5,159	7,385	6,000	6,000	6,000
Classified Ads	20,474	23,367	19,000	20,000	20,000
Subscriptions	2,563	1,594	2,500	2,000	2,000
Member Subscriptions	27,000	30,000	30,000	30,000	30,000
<b>Total Revenue</b>	<b>219,785</b>	<b>213,632</b>	<b>219,500</b>	<b>220,000</b>	<b>220,000</b>
<b>DISCOUNTS:</b>					
Member Discounts	28,920	24,449	28,000	28,000	28,000
Agency Discounts	344	916	600	600	600
<b>Total Discounts</b>	<b>29,263</b>	<b>25,365</b>	<b>28,600</b>	<b>28,600</b>	<b>28,600</b>
<b>Gross Revenue</b>	<b>190,522</b>	<b>188,267</b>	<b>190,900</b>	<b>191,400</b>	<b>191,400</b>
<b>EXPENSES:</b>					
Printing/artwork	50,194	44,441	47,500	50,000	50,000
Freelance Editorial	1,652	350	2,000	1,500	1,500
Editorial Travel	1,790	1,594	2,500	2,000	2,000
Mail Preparations	2,204	4,367	2,500	3,000	3,000
Poly Bag Costs	1,312	1,796	2,000	1,500	1,500
Postage (2nd Class)	15,333	15,785	15,000	16,000	16,000
Postage (Foreign)	1,655	983	2,000	1,000	1,000
Courier Charges	130	379	500	500	500
Promotion/media Kits	193	387	1,000	500	500
Photo Supplies/processing	19	19	0	0	0
Miscellaneous	0	0	250	250	250
Bad Debts	945	0	2,000	1,500	1,500
<b>Total Expenses</b>	<b>75,427</b>	<b>70,101</b>	<b>77,250</b>	<b>77,750</b>	<b>77,750</b>
<b>Net Income (Loss)</b>	<b>115,095</b>	<b>118,166</b>	<b>113,650</b>	<b>113,650</b>	<b>113,650</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(109,683)	(104,508)			
Overhead Allocations	(32,337)	(31,332)			
<b>Net Income (Loss) Net Of Allocations</b>	<b>(26,925)</b>	<b>(17,674)</b>			

## PUBLISHING DEPARTMENT - SPECIAL PROJECTS

<b>Total Revenue</b>	<b>39,965</b>	<b>90,506</b>	<b>42,000</b>	<b>42,000</b>	<b>42,000</b>
<b>Total Expenses</b>	<b>30,921</b>	<b>62,482</b>	<b>32,000</b>	<b>32,000</b>	<b>32,000</b>
<b>Net Income (Loss)</b>	<b>9,044</b>	<b>28,024</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(16,088)	(16,206)			
Overhead Allocations	0	0			
<b>Net Income (Loss) Net Of Allocations</b>	<b>(7,044)</b>	<b>11,818</b>			

## INCOME STATEMENT - CONGRESS

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Exhibit Space	1,454,606	1,498,255	1,478,650	1,700,000	1,700,000
Exhibit Space: CFIA	0	66,150	0	75,000	75,000
Registration	117,066	112,098	120,000	120,000	120,000
Miscellaneous	12,790	17,107	10,000	10,000	10,000
<b>Total Revenue</b>	<b>1,584,462</b>	<b>1,693,610</b>	<b>1,608,650</b>	<b>1,905,000</b>	<b>1,905,000</b>
<b>DISCOUNTS:</b>					
Member Discounts	119,570	121,316	120,000	135,000	135,000
Member Discounts: CFIA	0	6,450	0	8,000	8,000
<b>Total Discounts</b>	<b>119,570</b>	<b>127,766</b>	<b>120,000</b>	<b>143,000</b>	<b>143,000</b>
<b>Gross Revenue</b>	<b>1,464,892</b>	<b>1,565,844</b>	<b>1,488,650</b>	<b>1,762,000</b>	<b>1,762,000</b>
<b>EXPENSES:</b>					
Exhibit Hall	289,000	289,000	289,000	303,000	303,000
Security	23,089	22,765	24,500	24,000	24,000
Show Services	93,765	101,168	90,000	110,000	110,000
Feature Area	3,322	4,769	2,500	5,000	5,000
Garden Subsidy	0	0	0	5,000	5,000
Speakers	26,415	21,291	40,000	40,000	40,000
Registration Services	37,923	37,159	39,000	38,000	38,000
Audio Visual Equipment	25,139	23,365	30,000	27,000	27,000
Entertainment	11,000	12,171	12,000	14,000	14,000
Receptions	30,009	25,911	30,000	32,000	32,000
Printing	54,675	42,158	50,000	45,000	45,000
Promotion	29,575	29,710	27,000	30,000	30,000
Advertising	33,318	39,056	36,000	43,000	43,000
Photography	1,944	1,944	2,200	2,000	2,000
Flowers	2,974	3,701	3,000	4,000	4,000
Gifts/Gratuities	1,047	2,082	1,100	2,500	2,500
Move In/Move Out	53,497	60,188	57,000	65,000	65,000
Travel	37,761	44,448	36,000	45,000	45,000
Snow Removal	3,000	0	10,000	10,000	10,000
Insurance	8,613	8,613	10,000	10,000	10,000
Postage	9,263	12,033	11,000	13,000	13,000
Parking	6,375	6,830	7,000	7,000	7,000
Police	1,352	1,109	1,500	1,500	1,500
Janitorial	25,000	27,500	28,000	31,000	31,000
Software	5,722	5,090	6,000	6,000	6,000
Labour	2,935	3,310	4,000	4,000	4,000
Commissions: Others	0	14,600	0	15,500	15,500
Miscellaneous	1,200	6,087	5,000	6,000	6,000
<b>Total Expenses</b>	<b>817,914</b>	<b>846,058</b>	<b>851,800</b>	<b>938,500</b>	<b>938,500</b>
<b>Net Income (Loss)</b>	<b>646,978</b>	<b>719,786</b>	<b>636,850</b>	<b>823,500</b>	<b>823,500</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(215,111)	(192,717)			
Overhead Allocations	(129,348)	(125,327)			
<b>Net Income (Loss) Net Of Allocations</b>	<b>302,519</b>	<b>401,742</b>			



## INCOME STATEMENT - GARDEN EXPO

	2004 Audited Statements	2005 Audited Statements	2005 Revised Budgets	2006 Revised Budgets	2007 Proposed Budgets
<b>REVENUE:</b>					
Exhibit Space	539,100	563,840	600,000	566,000	566,000
Exhibit Space: Florist Expo	34,836	44,225	0	48,000	48,000
Miscellaneous	1,682	1,101	1,000	1,000	1,000
<b>Total Revenue</b>	<b>575,618</b>	<b>609,166</b>	<b>601,000</b>	<b>615,000</b>	<b>615,000</b>
<b>DISCOUNTS:</b>					
Member Discounts	14,050	13,890	16,500	19,000	19,000
Member Discounts: Florist Expo	1,250	1,600	0	2,300	2,300
<b>Total Discounts</b>	<b>15,300</b>	<b>15,490</b>	<b>16,500</b>	<b>21,300</b>	<b>21,300</b>
<b>Gross Revenue</b>	<b>560,318</b>	<b>593,676</b>	<b>584,500</b>	<b>593,700</b>	<b>593,700</b>
<b>EXPENSES:</b>					
Exhibit Hall	90,020	98,300	97,000	92,000	92,000
Security	6,813	7,438	7,000	7,000	7,000
Show Services	32,638	32,440	35,000	34,000	34,000
Registration Services	12,525	11,304	13,500	12,000	12,000
Printing	18,619	20,470	20,000	22,000	22,000
Promotion	3,674	6,245	14,500	8,000	8,000
Advertising	19,617	24,480	22,000	26,500	26,500
Move In/Move Out	24,046	27,764	27,000	29,000	29,000
Travel	7,724	8,030	8,000	8,000	8,000
Postage	4,626	6,658	6,500	7,300	7,300
Parking	795	1,007	895	1,200	1,200
Receptions	2,095	3,645	4,000	4,000	4,000
Janitorial	6,500	7,500	6,500	8,500	8,500
Software	2,557	3,000	3,000	3,700	3,700
Commissions: Others	6,456	10,154	8,000	11,000	11,000
Miscellaneous	1,262	1,417	2,040	2,000	2,000
<b>Total Expenses</b>	<b>239,969</b>	<b>269,852</b>	<b>274,935</b>	<b>276,200</b>	<b>276,200</b>
<b>Net Income (Loss)</b>	<b>320,350</b>	<b>323,825</b>	<b>309,565</b>	<b>317,500</b>	<b>317,500</b>
<b>ALLOCATIONS:</b>					
Wage Allocations	(113,956)	(79,546)			
Overhead Allocations	(97,011)	(93,995)			
<b>Net Income (Loss) Net Of Allocations</b>	<b>109,383</b>	<b>150,284</b>			