

2003/2004

ANNUAL REPORT



Landscape Ontario 2003/2004 Board of Directors

PROVINCIAL BOARD

President: Gerald Boot

Past President: Nick Solty

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: Doug Coote

London: Kees Govers

Ottawa: Tim Kearney

Toronto: Mark Storey

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 Chapman-Harvey

Irrigation: Harry Hutten

Landscape Contractors: Hank Gelderman

Lawn Care: Vic Palmer

Snow: Bob Wilton



President's Message

First and foremost, I would like to say that it has been an honour, privilege and delight to serve as your president during this past year. The more I become involved with Landscape Ontario, the more I realize that the association has accomplished many great things for our industry. If we were to hold a meeting to listen to reports from all staff, committee members, commodity groups, chapters, Congress and Garden Expo, *Landscape Trades* and *Horticulture Review*, Canada Blooms... the list goes on... it would take weeks to hear all the reports.

There is no doubt that LO is responsible for developing and sustaining industry activity. Many initiatives have begun with LO involvement and continue to prosper through LO's participation and commitment. In the pages that follow you can read highlights of our activities over the past year.

I thank the Landscape Ontario staff, board members, committee members and all of you involved in this association, in one way or another, for your contributions during this past year. LO's strength is its staff and members, who actively pursue activi-

ties and events to make our industry better.

We need only to look at the membership and our commodity groups to see how broad this industry is. There are so many different areas of expertise. All the sectors have their own agendas to make this industry better, so it's no wonder it takes a 24-member board of directors and a staff of 24 to meet and deal with the demands of the members who are running their businesses, each in his own sector.

This is a grass roots association, where every chapter and commodity is represented at the provincial board. There are nine chapters and nine commodity groups represented at each board meeting - the regional and sector-specific issues are brought to the table as these representatives report on their activities. We share information on the success and/or disappointment of chapter meetings and events and on the challenges faced by each commodity group and how they are dealing with them.

Over the past year I have asked many members for ideas on how to take Landscape Ontario, and our businesses,

to the next level. The feedback has helped us to identify three important issues. They are:

1) Helping our members (employers) build better businesses - working for profit; 2) Helping our members on the technical side of things - training employees so that our jobs and service exceed the expectations of our clients; and 3) Helping our members use Landscape Ontario, its logo and benefits in their businesses and communities.

Landscape Ontario always needs more volunteers. There is not a better way to get to know and network with your industry leaders and peers than to get involved and help resolve some of the issues that face your company. I hope that as you read through the reports, you will be motivated to get involved in the industry from which you benefit. I wish you all a prosperous 2005.

Respectfully submitted,
Gerald Boot, President, 2003-2004



Treasurer's Report

As the new kid on the executive committee, I am honoured to hold the position of treasurer of this successful member organization. I would like to offer my report of the financial state of affairs through a few observations that I have made over the last five or so years.

Observation 1:

Landscape Ontario has a good track record of employing sound accounting practices and conservative budgetary principles that lead to surplus budgets. This solid approach has again this year produced a surplus from budget of \$98,434. The surplus is a result of good management practices by all departments, and an unexpected windfall from our trade shows. I follow in the footsteps of three very competent treasurers with whom I am fortunate to serve on the executive committee. They offer a wealth of wisdom that is employed in every decision that comes before us. It is our good fortune to have Joe Sabatino as our long-serving controller. Joe brings many years of experience to his job and manages and presents our finances in an efficient manner. A surplus is again budgeted for the next fiscal year.

Observation 2:

Our association is a well-oiled machine with good communication and motivated staff

that works in the interest of its members. All departments have clearly defined goals and have experienced good success achieving them within or close to budget. The staffs of the trade shows and magazines should be commended on their continued success. It has not been achieved by accident, rather, through hard work and planning. Please keep in mind that they are a vital 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.

Observation 3:

It is a bonus to serve as treasurer for an industry organization that is enjoying good times. Generally, most sectors of the green trade are benefiting from a sustained building boom, low interest rates and a strong economy. It is always easier to deal with budgets when business is good and prospects are positive. Good news items include:

- 1) The mortgage was paid off this year - hurray! This is truly a reason to celebrate. As well, the value of our property continues to escalate as services are provided to the area and surrounding property development is planned.
- 2) Our budgetary surplus has been allocated equally to The Horticulture Centre Improvement Fund and the Horticulture

Industry Development Fund.

Both funds have substantial balances and serve as a great reserve for future site development and other industry initiatives.

Observation 4:

It is a treat to observe how this organization works. It is a case in point where the needs of the members truly do come first. Staffing and budgets are allocated, often on short notice, to address real issues and priorities determined by broad representation from all of the commodity groups and chapters. We are fortunate that our 'official observer,' Tony DiGiovanni, is a good listener and directs staff quickly to respond to the needs of our membership. Our mission is to advance the horticulture industry. It is so nice to see that our budget focuses on doing just that. While we have been highly successful in creating solid income streams from the trade shows and the magazines, it is important to note, that we do these things to provide service to our members through the many membership services and educational programs offered. All of these services are in place with the goal of improving our professionalism. These departments



are less glamorous in that they are net users of income and often perform thankless jobs. However, they are at the heart of advancing the industry and building professionalism. To all the staff in membership services and education, keep up the great work!

Observation 5:

The success of this organization is a direct result of highly motivated volunteers that serve on the boards, and the many committees and associated groups. I encourage all members to become involved - at any level

or with any association activity. Engage yourself and you will feel more connected, fulfilled and rewarded.

Respectfully submitted,
Tom Intven, Treasurer, 2003-2004

Executive Director's Report



Landscape Ontario exists as a means to an end. It is a community for mutual benefit and improvement. Its purpose is to grow a prosperous, professional and ethical industry that is recognized, valued and utilized by the public because of the benefits that our occupational activities provide.

Following is a brief chronicle of our collective activities of 2004:

At the beginning of the year, LO president Gerald Boot began his term by asking a focussing question. "How can we take Landscape Ontario to the next level?" The answers from many members can be summarized into three general themes that will guide our activities for the next few years.

1. Provide opportunities to assist our members to improve their business management and financial skills.
2. Provide opportunities to help our members and their employees improve their technical competence. This includes working at ensuring an adequate supply of skilled labour.
3. Create public recognition for Landscape Ontario members as professionals.

Theme 1 and 2 provided the basis of a detailed Human Resource Plan that you will find on our website at www.hort-trades.com.

Many Theme 3 activities can be found under the heading "Public Relations" below. A detailed Public Relations plan has not yet been finalized. It is felt that that business and technical competence activities are a priority before we focus on our public message.

Highlights of 2004

- A new chapter was born. The Upper Canada Chapter was initiated through the work of Diana Cassidy-Bush and Cor Vanderkruk. Congratulations to their new and enthusiastic board members: Russ Loney, president; Terry Childs, vice-president; Diana Cassidy-Bush, Provincial board rep/secretary; Dan Clost, treasurer. Directors include Paul Doornbos, Bill Oliphant, Brian Van Dyk and Scott Wentworth.
- A new commodity group was formed. The Snow Management Group evolved from the Snow Sub-Committee. The first chair is Bob Wilton. Board members include Gerald Boot, John Fulford, Mark

Humphries, Doug Ketler, Jim Melo, Rick Newbatt, Willem Timersma, and Ernest Van Helsdingen.

- The Minister of Training, Colleges and Universities, Hon. Mary Anne Chambers attended our Awards of Excellence Program to bestow the Apprenticeship Employer of the Year on Richard Rogers of our Ottawa Chapter.
- The Board of Directors has chosen a new Life Member. The Life Member category is the highest honour awarded by the association. There are only five recipients in the 31 years of association existence. We are keeping the name secret until Congress 2005.
- We paid off the mortgage. It took us 10 years to pay off \$730,000. This was done without raising dues.
- Randy Lidkea retired as executive director of the International Society of Arboriculture. His contributions were honoured at a retirement dinner. He set a very high standard of integrity and passion for arboriculture.
- The Waterloo Chapter celebrated the 25th Anniversary of the Fall Freeze-Up. This perennially sold-out event is a symbol of the outstanding community-building ethic of the Waterloo Chapter.
- The Ontario Parks Association has moved its headquarters to the Landscape Ontario Horticultural Centre. Both associations are excited by the enormous potential for partnership and benefit in accelerating and complementing our joint mission to advance, direct and protect Ontario's green infrastructure.
- We continue to enjoy excellent membership growth. We have doubled membership since 1994. LO remains one of the largest and most active horticultural trades associations in the world.
- Honorary Member status was conferred on Robert Kennaley and Pam Charboneau for their significant contributions.
- Casey van Maris' mammoth contribution and legacy was marked by Humber Arboretum through the creation of a Garden called "Casey's Corner."
- LO's trade show manager Paul Day, (one of the best and most accomplished show managers in North America) made time to earn his Certified Director of Expositions designation (CDE) from the

Canadian Association of Exposition Management.

- Garden Expo was named one of *Tradeshow Week's* 50 fastest growing trade shows in the United States and Canada. LO's Congress earned this high honour last year.
- Two successful partnerships have been formed to help grow Congress and Garden Expo. Fencecraft is a welcome addition to Congress and Flowers Canada's Florist Expo has added a new and exciting dimension to Garden Expo.
- Joan Johnston's wonderful work and continuous contribution to the association was marked by a public tribute at the Ottawa van Sweden event, followed by a tree planting ceremony at Ronald McDonald House. Congratulations, Joan!
- WSIB rates were significantly reduced because of our focus on safety.
- The Interiorscape Group hosted its first conference at the RBG. It was a huge success.
- Ken Pavely has moved on after spending a number of years as our IPM Turf Specialist. Ken has done a remarkable job, especially with the development of the IPM Accreditation program. We wish Ken much success in his new job.
- I will always remember 2004 because of the overwhelming gift of goodwill that the board, members and friends have given me in the development of a scholarship in my name. Thank you.

In the interest of time and space the rest of this report will be done in point form under broad general headings. All activities relate to the development of a "prosperous, professional and ethical industry respected and utilized by the public" Please feel free to contact me directly for more information and details.

Human Resource Development Youth - Career Activity

- Maintaining great relationships with many government institutions with the goal of developing our future human resource needs
- Development of career brochures, posters and CDs
- Continued support of the Apprenticeship,

Youth Apprenticeship and Co-Op Programs

- Partnership with Skills Canada, promoting the dignity and skill of horticultural work at the high-school level
- Support of Ontario Horticultural Educators Council (OHEC) and Horticultural Ontario Secondary Teachers Association (HOSTA)

Professional Development

I do not know of any other horticultural association in the world that does more in the area of professional development. All of the programs relate to our professional development mandate. Following is a summary:

- Production of over 100 Winter Seminars
- Expanded Congress conference
- IPM Symposium
- Perennial Symposium
- Apprenticeship activity and upgrading - we actively support and promote the program. In addition, we hosted two programs on our site. We have been given the authority to deliver four apprenticeship upgrading programs this year.
- Investigation of an advisor/mentorship program to assist each member's business growth. It will be called the "Club for Mutual Improvement and Benefit."
- Participated in a joint U.S. and Canadian effort to develop the Certified Landscape Professional Program (CLP). This certification targets the owner/manager, and provides a curriculum for improving business and financial competence. We are hoping to unveil it at Congress 2005.
- Participation in the Foreign Workers Program (FARMS). This program provides labour to many growers.
- New Interiorscape Conference
- Continued work with the Pesticide Technician Program (PTP). We feel that the model used in PTP program (A network of accredited trainers and examiners delivering the test to candidates in their own location) has a huge potential for the Certified Horticultural Technician Program.
- IPM Accreditation is quickly becoming a Canadian model for ensuring that companies and organizations operate their businesses in environmentally sustainable ways through Plant Health Care and Integrated Pest Management processes. We recently received a call from California authorities who were impressed with the program.
- Irrigation School at Congress substantially increases the opportunities for professional development for our irrigation sector. We have also decided to partner with the Irrigation Association in the U.S. to promote many of their excellent programs.
- The Congress Conference Program continues to expand with world-class speakers and programs.
- We continue to promote and deliver

the U.S./Canada Certified Horticultural Technician Program.

Government relations

We maintain ongoing representation and communication with the following government departments on a number of issues (see chart below).

Government Institution	Industry Issues
Ministry of Environment	Pesticide Use, Water Taking, IPM Accreditation, Nutrient Management, Pesticide Technician Program, IPM Symposium, Licensing
Ministry of Training, Colleges and Universities	Development of our Human Resource Plan, Apprenticeship Promotion and Development, Apprenticeship Tax Credits
Ministry of Education	Ontario Youth Apprenticeship Programs, Co-op Partnerships, Common High School Curriculum
Municipalities	Zoning issues, Planning, Permits, Pesticides, Hoophouse Assessments
Ministry of Finance	Apprenticeship Tax Credits, Sales Tax Issues
Human Resource Development Canada	Sector Council Formation, Human Resource Plan Development
Ontario Ministry of Agriculture and Food	Industry Development, Research Support, Extension Support, Nutrient Management, Minor Use Pesticides (OMAF shines. They consistently help us in advancing the industry)
WSIB	Safety Groups, Safety Education and Promotion
PMRA/Health Canada	Minor Use Registrations, Healthy Lawns Program, IPM, Alternative Products, Pesticide Review
Prime Minister's Office	Seasonality Issues
Ministry of Municipal Affairs and Housing	Greenbelt Protection Issue
Canadian Food Inspection Agency	Plant Protection Issues dealing with: plum pox virus, Asian long-horned beetle, emerald ash borer, sudden oak death, Japanese beetle, and accredited nurseries. Plant Protection issues put the growers at huge risk and must be dealt in a proactive fashion. Rita Weerdenburg's new position as Grower's Technical Analyst aims at developing a crisis management plan to deal with potential threats.

their expertise in design, installation and maintenance of gardens and through the growing and retailing of plants and garden products.

Here is a brief list of our public relations activities. There were many more:

- Continued support for Canada Blooms
- James van Sweden seminars in Ottawa

Membership Services

We continue to provide many direct membership services designed to save you money, grow your business, expand your knowledge and provide opportunities for networking, improvement and benefit. Many of these benefits are outlined in our regular communications vehicles. You can find a great deal of information on the website at www.hort-trades.com, or you can pick up the new information brochure. However, the best way to get the maximum benefit out of your membership is to participate and contribute on many of our committees, commodity groups and chapters. At the heart of association benefit is "members helping members." I call it the "meeting after the meeting." The concept of "giver's gain" is powerful.

Public relations

The purpose of our public relations activities are two-fold:

1. To promote the environmental, therapeutic, economic, health, spiritual, social, educational, recreational and legacy benefits of horticulture.
2. To brand our members as landscape professionals who can help the public "create a little piece of paradise" through

and Toronto

- Planning for Canada Blooms Ottawa
- Promotion of our Snow Contract
- Participation in Toronto Parks and Trees Foundation
- Involvement with Toronto and Royal Botanical gardens
- Support for Communities in Bloom program
- Sponsorship participation in the Niagara Flower and Garden Show
- Exploration of a Floriade-type show in North America
- Delivery of seminars to Construct Canada, Association of Condominium Managers and Property Managers Expo.
- Promotion of greening activity at the CN Tower
- Support of Arbor Week and composting programs

Environment

As the real "green industry," responsible for the promotion, design, installation and maintenance of Ontario's green infrastructure, we need to continually reduce our environmental impact while increasing our stewardship activities. Some of the programs we are supporting include:

- Barbara Karthein's effort to promote

responsible and sustainable landscapes around lakes

- IPM Accreditation and education
- Developing an emissions reduction plan, with the help of small equipment manufacturers
- Participating in Environment Canada's effort to reduce the impact of road salt through promotion of Snow Management Best Practices.

Alliances

We continue to work with many groups that share similar missions on a wide variety of issues. The following groups should be recognized for their constant support (see chart below).

Aligned Association	Issue
Labour Issues Coordination Committee	This group of 22 agricultural associations deals with Provincial labour issues, especially Labour Standards Act, Labour Relations Act and Occupational Health and Safety Act
Farm Safety Association	They are wonderful partners in our effort to create a safer industry
Agricultural Adaptation Council	This council supplies funding support for industry development activity. They supported our Certified Landscape Professional program.
Ontario Agricultural Commodity Council	This umbrella group is our direct link to OMAF and Ag Canada on many issues, particularly Safety Net program
CNLA	CNLA is our national association and exists to accelerate industry development through the sharing of resources and alignment of priorities with our provincial counterparts. We are extremely well represented on the CNLA through CNLA President Harold Deenen, Vice President Paul Olsen, Ontario representative Joan Johnston, Contractors Chair Rene Thiebaud and Insurance Chair David Turnbull

Future development

One of LO's strengths is that it is planning driven. We have invested the time to listen to our members with respect to priorities and have produced prioritized plans that are continually executed and revised. Another concept we promote is the alignment of our priorities with those of the other provinces. By working together with similar associations, there is a potential to accelerate industry development through shared resources. This year, we have two excellent examples where LO, BCNLA and CNLA have combined resources to share staff in the area of crisis management and IPM activity.

Communications and events

Our four trade shows (Congress, Garden Expo, Waterloo Equipment Show and Ottawa Green Trade Expo) continue to grow and provide a wonderful conduit for trade and information. All of the shows continue to expand and improve. Garden Expo won *Tradeshow Week's* Top 50 fastest growing shows in the U.S. and Canada Award.

Landscape Trades and Horticulture Review magazines continue to provide excellent communication, news and education at a very high professional level.

We are excited about the possibility of expanding our web communications activities in the near future.

Building management

The big news at your headquarters is that the mortgage has been paid off. We continue to cautiously proceed with the master plan to develop a world-class horticultural centre, complete with conference facilities, full-time school, demonstration gardens, professional development and public education centre for horticulture. We still have not solved the financial sustainability puzzle, but each year we get a little closer. This year, water and sewer services were installed on Steeles Avenue. This has fuelled considerable development activity in the area, not to mention a substantial increase in the value of our own property. The town loves the idea of the Horticultural Centre, and has proposed

to build a water retention pond on part of our site. The Building Committee is carefully weighing this option.

Membership growth

LO continues to enjoy steady growth. Membership has doubled in 10 years.

CNLA highlights

The Canadian Nursery Landscape Association (CNLA), your national association, has never worked better. There is a concerted effort to integrate all of the provincial activities so that more work can be done with fewer resources, eliminating redundancy and reinvention. This concept is working very well. CNLA has nationalized many of the direct benefit programs and continues to negotiate mutually beneficial relationships with endorsed suppliers. It is also taking the lead in coordinating the certification programs. The introduction of a national awards program has been very successful and has stimulated participation in the provincial program. You are extremely well represented.

Ontario Horticultural Trades Foundation - Research and Scholarship

The foundation is our research and scholarship arm. This year, the OHTF distributed over \$26,000 in scholarships. The 2004 scholarship winners are: Lindsay Bennett,

Gregory Bouwman, Cindy Gluett, Sheila Clyburne, Fiona Daniels, Jane Davey, Sandra Davis, Michelle Dobbie, Erica Drummond, Kimberly Ennis, Justin Free, Kirk Gardiner, Gaye Ginies, Andrea Hall, Ryan Hall, Michael Holzworth, David James, Brenda Lindgren Maria Ma, Linda McDougall, Vanessa McDougall, Karim Pringle, Eric Roesler, Sasha Terry, Dale Tilling, Sean, Vyles, Margaret Wyatt and Lizabeth Smith.

In addition to the scholarships, the Foundation continues to support the research efforts of Calvin Chong and Glen Lumis at the University of Guelph. Currently, they are working on a \$90,000, three-year nutrient management project supported by the OHTF, with the help of the National Research Council.

Staff

This brief overview of 2004 activities could be expanded into a book. The activities of the association are many and diverse. You, as members and owners, have invested \$500,000 in dues, which expands to over \$5 million in industry development activity (counting Canada Blooms and CNLA). This could not be done without visionary members and competent staff.

As the primary staff representative and administrator I am often lauded for the quantity and quality of activity coming from Landscape Ontario. However, the credit must be transferred to the amazing, talented, creative, competent and industrious individuals who work for Landscape Ontario.

Recently, the staff participated in a "mirror workshop" with an outside consultant. This introspective process reviews staff activities in light of stated association goals. It identifies gaps for improvement. The consultants were impressed. Despite improvements required in job clarity and communications as a result of the shifting nature of association priorities and rapid growth, the level of staff effectiveness and positive attitude is exemplary. Individual aptitude, energy and attitude supersede any weaknesses in organizational structure.

Thank you Beverly, Brenda, Denis, Ian, Jane, Kathleen, Kathy, Ken, Kim, Kristen, Lee Ann, Linda, Lynn, Megan, Pat, Paul, Adam, Brianne, Rita, Robert, Sarah, Tomas, Steve, Susan, Terry, Tom and Wendy. I am constantly amazed and in awe of the level of professionalism, creativity and continual improvement of all our departments. You make me look great!

Members

The foundation of Landscape Ontario is you, your values, your vision, your activities and your contribution. Landscape Ontario is fortunate to have a solid foundation. You are directly responsible for the sustained success of the organization over many years. Have a great 2005!

Respectfully submitted,
Tony DiGiovanni, Executive Director

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 Chapter

President: Larry Dufty

Past President: Mark Humphries

Vice-president: Ted Spearing

Secretary/Treasurer: Carol Fulford

Directors: Ernest Van Helsdingen, John Fulford, Ian Andrews, Mike Forbes, Blair Deutekom, Brian Marsh

Chapter meeting highlights:

The Durham chapter held five successful winter meetings at the Holiday Inn, Oshawa, on the first Tuesday of the month and two seasonal social events. Overall, member attendance was up throughout the year. The schedule started with a repeat of our annual BBQ and corn roast. Suppliers, members, families and guests had a great time. A special thanks to Mike and Becky Forbes for hosting this event at their home in Courtice.

We kicked off the season with our September meeting, featuring Rob Kennaley on "Snow and ice and maintenance contracts," and Ken Pavely on "Pesticide issues." Thirty-nine members and guests attended.

Our October meeting focused on administration and business management. Two speakers were featured. Les Gower of CFO Services spoke on "Developing strategies for growth and profitability - planning, budgeting, management and financing for small business." Joe Kucik from Real Green Systems flew in from Detroit to show off his computer program designed to manage and track production for any lawn care or property maintenance operation. November's meeting focused on Landscape Ontario membership benefits. A variety of speakers spoke on many of the financial and professional development opportunities available to members. I thank Mark Humphries for chairing this meeting in my absence.

In late November, Carol Fulford engineered another successful Christmas party – our fifth annual. This is always a great social event.

February posed a challenge for the chapter. Our meeting was cancelled due to snow, but in true green industry fashion,

everyone was flexible – hotel, speakers and members. The meeting was rescheduled for the next week when Brenda Wesley, Ministry of Labour, gave us a presentation on "Labour and the law."

Durham Chapter assisted Landscape Ontario in organizing a new Phase I and Phase II SCIP program. It was worthwhile and well attended at both levels.

In March, Arthur Skolnik of Shibui Landscaping gave an enlightening, interesting and educational presentation on the "Japanese garden style." Arthur's life experience and education make him a very interesting expert speaker.

Although I originally agreed to carry on as president for 2005, my circumstances changed. My wife and I decided to make a wholesale change to our lifestyle. As a result, we sold our business and are no longer involved in the green industry. Regrettably, I could no longer stay on as president of the Durham Chapter and respectfully submitted my resignation in June. The friendships that grew out of our involvement with the industry had been a wonderful part of our lives. I fully expect to miss my involvement; however, the friendships will carry on.

Respectfully submitted,
Larry Dufty
President, 2003-2004

Georgian Lakelands Chapter

President: Earl Graham

Past President: Marilyn Hutchison

Vice-president: Steve Woods

Treasurer: Terry Kowalski

Provincial Board Rep: Ron Hunter

Directors: Bob Adams, Dave Holmlund, Don McLaren, Mark Goodman, Michelle Waunch, Nick Soltz, Paul Marshall



Officer Cam Wooley speaks at the Georgian Lakelands Chapter Equipment Show

The Georgian Lakelands Chapter covers



Georgian Lakeland Chapter members enjoy annual ski day.

a large territory including Muskoka, Barrie and Wasaga Beach. These are some of the fastest growing communities in Canada. As a chapter, we are proud to be home to Landscape Ontario's provincial past president, Nick Soltz, and second vice-president, Bob Adams.

Our chapter had a busy year with five chapter meetings, our own equipment and trade show, a ski day at Blue Mountain, a golf tournament at Nottawasaga Golf Club and participation in the Barrie Santa Claus parade.

I extend a sincere thank you to the executive committee members for their support, dedication and contribution to our chapter. I look forward to another productive and successful year.

Respectfully submitted,
Earl Graham,
President, 2003-2004

Golden Horseshoe Chapter

President: Dave Colborne

Past President: Mark Weavers

Vice-president: Rob Verloop

Treasurer: Barry Dickson

Secretary: Brent Vanderkruk

Provincial Board Rep: Doug Coote

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

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 2003: The Chapter's annual



Connon Nurseries/NVK hosts the annual Golden Horseshoe Chapter Chicken Roast.

Chicken Roast was held at Connon Nurseries (CVK) in Waterdown. Wagon rides, face painting, giant games, and an air castle kept everyone busy after a plentiful dinner.

October 2003: This meeting was held at the Niagara Parks School of Horticulture. A tour of the grounds was available to attendees before the meeting. Robert Kennaley of McLaughlin & Associates spoke about LO's new snow and ice removal contract, and other related legal issues.

November 2004: This meeting was held at the RBG in Burlington. Doug Ketter from the Sinclair-Cockburn Financial Group spoke to attendees about commercial insurance requirements. Terry Murphy outlined SCIP 2004 program.

December 2003: The annual Christmas Wine and Cheese Social was held at Lasalle Park Pavillion in Burlington. Brad Paton from Ever-Green Landscaping and Lawn Maintenance Ltd. gave an extensive slide show presentation, including the National Grounds Maintenance Award winning entry. Approximately 75 people attended the event.

January 2004: Guest speaker Giselle Nicholls from the Ministry of Labour spoke to members about the Labour Standards Act, including both Employee's and Employer's rights and obligations. Despite poor weather on this day, approximately 45 people attended.

February 2004: Our chapter's first "Due Diligence" all-day seminar was a tremendous success, achieving our class maximum of 20 students. The meeting was conducted by Pat Evangelisto of Patrick Evangelisto & Associates, who thoroughly discussed the concept of Due Diligence under the Occupational Health and Safety Act.



Guests enjoy a tour of Connon Nurseries Farm at the annual Golden Horseshoe Chapter Chicken Roast.

March 2004: The topic for discussion this meeting was "design and consultation fees," and how to get paid for these valuable services. Sherry Hayes from Landscaping With Style and Haig Seferian from The Seferian Design Group gave their respective personal approaches, followed by a question period. Approximately 70 people attended this meeting.

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

Respectfully submitted,
Dave Colborne
President, 2003-2004

London Chapter

President: Bill Beamish

Past President: Peter Mansell

Treasurer: Janet Anderson

Secretary: Daryl Bycraft

Provincial Board Rep: Kees Govers

Directors: Bob Allen, Darcy Decaluwe, Marc Vanden Heuvel, Michael Pascoe, Tim Cradduk

The London Chapter had another busy year of general meetings and educational seminars, brought together to the extremely dedicated board of directors whose help is appreciated by this chapter president.



The London Chapter held a Family Fun Day at East Park in London.

Chapter meeting highlights:

October 2003: Blake Bexon spoke about "Hiring for success" at our first chapter meeting. He provided great information on hiring and retaining good staff.

November 2003: As a follow-up to our September meeting, Marg Duffy presented her talk on "Employment Law" and how it relates to companies in the horticulture industry. This presentation was a teaser for the full one-day seminar, which was held later in the winter. The meeting was very well attended.

December 2003: Our Christmas get-together was held at Bellamere Estate winery - the turnout was excellent. We sampled a number of wines and had a tour of the facility. An excellent assortment of culinary delicacies was also provided.

January 2004: The London chapter

does not hold a regular chapter meeting in January. Our members met at another LO event in Toronto. Attendance from London chapter members at Congress was very good.

February 2003: We hosted the Perennial Symposium, where many experts offered a wealth of information on new varieties and great ways to incorporate them in our work.

March 2004: Our final chapter event was our mini trade show featuring several local suppliers. Unfortunately, attendance was low due to Old Man Winter's late season appearance.

In March the chapter, along with Fanshawe College, entered a display garden at Canada Blooms. The Fanshawe students, with the help of major sponsors such as Janet Anderson Distinct Perennials and OAKS Concrete Products, did a great job and should be congratulated for making our chapter look so good.

The chapter also ran another successful safety day, with representatives from both Farm Safety and MTO. We had more than 60 participants. We also held two chain saw certification seminars with Fanshawe College, an employment law seminar, and a skid steer training course. These were organized with the help of Kathy McLean in Milton.

Thank you to all of the chapter board members who contribute so much to our chapter.

Respectfully submitted,
Bill Beamish,
President, 2003-2004

Ottawa Chapter

President: David Stewart

Past President: Richard Rogers

Vice-president: Richard Bown

Treasurer: Mike Skeggs

Secretary: Richard Bown

Provincial Board Rep: Tim Kearney

Directors: Peter Cullen, Bruce Morton, Ian Stewart

Chapter Meeting highlights:

The Ottawa chapter had a busy year with several great meetings. The highlights are listed here.

October 2003: Our meeting topic was "Gardening with colour," and our guest speaker was Peter Cullen of Cullen Landscaping.

December 2003: The Chapter held a Christmas Social in conjunction with the Ottawa chapter of the Ontario Association of Landscape Architects.

January 2004: The Chapter held a morning meeting, with Landscape Ontario executive director Tony DiGiovanni as our guest speaker. Tony gave the chapter an overview of association activity. His message to the group was this: as we



Over 700 people attended Ottawa's James van Sweden presentation.

all contribute in a variety of ways, we all improve - as individuals and as an industry. We discussed the association's plan for 2004 and several ideas for taking LO to the next level.

For the second year in a row, the Ottawa chapter sponsored a bus for both Algonquin College and Kemptville College students and staff to attend Congress 2004.

February 2004: The Ottawa chapter held its annual Green Trade Expo 2004 - eastern Ontario's only horticultural trade and equipment show for landscape and horticultural supplies and services. This show continues to be popular, with approximately 100 booths in 30,000 sq. ft. This year, our seminar line-up included "Certified Horticultural training update," with Tom Leedle of Leedle Landscaping; "Small engine repair course," with a factory representative from Husqvarna; "Preparing for the PGA Tour," with Rhod Trainor, superintendent of the Hamilton Golf & Country Club; "Certified Landscape Designer update," with LO's Denis Flanagan; and "How to get ahead in snow business," with Bob Wilton of Clintar Groundskeeping Services.

The second event in February was the IPM Symposium, featuring a variety of speakers and topics. We also had 28 new local firms enroll in our Safety Group (SCIP) Program.

March 2004: In March, our chapter traditionally organizes a public lecture for local gardening enthusiasts. This year, we brought renowned landscape designer and author James van Sweden to Centrepointe Theatre to present "Architecture in the garden" -- a photographic tour of exquisite gardens. There were over 700 people in attendance.



Ottawa's GreenTrade Expo, held annually in February.

Our chapter also organized a two-day Standard First Aid and CPR course for members and their employees. This year, 35 people participated.

April 2004: We continued to follow tradition in April, with our local Farm Safety representative, Sheila James, holding another free, half-day, WHMIS training seminar. Fifty participants enrolled.

May 2004: A Kemptville College horticultural student was awarded a cash scholarship at an awards banquet.

Other highlights:

New staff position: The Ottawa Chapter Board of Directors was pleased to have Lynn Lane join the association staff team in June, 2003, as Membership Services Coordinator for the Ottawa Chapter. In this part-time position, Lynn continued to produce Green Trade Expo and also helped to implement many of the association and chapter objectives, such as training and education, membership development and promotion in the Ottawa region.

Individual recognition: Richard Rogers of Rogers Landscaping was awarded the Landscape Ontario Past President's Award during the Awards of Excellence ceremony, held at Congress 2004. Richard was recognized for his tireless efforts and contributions towards the various education initiatives, and for going above and beyond with his contribution to local industry, our chapter and the association.

Respectfully submitted,
David Stewart,
President, 2003-2004

Toronto Chapter

President: Jeff Olsen
Past President: Ron Swentiski
Vice-president: Caroline DeVries
Provincial Board Rep: Mark Story
Treasurer: Peter Solti
Directors: Janna Bradley, Rick Newbatt, Tom Bradley

It has been another great year for the Toronto Chapter and I thank all of the board members and staff who continue to work so hard at getting our message out. The greatest rewards for volunteering with Landscape Ontario are the business and personal relationships we build along the way. I have truly enjoyed my time as president and look forward to taking on new challenges within the association. I wish our new president, Caroline DeVries, the best of luck and hope she finds as much support around her as I did. Here's how 2003/2004 went:

We held our annual baseball tournament in early September and once again, the turnout was fantastic. We had a perfect late summer day to enjoy the tournament. Our October meeting featured Bob Wilton on

"How to succeed in snow business." The November meeting focused on pesticide bans - this was definitely a hot topic in the City of Toronto.

We had a typically slow December and January, and then as things cooled down in February, our schedule heated up. We hosted the Perennial Symposium, the Contractors' Lecture series, and the IPM Symposium, all within a three-week period in February. March brought our final meeting of the year, where we focused on bringing designers and contractors together with a panel discussion on "Design fees and free estimates." This meeting was very lively and well attended.

In July, we hosted our 13th annual golf tournament in support of the Hospital for Sick Children. Over 200 golfers came out to showcase their skills (or not) and enjoyed a beautiful, sunny day while supporting a very worthy cause. The event generated over \$6,500 for the hospital, and we look forward to continuing the tradition for years to come. Our 2004/2005 schedule is set and looks as busy as always with some fresh, new ideas.

Respectfully submitted,
Jeff Olsen,
President, 2003-2004

Upper Canada Chapter

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



The new Upper Canada chapter celebrated its inaugural event at Waupoos Winery in Prince Edward County.

It's been a long journey, but we have finally formed a chapter to serve Landscape Ontario members in the area between Durham and Ottawa. With the help and dedication of a small group of members we succeeded in setting up the Upper Canada chapter during the winter of 2003-2004.

In March, we organized our first meeting in Napanee and invited the Ministry of Transportation to discuss "Safety and

inspection issues." The meeting was well attended and sparked considerable debate on truck and trailer issues.

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.

Our first part-season as a chapter was very busy for the new board of directors, who spent a great deal of time setting things up for the coming year. I would personally like to thank Steven Poole of Connon Nurseries for the use of their facilities to help get the chapter up and running. I would also like to thank the LO staff for their support and assistance.

I look forward to stepping into the president's shoes in our newly formed chapter - it's certainly going to be a learning experience. We will be hard at work promoting LO members and the horticulture industry in our region.

Respectfully submitted,
Russel Loney,
President, 2004

Waterloo Chapter



Each spring the Waterloo Chapter participates in the Kitchener Waterloo Home and Garden Show. Above: John Wright shows off the Harley-Davidson raffled off by the Ontario Horticultural Trades Foundation in the LO booth.

Windsor Chapter

Vice-president: Matt Pawluk
Past President: Dan Garlatti
Treasurer: Don Tellier
Provincial Board Rep: Karl Klinck, Dan Garlatti
Secretary: Jay Rivest
Directors: Jay Terryberry, Perry Molema

The past year has brought many challenges and rewards for those involved in the landscape trade. The economy was stable with some sectors strong, others weak. Landscapers may have benefited from people wanting to stay close to home and improve their surroundings instead of traveling

The weather, while always a challenge for landscapers, was fairly good for trees and plant materials. The previous two seasons left the ground quite parched and the above average rainfalls this year probably saved a lot of plants. Fall had fairly seasonal temperatures with above average precipitation. Winter started with a fairly heavy snowfall on December 10 and another Christmas Eve snowfall. The temperatures were below normal and snowfalls were also less than average. Spring came with fairly average temperatures. Rainfall in early spring was less than average but huge amounts of rain came in late May and June. The summer was the second wettest in history. The temperatures were also far below normal, with many cloudy grey days. But our local members persevered for a fairly successful season.

Chapter meeting highlights:

October 2003: The first general meeting of the year was held at Roseland Golf Course. It featured Rob Kennaley, a former landscape contractor who now practices construction law. He spoke about the importance of contracts and contractor responsibilities.

November 2003: Our November meeting featured Michael Lewis, with a presentation on "Sensational selling skills".

January 2004: At our November meeting, Tony Catalano discussed maximizing advertising effectiveness with marketing plans, branding and company image.

February 2004: Our February meet-



Windsor Chapter sponsors Growing Together Show.

ing had the best attendance of the year. Janet Anderson of Janet Anderson Distinct Perennials delighted the crowd with slides and information on hot new perennials for the upcoming season.

March 2004: We used a "members present" format at our March meeting. The topic was "Ponds and water gardens" and featured local members as guest speakers. Chuck Catton of Aquascape Ontario spoke about winterizing our ponds and fish. Chuck Pronger of Watergardens Unlimited spoke about the importance of balance in a pond ecosystem. Finally, Matt Pawluk of Lakeshore Landscaping entertained us with slides of his water feature projects. Elections were held and three new board members were acclaimed. They are Shannon Brown, Chuck Pronger and Wayne Michaud. A draw was held for all attendees and Chuck Catton of Aquascape Ontario won the \$1,000 travel voucher.

Annual Bob Girard Golf Tournament: The annual golf tournament was held on October 3 at Deer Run Golf Club in Blenheim. Participants enjoyed an excellent of golf and camaraderie.

Respectfully submitted,
Dan Garlatti,
Provincial Board Rep, 2003-2004

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.

Grounds Management Group

Chair: Bob Adams
Provincial Board Rep: Brian Cocks
Members: Brian Marsh, Gerald Boot, Jeff McMann, John Hewson, Martin Horsman, Philip Lawton, Willem Tiemersma

The Grounds Management Commodity Group started off the year with the Super Tour, showcasing Landscape Ontario members to our European visitors. Two buses toured properties in the Orangeville and Niagara areas on September 23 and 24. The group extends many thanks to staff for organizing this great event.

After years of work, the new Landscape Standards have been completed. The committee acknowledges Jeff McMann and Rita Weerdenburg for the countless hours contributed to this important project. The standards have been put on CD and distributed to property managers, municipalities and the membership. The Landscape Standards will be monitored and updated as required.

Our next project will deal with small engine emissions. Our committee has formed a discussion group with manufacturers and end-users to iron out a position on this hot topic, and to find ways to help the members.

For many years, the Grounds Management group has had a sub-committee for snow and ice management issues. Our group has decided to form a new commodity group, which will be dedicated to this important topic. Watch *Horticulture Review* for more information.

Many thanks to everyone on the committee for their time and commitment over the past year.

Respectfully submitted,
 Bob Adams,
 Chair, 2003-2004

Growers Group

Chair/Provincial Board Rep: John Moons
Members: Bart Brusse, Bill Putzer, Chris Langendoen, Glen Lumis, Hans Peter Werder, Jennifer Llewellyn, Keith Osborne, Kody Van der Kroft, Marinus Koole, Matthew Tillaart, Maurice LeBlanc, Peter Olsen, Ted Spearing

The Growers Group has had trouble attracting new members this year, and as a result, we were not able to organize our annual summer tour. We did hold our annual Growers Short Course at the Royal Botanical Gardens in February. The Short Course featured excellent speakers from Oregon, Quebec, British Columbia and Ontario. With 180 people in attendance, it was clear that there is a great need for practical information that can be applied to everyday work.



The Growers hosted an outstanding auction at Willowbrook Nurseries in Fenwick.

Our annual Growers Research Auction was held at Willowbrook Nurseries in Fenwick. Willowbrook also celebrated its 25th anniversary this year. Chris Langendoen organized tours of the nursery and a great lunch. The Awards of Excellence Program was held in conjunction with the Auction – many growers submitted excellent plant material for judging. After the winners were decided, all the plant material was auctioned off. We raised more than \$28,000, making this one of the most successful auctions to-date. Industry research and scholarships will benefit from the proceeds.

Pests continue to cause problems for area growers. Emerald ash borer has made it difficult to sell *Fraxinus*. The Japanese beetle has been a problem in the nurseries and with shipping restrictions. The Asian long-horned beetle seems restricted to the Toronto area and plum pox virus has put restrictions on production and shipping of

Prunus. Sudden oak death has not reached Ontario yet, but we are on alert for the fungal disease. Of course, all growers are wondering what the coming year will bring.

This year, Rita Weerdenburg started her Grower Analyst position. She is looking after the interests of growers across Canada. Our group is very happy with her work.

Thank you to all the members who have contributed their time and energy to the Growers Group.

Respectfully submitted,
 John Moons,
 Chair, 2003-2004

Interiorscape Group

Chair: Sally Chapman-Harvey
Treasurer: Hella Keppo
Members: Charles Prenevost, Eric Endersby, Fred Prescod, Ian Forbes-Roberts, Oliver McLeod, Uta Parks, Sarah Lamont

The Interiorscape Group met regularly throughout the year with our primary focus on education, certification and communications. The group has demonstrated its commitment to this focus through the several seminars offered at Congress, winter seminars, the completion of the Bio Wall partnership, a sponsorship of the Vauxhall Gardens Event at the Royal Ontario Museum, as well as through our first annual Interiorscape Conference.

The educational opportunities at Congress were well attended and included Integrated Pest Management and computer imaging and graphics.

The Winter Seminars also provided technicians the opportunity to further develop their horticultural skills and knowledge with an update on pest control, nutrition, irrigation and other cultural requirements



The Interiorscape Group created a beautiful backdrop at a charity event for the Vauxhall Pleasure Gardens at the Royal Ontario Museum.

of plant material. We are now in the process of assisting ALCA with a total revision of the interiorscape certification with the proposed development of a new comprehensive study manual that will simplify the study resource list, and thus ensure easy access for exam preparation and affordability.

The Guelph/Humber Bio Wall is now completed, with the group supporting the project by supplying the primary plant material from Florida at cost. We will continue to have access to research on plant performance and sustainability in typical interior spaces in Canada. We look forward to continuing to support this important initiative.

The Royal Ontario Museum provided our group with a unique opportunity to market our products and services as an industry. We designed and provided the interior landscape, which was the primary focus as we were challenged with duplicating a typical historical Vauxhall Garden environment in the Great Hall for a one night fundraising event. The group did an excellent job in representing Landscape Ontario and the industry sector.

We were pleased to present the first annual Interiorscape Conference event at The Royal Botanical Gardens on October 29, 2004. This mini trade show and seminar series was aimed at the professional development of both technicians and managers/owners in the industry. We plan to bring attention to all members on the benefits of certification as we introduce our first preparation program and test delivery date in the winter of 2005. This educational program is very well planned and will also teach beyond the test, thus offering excellent value.

The group also aims to generate greater interest by the industry attendees to become involved at the association level. On November 30, 2004, we will follow up with a general meeting for our sector to discuss the future direction of our group to ensure it meets industry needs. We also hope to gain new energy through new members to our group's executive to guarantee the group's future sustainability.

This group has celebrated yet another very productive year, and is proud to provide our members the opportunity to develop personal and business skills, and simultaneously advance the industry. We would like to thank all industry members and the staff at Landscape Ontario who make this all possible, as we look forward to another year of positive change and development.

Respectfully submitted,
Sally Chapman-Harvey,
Chair, 2003-2004

Irrigation Commodity Group

Chair and Provincial Board Rep:

Harry Hutten

Members: Andrew Gaydon, Bruce Morton, Chris Villeneuve, Dean Armstrong, Doug Armour, Gary Supp, Gillian Glazer, Mark Story, Roy Neves, Scott Shepley, Steve Macartney, Tony Whelan

Another season is behind us, another season of weather challenges – a cool and wet summer, a season of business challenges – a shortage of reliable labour, fuel costs and generally, the increasing cost of doing business. It was also another season of work done by your irrigation commodity group, working on behalf of the irrigation industry to better serve the green industry. We look to achieve this goal through our group's strategic plan, which will focus on education, certification, drought issues, profitability, legislation, public awareness and communication.

Education and certification: A number of irrigation courses are available through the winter season. There is the Certified Irrigation Technician (CIT) offered by Landscape Ontario. There are also many courses available to the irrigation industry hosted the Irrigation Association (IA). These courses include the Certified Irrigation Contractor (CIC), Certified Irrigation Designer (CID) and Certified Landscape Irrigation Auditor (CLIA), to name a few.

Drought: Drought was not much of an issue during the 2004 season, but there will be more scrutiny on the use of water in the future. The group intends to develop a proactive plan to deal with water use, and also educate the public and legislators about the benefits of automatic irrigation.

Legislation: The following industry concerns continue to be addressed as needed:

- watering bans
- standards and specifications
- backflow prevention
- rain sensors

In closing, another season has passed and our focus is looking forward to the next season. It is the desire of the irrigation commodity group to continue to move forward on this strategic plan, to better serve you, the irrigation sector. In doing so, we can continue "to build a profitable, professional, ethical industry that is respected by all stakeholders for its contribution to the quality of life."

Respectfully submitted,
Harry Hutten,
Chair, 2003-2004

Landscape Contractors Commodity Group

Chair: Phil Charal

Provincial Board Rep: Hank Gelderman

Members: Bruce Gagnon, Steve Hary, Barry Hordyk, Tom Leedle, Graham Leishman, Brian Marsh, Mark Poloniato, Margarete Schlorke, Peter Solti, Kyle Tobin

The Contractors Group has renewed its focus and enthusiasm this year with new members stimulating new ideas. We spent time developing a detailed and prioritized plan outlining our activities for the next few years. At the heart of the plan is the directive to ensure that every contractor member of Landscape Ontario is provided many opportunities to become a better business and financial manager. This will be accomplished through a combination of networking and education opportunities.

The next few meetings will focus on methods to improve pricing knowledge. The group is also anticipating the arrival of the Certified Landscape Professional program and will support the program through educational programs. The Landscape Lecture Series was a success again this year, with excellent guest speakers Victoria Lister-Carley and Roger van Maris. The Contractor Rating System and Suggested Pricing Brochure continue to be promoted.

I would like to thank all of the group members who give so much of their time and energy throughout the year.

Respectfully submitted,
Phil Charal,
Chair, 2003-2004

Landscape Designers Commodity Group

Chair: Kent Ford

Provincial Board Rep: Roger van Maris

Treasurer: Ron Swentiski

Members: Beth Edney, Dave Maciulis, Don Chase, Haig Seferian, Kim Price, Margarete Schlorke, Ron Koudys

This year was an important year for the group, with forward movement on several key objectives. The group had significant exposure at Canada Blooms through its own display garden and by circulation of our first brochure. The trade and public also had the opportunity to view member work at a special lecture series held at Congress 2004 and at the Toronto Botanical Gardens on October 15, 2004. Landscape Ontario also hosted a lively panel discussion about



CLDs now have an official stamp to indicate credentials on their plans.

design fees, which was well attended by both designers and contractors and sparked many related issues. The group also worked with LO's web master in the development of Certified Landscape Designer designation for individual and firm members within the LO web site.

With ongoing input and support from Tony DiGiovanni, our group is working toward refining our mission statement and goals for the future. A new professional logo will be developed in the coming months. The September 2004, issue of *Horticulture Review* sought to educate the trade about certification requirements and the benefits of achieving the CLD.

One of the central goals of the group is to foster new membership and mentorship and to maintain membership through various credits. The assembly of a manual for Certified Landscape Designers is making excellent progress. Members can cross-reference the CLD manual with the construction manual to assist potential members in writing and re-writing the certification exam. It will also act as an ongoing tool for professional development. Practical issues such as obtaining group professional liability insurance and the setting and charging of consultant fees are topics for ongoing review.

We look to 2005 with increasing membership and awareness within the industry and by the public of the benefits and opportunities that come with the CLD stamp of approval.

Respectfully submitted,
Kent Ford,
Chair, 2003-2004

Lawn Care Commodity Group

Chair: Patrick O'Toole

Provincial Board Rep: Vic Palmer

Members: Alan White, Bill Van Ryn, Chris Lemcke, Dan Passmore, Darcy Olds, Don McQueen, Don Voorhees, Doug Smith, Gavin Dawson, John Ladds, John Wright, Larry Maydonik, Lorraine Van Haastrecht, Lou Van Haastrecht, Michelle Waunch, Pam Charbonneau, Paul Pilley

Well, another year has gone by and I am trying to summarize in 715 words or less what happened this last year. I believe it is safe to say it was a turning point in the lawn care industry in Ontario - and for that matter, Canada. A well fought, strategic battle was lost in Toronto with the council voting to BAN weed control on home lawns. To add insult to injury, the city plans to enforce its bylaw in the fall of 2005 for the industry, and 2007 for enforcement to homeowners. Talk about sticking the knife in our back and turning it. Thank you, Mayor Miller.

On a brighter note, the industry banded together more than I could ever have imagined, and to that, I feel the industry and those involved deserve our gratitude. The formation and development of the IPM Council and its accreditation of the industry is gaining momentum. I believe this is what we need to focus on and make sure we fully develop. I hope the lawn care industry will soon be recognized for its IPM discipline, by everyone, and not just the activists.

I feel the industry is in for a few years of change, some for the good and some not so good. Over the past few months, I have spoken with a variety of companies in this industry. The "pesticide debate" being fought in the press has significantly reduced the demand for new business. People are not sure who to believe right now, so they are not looking to the professionals. The new sales of the higher priced programs are significantly reduced but there was pretty good activity in the lower value programs. Most companies I have talked to have found that their traditional forms of advertising and promotion are not working anymore. The successful ones have changed their methods with some degree of success. The general business advice is to make sure you keep what you have and be cautious with expansion plans for the immediate future. The recent flush of crane

fly will increase lawn damage and stir up demand for our services at some point.

From talking with several companies in Quebec and Halifax, the general understanding is that after the first couple of years of the ban you stand to lose about 15 to 25 per cent of your business before it levels off. The area it really hurts is the renewals after the first year of no pesticides. I suspect, with time, amendments will be brought in to these bylaws, as has happened in Quebec, and they will allow more and more use of pesticides as infestations of insect cause damage and the damaged areas fill in with weeds and crabgrass.

Ken Pavely is leaving Landscape Ontario to take a job in Barrie heading up the Turf Department for the Co-op there. I wish Ken all the best in the future and thank him for all his help and support. Ken was instrumental in the formation of the IPM Council and did a lot of the leg and paper work to get the accreditation program set up. Ken was also there when you needed him. He willingly made many presentations to council. His professional manner convinced many local councils that the industry was credible, and as such, did not pursue legislation. For those who don't know, Ken has been in the lawn care industry since the late 70s. He is probably the most experienced person I know in the industry. Thanks again, Ken.

I would like to thank all the Landscape Ontario staff for their help this year. It is much appreciated, especially Kathleen and Tony. I am stepping down as chair of the Lawn Care Commodity Group. Allan White will step into the chair position. AI has been tireless in the time and effort that he has devoted to the industry. This feat is made even more important by the fact that AI runs his own company and has a young family to boot. I know AI will serve the position well.

I would also like to extend my thanks to the Board of Directors for its support of our industry again this year. This type of support when an industry needs it is why Landscape Ontario exists.

Respectfully submitted,
Patrick O'Toole,
Chair, 2003-2004

Committee Reports

All of LO'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: Neil Vanderkruk

Committee: Paul Olsen, John Putzer, Haig Seferian, Marc Thiebaud, Bob Tubby, Monica van Maris, Karl Stensson

The big news is that the mortgage has finally been paid off. It took 10 years to pay off \$730,000. Last year, we came close to finalizing a partnership with Humber College to build a Horticultural Training and Education Centre. This did not materialize because of budget issues, however we did deliver two apprenticeship programs on our site. More programs are planned for 2005. We continue to work on ideas to provide financial sustainability as we pursue our very ambitious master plan. The plan works to grow a prosperous, professional and ethical industry utilized and respected by the public.

The sewer and water services have finally arrived to our area. Consequently, our property value has increased. We are now investigating the implications of a town proposal to build a water retention pond on our property.



The cheque for the final mortgage payment was signed at the June LO Board of directors meeting.

Your committee is excited and enthusiastic about realizing the master plan dream.

Respectfully submitted,
Neil Vanderkruk,
Chair, 2003-2004

Canada Blooms

Chairs: Phil Charal, Connie Hunter

Directors: Arthur Beauregard, Gerald Boot, Martha Finkelstein, Frank Ferragine, Elaine Solway, Naneve Hawke, Roger van Maris



Garden builders showcase their very best at Canada Blooms, "Tides of Time."

Canada Blooms welcomed spring early this year, along with 100,000 gardening enthusiasts who visited the Metro Toronto Convention Centre, South Building. "Tides of Time" was the theme for the eighth Canada Blooms show, a partnership between LO and the Garden Club of Toronto.

Our feature garden builders really took some chances this year with inspiring garden designs. From a working tide pool and whimsical pet-friendly gardens to a "flower power" garden, the interpretations of the show's theme were imaginative and well-executed. New this year, balcony gardens were a very popular addition to the feature garden area, and visitors were amazed at how much can be achieved in such a small, confined space. Both the garden builders and the show visitors appreciated the superb quality and variety of lush plant material, in particular, the tree canopy.

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 1400 tons of sand and 10 trailer loads of mulch. This year, Canada Blooms honoured John Wright as the Volunteer of the Year for his outstanding contribution behind the scenes in the building of the feature gardens.

Congratulations also go to LO on the

successful production of its futuristic "New Plant Introductions for Tomorrow" garden, an ambitious project managed entirely by LO staff and members of the Designers Group, which along with the improved *Landscape Trades Special Edition for the Home Gardener* magazine, were highlights of the show. Thank you, too, to the members and donors who helped with the garden.

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.

The best way to see the show was at the Blooms Ball, 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 2004 "Tides of Time." Be sure to come out and volunteer next year, when the "Garden Party" welcomes spring, March 9 to 13, 2005.

On the financial side, the show improved substantially from a loss of \$68,000 in 2003 to a modest deficit of \$6,500 in 2004. Proceeds from the garden raffle were distributed to the Toronto Parks and Trees Foundation and the Gardiner Museum Garden Project. With a stronger base of sponsors and an anticipated increase in attendance in 2005, we expect to see a return to healthy profits to support our philanthropic objectives.

I would like to acknowledge our board of directors, (two of whom are retiring), for their hard work and contribution to Canada Blooms. Without the board's tireless efforts and the resulting accomplishments, Canada Blooms would not be included as one of the best garden shows in the world. Thank you to Connie Hunter, Elaine Solway, Naneve Hawke, Martha Finkelstein, Arthur Beauregard, Gerald Boot, Frank Ferragine and Roger van Maris. Over the past eight years, Canada Blooms has contributed over \$500,000 towards the building of gardens in the province of Ontario.

Now we move forward with plans for 2005 and beyond. We will say goodbye and thank-you to Arthur Beauregard and Gerald Boot, as we welcome new board members, Joe Murgel and Marilyn Field-Marsham. We also welcome our new co-chair, Naneve Hawke. We all look forward to serving LO and The Garden Club in producing the best ever Canada Blooms in 2005.

Respectfully submitted,
Phil Charal,
Co-chair, 2003-2004

CNLA Report/ Landscape Canada

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 2004 AGM Summer Meeting was hosted by New Brunswick, and we were privileged to visit some of its members.

CNLA was pleased to welcome Luce Daigneault, executive director of Quebec Federation of Ornamental Horticulture (FIHOQ), Yvette Forget, president of AQPP and Sebastien Lemay, past president of AQPP, who shared Quebec industry updates.

Some of the priorities discussed at the last CNLA Meeting in Fredericton were as follows:

IPM: Nine provinces have joined to support the development of Canada's first national Integrated Pest Management Research Project. The goal of the project is to identify effective pest control strategies that have the least impact on the environment. Part of this initiative focuses on making more effective and less toxic pesticides available to the industry.

Industry threats: Sudden oak death (SOD), Asian long-horned beetle, Japanese beetle and emerald ash borer. These pest threats affect all sectors of our industry.

Human resource issues: Quality and quantity of labour, certification, Human Resource Skills Development Canada, Apprenticeship and Certified Horticultural Technician Program (CHT)

Communication and promotion of our industry: New Certified Landscape Professional designation (CLP), trade shows, consumer shows (Canada Blooms), web site improvements, magazines. While these topics were discussed as a single issue, it soon became clear that they are two very distinct issues and will be treated as such in the future. There was some discussion about CNLA's role in communicating with the membership; in the end, it was determined that more information was required from the provinces to provide clear direction to CNLA staff. This will be completed in time for the winter meetings. Promotion of the industry is a marketing function. The role that CNLA should play, if any, in promoting the industry to the consumer also requires a good deal more study; and the office staff has been directed to look into alternatives and prepare a report for discussion at the February meetings.

Government relations: Defining the main message that we are environmentally responsible. Our areas of legislative involvement include IPM Accreditation, Plant Health Care, import/export, regulated pests and diseases, labour and taxes. CNLA

is a member of the Canadian Horticultural Council, which concentrates on federal lobbying efforts. NAPPO (North American Plant Protection Organization) represents the interests of Canada, Mexico and the U.S. on issues from trade to disease, and formulates plant health policy recommendations for those three governments.

Statistics: Required to communicate the size and complexity of our industry. There is a great need for more and better statistical information. CNLA needs to play a role in determining what information is required, as well as appropriate and effective collection methods.

International Relations: Border security (import and export of plant material).

Action Plans for Commodity Groups: The Landscape Contractors Group, chaired by Rene Thiebaud, is participating in the National Awards program.

Insurance issues and costs: David Turnbull chairs this committee.

Membership benefits: There have been some new additions to the CNLA list of membership benefits and companies willing to sponsor CNLA programs.

Stable funding: CNLA works with all provincial associations in work sharing and efforts to align agendas to enhance productivity and address the many issues in our industry.

The major challenge addressed this year was how to fund national projects most effectively. We need to define the structure and the priorities of our national association to best utilize available resources. The goal is to align agendas across Canada to better utilize financial and human resources, and thus enable industry to address the large number of complex issues. A task force has been established to address possible long-term funding strategies. Landscape Ontario has accepted the responsibility to coordinate those strategies, which can result in stable and equitable funding and program development for the national association.

CNLA deals with a great number of issues requiring diligence and expertise. CNLA represents the Canadian nursery and landscape industry. Its 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 Loftgren, Keith Osborne, Klaas Sikkema, Nick Soltz, Mark Story, Monica van Maris, Jack VandeRee

The Congress Committee was responsible for two successful trade shows during the period - Garden Expo on October 22-23, 2003, and Congress 2004 on January 13-15, 2004.

Garden Expo/Florist Expo is Canada's fall sector-specific retail buying show for garden centres and retail operations with a gardening component. Congress traditionally applies to a broader market that includes all suppliers associated with the green trades. Congress certainly has become the place to launch new products and view heavy equipment.



Congress 2004

Total net revenue growth for both shows was positive, while visitor traffic at Garden Expo soared to a 100 per cent increase from its inception in 2000.

Despite snow and cold weather, Congress 2004 was a success with 11,426 attendees and over 700 exhibitors. Garden Expo had a 20 per cent increase in exhibitors and foot traffic reached 3,650.

A new partnership was formed with Flowers Canada (Ontario) to create the newly named Garden Expo/Florist Expo show. Marketing plans are underway to increase traffic from the florist sector. Another new feature at Garden Expo 2003 was the Recent Introductions Area, which featured both plant material and cut flowers. Congratulations to Paul Day, Brenda Speck and Pat Hillmer for two more successful shows.

Another strong feature of Congress 2004 is the Congress Conference Program, which attracted just under 1,100 delegates. Landscape Ontario cooperated with the Irrigation Association to bring a special irrigation school to Congress. Fifteen Education Partners took part in the educational program. Congratulations to Pat Hillmer, who organized the program.

We would like to congratulate Monica van Maris, who put the New Product Showcase together for Congress 2004. The Showcase is unusual in that it is juried. Thanks also go to the committee, including Hugh Floyd for selecting the new products to be highlighted in the garden. Special thanks also go to Klaas Sikkema for his help.

The Awards of Excellence program, co-hosted by Haig Seferian of LO's Designers Group and Margo Welch of the Toronto Botanical Garden, showcased the amazing work of Landscape Ontario members.



Garden Expo 2003

During the Awards program, Pam Charbonneau and Rob Kennaley were welcomed as new Honourary Members of Landscape Ontario and 22 students received scholarships from the Landscape Ontario Horticultural Trades Foundation. Kristen McIntyre, Kathy McLean, Wendy Jespersen and Denis Flanagan did an excellent job in organizing this presentation.

Upcoming shows include Garden Expo 2005 on October 18-19 and Congress 2006 on January 10-12.

We would like to acknowledge the dedication of our committee members who make the difference between a good and a great show. Furthermore, special thanks go to Ernest Van Helsdingen and Greg Weber who retired from the committee, and we welcome our new members, Jack VandeRee and Blair Deutekom.

As well, we would like to say thanks for all the help and assistance from LO staff, volunteers and committee members. We are lucky to have so many cheerful professional helpers contributing to the success of the shows.

Respectfully submitted,
Brian Cocks,
Chair, 2003-2004

Barry Dickson,
Vice-Chair, 2003-2004

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. Landscape Ontario is the major supporter and our efforts are directed to this sector and available to all other sectors. All regional councils are industry driven and are involved in human resource

issues as determined by council members. Our main focus is developing labour from the pool of young people at the high school level. The regional OHHRC is part of the national HHRC. Our activities include areas such as worker training, career path counseling and development, seasonal employment, standards and accreditation, recruitment of labour, national certification, college and high school curriculum advisement and industry liaison. Human resource development is an important element in our service.

The OHHRC has the following goals:

- To sponsor and promote regional youth initiative projects
- To identify, investigate and resolve training and HR issues
- To promote careers in horticulture
- To develop and maintain a sustainable source of funds for self efficiency

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 includes a Landscape Ontario Safety Sponsorship with WSIB on Safety Groups and two Safe Communities Incentive Plan Programs. This year has seen WSIB rates continue to decrease and savings of millions refunded to industry employers annually.
2. **Pre-apprenticeship:** The OHHRC partnered Humber College on a pre-apprenticeship program, adding 18 people to the industry. We are also working on three new pre-apprenticeship programs for 2005, which could result in another 60 new industry members.
3. **School to Work Transition:** With the formation and support of the Horticultural Ontario Secondary Teachers Association (HOSTA), we continue our efforts in working more closely with high schools to promote the industry. In the last 60 days, we have attended over 25 career or youth days connected with high schools. Many high schools are starting horticultural programs. LO members have a major opportunity to provide no cost employment to future high school students, which can lead to full-time employees.
4. **New labour:** We continue to attend career days, job fairs, and new employment endeavours and collect resumes, as well as introducing new potential employees to LO members.
5. **Colleges:** You are well represented with the colleges, as the OHHRC attempts to ensure that schools produce the quality of student employers require. Our goal is to use the Certified Horticultural Technician (CHT) program as part of the landscape diploma program in all colleges.
6. **Apprenticeship Program:** The OHHRC sits as the recording secretary of the

Industry Committee for the Horticultural Technician Apprenticeship Program. Some LO members sit on this committee, and it is important that the Ministry of Training, Colleges and Universities include the practical evaluation into their apprenticeship program. This would further help employers to secure labour that more closely meets industry needs. The OHHRC continues recruiting for the Horticultural Technician Apprenticeship Program.

7. **Programs:** We continue to write proposals and look for funding to advance the goals and objectives of the industry. The Education and Human Resource Committee is committed to achieving the goals of the Council and assisting agricultural and horticultural members in training, education and human resource development and management.

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,
OHHRC Director

Farm Safety Association

Executive Chair: Peter Olsen

It has been another very busy year for the Farm Safety Association. Our consultants are stretched to the maximum. It means that they are out in the field where it counts. Eight consultants work with many companies and their safety programs. Whether it is an established company or a new one, the safety of employees and business owners is top priority. A safety program is still the least expensive way to secure everyone's safety, and the cost is part of every firm's WSIB dues.

Here is an overview of FSA activity over the past year:

- Working diligently with Landscape Ontario Safety Groups
- Participating in and presenting courses at Landscape Ontario over the winter
- Developing a "Train the Trainer" course so that firms can do their own WHMIS training
- Participation in many chapter meetings
- Continuing work with the arborist industry
- Participated in Congress 2004, Plowing Match, The Outdoor Farm Show, Greenhouse Conference and many other shows and exhibitions.
- Participation in local chapter information days and mini trade shows.
The London chapter has been holding a

"Safety Day" in late February for the past several years. It has been very successful, with 50 to 60 people attending. Ted Whitworth and Jay Remsik are usually part of the day's program, which will be held February 24, 2005. This is a great idea for a mid-winter meeting and a terrific opportunity for other chapters to jump on the bandwagon and promote safety. It will save us all money by keeping our WSIB premiums down. As the saying goes, "build it and they will come." Ted Whitworth and his staff will gladly take part in this type of venture. Contact the Landscape Ontario office for advice on setting it up.

The Farm Safety Association has had a staff change this year. Joe Andrews retired over the summer to enjoy some well-deserved rest and relaxation. The very capable Alysa Pottage has taken his place.

The consultants and their territories are as follows:

- Alysa Pottage** - Counties of Brant, Haldimand-Norfolk and Niagara
Sheila James - Counties of Dundas, Frontenac, Glengarry, Grenville, Lanark, Leeds, Ottawa-Carleton, Prescott, Renfrew, Russell and Stormont.
Ron Jones - Counties of Essex, Kent, Lambton and Elgin
Doug Lambie - Counties of Dufferin, Muskoka, Simcoe and York
Steve Matisz - Counties of Bruce, Grey, Hamilton-Wentworth, Waterloo and Wellington
Jay Remsik - Counties of Huron, Middlesex, Perth and Oxford
Fred Young - Counties of Durham, Haliburton, Hastings, Lennox and Addington, Northumberland, Peterborough, Prince Edward and Victoria
Janet Ward - Counties of Peel, Halton and Toronto (south of Steeles Ave. and west of Markham Rd.)

Contact the office for Algoma, Cochrane, Kenora, Manitoulin, Nipissing, Parry Sound, Rainy River, Sudbury, Temiskaming and Thunder Bay.

The Farm Safety Association is also involved in the Passport to Safety program, and we recommend it to all firms. It is the basic step toward safe working practices for everyone, but especially for the new worker. Visit www.farmsafety.ca and click on Passport to Safety.

The FSA has been in its new location for a year, and this has been a very good move. The new location is at 75 Farquhar St. in Guelph.

Give the office a call to get on board with us (1-800-361-8855) or visit our web site. It will save your company money, and perhaps a lot more.

Respectfully submitted,
 Peter Olsen,
 Executive Chair

Foundation Committee

Chair: John Wright

Members: Bob Allen, Barry Benjamin, Hank Gelderman, 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 LO. 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 \$800,000.

The Foundation strives to give out \$20,000 per year in scholarship and bur-



Jay Murray on the Harley.

saries. This year, we distributed \$24,500 in scholarships to students enrolled in horticultural programs across the province.

Congratulations to this year's recipients:

Lindsay Bennett, Gregory Bouwman, Cindy Cluett, Fiona Daniels, Jane Davey, Sandra Davis, Erica Drummond, Kimberly Ennis, Faye Ginies, Michael Holzworth, David James, Brenda Lindgren, Maria Ma, Linda McDougall, Vanessa McDougall, Karim Pringle, Eric Roesler, Dale Tilling, Margaret Wyatt, Ryan Hall, Andrea Hall, Sheila Clyburne, Justin Free, Michelle Dobbie, Sasha Terry, Sean Vyles, Kirk Gardiner.

The Foundation is committed to a three-year research project with the University of Guelph. This year, the OHTF donated \$35,000 to the research.

In 2004, the OHTF initiated two fundraising projects. Four wishing-wells were located throughout Garden Expo and Congress, and the OHTF raffled off a 2003 XL1200S Sportster Harley-Davidson. The winner of the Harley-Davidson was Jay Murray of Tender Lawn Care. The Foundation Committee is presently working on fundrais-

ing initiatives for 2005.

The OHTF also received over \$80,000 from the industry, a campaign initiated by the Landscape Ontario Board of Directors in recognition of Tony DiGiovanni's outstanding service to the horticulture industry (and to celebrate his 50th birthday). These funds will be directed to a special scholarship fund in Tony's name. The Foundation would like to thank all those who donated, and those who are planning to donate to the scholarship

Thank you to all the members of the Foundation for their effort and participation over the past year.

Respectfully submitted
 John Wright,
 Chair, 2003 - 2004

IPM Symposium

Chair: Monica van Maris

Committee: Bob Adams, Jim Bauer, Johan Bossers, Pam Charbonneau, Marilyn Hutchison, Jennifer Llewellyn, Keith Lockhart, Pat O'Toole, Marie Thorne, Lorraine Van Haastrecht, Violet Van Wassenaer, John Wright

The 2004 Integrated Pest Management Symposium was held February 23-26 in Barrie, London, Toronto and Ottawa. Fortunately, the weather remained good for the four-day, four-city Symposium.

The IPM Symposium is designed to be of interest to all commercial applicators, parks and golf course technicians, as well as lawn and turf care professionals. The symposium also continued to address the changing needs of the industry by providing access to continuing education credits for IPM Accreditation.

Continuing its pattern of success, the IPM Symposium, now in its 39th year, welcomed over 800 registrants, with Barrie leading the way with an increase of 40 registrants from last year.

The IPM Committee was instrumental in the success of the symposium, with a well-designed and topical program. The program included topics such as the importance of balancing the soil, turf management basics and the emerald ash borer and Asian long-horned beetle.

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

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 this year's IPM Symposium.

Respectfully submitted,
 Monica van Maris,
 Chair, 2003-2004

Pesticide Industry Council

Chairperson: John Wright

Secretary: Tony DiGiovanni

Manager PIC-PTP: Tom Somerville

Members: Bryan Allen, Nancy Cain, Gavin Dawson, Vince Gilles, Michael Goldman, Mike Greer, John Howard, Randy Lidkea, Keith Lockhart, Darcy Olds, Paul Pilley, Paul Pisani, Blaire Sayers, Bruce Sheppard, Ruurd van de Ven

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 to legally apply pesticides. The Pesticide Technician Program meets the new requirements. The PTP is a basic two-part program that incorporates both a practical and an academic component 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.

Year	Qualified Examiners	Technicians
2004	30	1100
2003	35	1100
2002	50	1100
2001	64	1000
2000	386	1600
Total	565	5800

The Pesticide Industry Council has operated at a profit for the third year in a row. PIC members include: Hydro One, Canadian Golf Superintendents, Ontario Golf Superintendents, Professional Lawn Care Association, Urban Pest Management Council, Crop Protection Institute, International Society of Arboriculture (Ontario), Ontario Parks Association, Ontario Vegetation Management, Structural Pest Management Association Ontario and the Landscape Ontario.

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

Respectfully submitted,
John Wright,
Chair, 2003-2004

Publishing Committee

Chair: Bob Tubby

Members: Gerald Boot, Laura Catalano, Hank Gelderman, Marty Lamers, Arthur Marlow

The Landscape Ontario Publishing Committee is proud to have overseen another year of professional, cost-effective communications service. Through *Landscape Trades* and *Horticulture Review*, association and industry members enjoy unique value. In addition, the trade benefits from the agency-quality writing, design and public relations efforts, both print and online, produced by the LO Publishing Department.

Our publishing activities continue on a financially stable course, and contribute important revenue to the association. *Landscape Trades* and *Horticulture Review* showed increases in net profit/contribution this past year. This healthy picture was achieved by maintaining an energetic sales profile, along with vigilant cost control.

Landscape Trades continues its unique role as the most comprehensive, authoritative source of business information for Canada's horticulture industry. In an independent survey commissioned this year, readers confirmed the publication's value: over 70 per cent rated its quality either very high or above average. The magazine has assumed a strong advocacy role for the industry, including a special issue devoted to Integrated Pest Management.

LO's vibrancy is highlighted in *Horticulture Review*, where members and their initiatives take centre stage. HR is a vital communications link for our industry associates across the province.

The department produced two notable special projects this year, the *Landscape Trades Special Edition for Home Gardeners* and the *Landscape Trades/Horticulture Review Calendar*. Besides their inherent value, these projects also contributed to the LO coffers.

Other print and web support services provided by the Publishing Department are too numerous to mention, but cover the range of association activity: trade shows, education, recruitment, certification, membership efforts, commodity group initiatives and consumer promotion.

Thanks and appreciation go to all staff members for their dedicated work, and to all Publishing Committee members for their experienced guidance.

Respectfully submitted,
Bob Tubby,
Chair, 2003-2004

Volunteers

- Abate Wori Abate** - Ministry of Training, Colleges & Universities
Robert Adams - Adams Lawncare Inc
Randy Adams - RM Adams Trucking Ltd
Walter Afanasiew - Aqua Turf Sprinkler Systems
Bob Allen - RW Allen Horticultural Services Inc
Janet Anderson - Janet Anderson, Distinct Perennials
Ian Andrews - Greenwood Interlock
Ian Andrews - The Landscape Yard
Chris Andrews - Canadian Nursery Landscape Association
Susan Antler - The Composting Council of Canada
Dean Armstrong - Hunter Industries Inc
Jim Bauer - Jim Bauer Landscape & Garden Maintenance
Bill Beamish - Beamish Landscape Services
Scott Beaudoin - Greendale Garden Products
Roger Beaulieu - Jardins Boardwalk Gardens
Barry Benjamin - Barry Benjamin & Associates
Stephen Bodsworth - Humber College
Gerald Boot - Boot's Landscaping & Maintenance Ltd
Graham Bootes - Pottery Extravaganza
Johan Bossers - A Touch Of Dutch Landscaping & Garden Services
Richard Bown - Turf's Up Landscaping
Mark Bradley - The Beach Gardener Inc
Janna Bradley - The Beach Gardener Inc
Michael Bradley - Grand River Conservation Authority
Rob Brogee - Resicom Contracting Inc
Cheryl Brown - TS Benefit Solutions
Bart Brusse - Sheridan Nurseries
Daryl Bycraft - Bycraft Gardens
Diana Cassidy-Bush - Connon Nurseries, CBV Holdings
Harry Chang - Humber College
Sally Chapman Harvey - Green Design Landscaping Inc
Phil Charal - Allweather Landscape Co Ltd
Pam Charbonneau - Guelph Turfgrass Institute
Don Chase - Humber College
Terry Childs - Nature's Way Landscaping
Calvin Chong - Horticultural Research Institute
Dan Clost
Brian Cocks - Brian Cocks Nursery & Landscaping
Dave Colborne - Turf Pro Professional Landscape Maintenance Ltd
Debra Conlon - Urban Pest Management Council of Canada
Douglas Coote - DG Coote Enterprises
Tom Cowan - Ministry of the Environment
Tim Craddock - Horta-Craft Ltd
Leann Crawford - International Society of Arboriculture Ontario Inc
Jodi Crooks - Clintar Groundskeeping Service - Kitchener
Tim Cruickshanks - Cruickshanks Property Services Inc
Peter Cullen - Cullen Landscaping Ltd
Gavin Dawson - Greenspace Services Ltd
Sonia Day
Darcy Decaluwe - Oaks Concrete Products Ltd
Harold Deenen - Hank Deenen Landscaping Limited
Blair Deutekom - Alfresco Landscape Group Ltd
Caroline DeVries - TradeWinds International Sales Co Inc
Horst Dickert - Moonstone Tree & Fruit Farm
Barry Dickson - BR Dickson Equipment Inc
Charlie Dobbin
Paul Doornbos - Mills Flowers
James Doyle - Davey Tree Expert Company Canada
Larry Dufty - MMD Property Services
Beth Edney - Designs By The Yard Inc
David Emmons - Dave Emmons Plants
Eric Endersby - Key West Tropicals Ltd
Sergio Filipe - Lawn Buster Land Services Inc
John Flatt - Crimson Leaf Landscaping Ltd
Tony Fleischmann - City of Mississauga, Forestry
Mike Forbes - Acorn Landscaping
Ian Forbes-Roberts - Hydro-Gro Interior Landscape
Kent Ford - Kent Ford Design Group Inc
Percy Ford-Smith - Dufferin Aggregate
Ken Forth - Ontario Fruit & Vegetable Growers Association
Jacquelyn Fraser - AG Care
John Fulford - Gerrits Property Services Inc
Carol Fulford - Gerrits Property Services Inc
Bruce Gagnon - All Seasons Gardening & Maintenance Ltd
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
Gillian Glazer - John Deere Landscapes Ltd
Michael Goldman - Ontario Pest Control Assn
Mark Goodman - Enviroking Lawn Care Ltd
Kees Govers - Janet Anderson, Distinct Perennials
Earle Graham - Lakelands Irrigation
Steve Hary - The Landscape Company Inc
Walter Hasselman - Dutchman's Landscaping Ltd
Lorne Haveruk - Diamond Head Sprinklers Inc
Mike Hayes - Allgreen Tree Service Inc
Sherry Hayes - Landscaping With Style
Joerg Hermanns - Hermanns Contracting Limited
Edward Hewis - Crew Property Services
John Hewson - Greenscape Lawn Maintenance
Mike Hoekstra - Niagara College
David Holmlund - D Holmlund Landscaping
Barry Hordyk - Shademaster Landscaping
Martin Horsemen - Jan Gelderman Landscaping
John Howard - Ontario Parks Association
Gavin Hume - Greenshore Gardening
Mark Humphries - Humphries Landscape Services
Ron Hunter - Laur Landscaping
Marilyn Hutchison
Harry Hutten - Select Lawn Sprinklers
Tom Intven - Canadale Nurseries Ltd
Kevin Jensen - Turf Care
Joan Johnston - Peter Knippel Nursery Inc
Tim Kearney - Garden Creations of Ottawa Ltd
John Keenan - Wright Lawn Care & Landscape Services
Robert Kennaley - McLaughlin & Associates
Hella Keppo - Stems Interior Landscaping
Rob Kerr - Kerr & Kerr Landscaping & Property Maintenance Inc
Christoph Kessel - OMAF-Dept of Land Resource Science
Karl Klinck - Orchard Farm Nursery Ltd
Liz Klose - Niagara Parks School of Horticulture
Marinus Koole - Bruce Dale Gardens Ltd
Ron Koudys - Fanshawe College
Terry Kowalski - Kowalski Landscaping
Robert Kuepfer - Fafard et Freres, Ontario Sales
John Ladds - Turf Management Systems Inc
Marty Lamers - Allan Block Retaining Walls
Cecil Lamrock - Lamrock's Little Roses/Lamrock's Country Garden
Chris Langendoen - Willowbrook Nurseries Inc
Jan Laurin - Connon Nurseries/NVK Holdings Inc
Tom Lavolette - Niagara Parks Botanical Gardens
Philip Lawton - Taylor Nursery
Maurice LeBlanc - Fafard et freres
Tom Leedle - Leedle Landscaping
Graham Leishman - Leishman Landscaping Ltd
Chris Lemcke - Turf Operation Scarborough Inc
Jennifer Llewellyn - OMAF-Dept of Hort Science
Keith Lockhart - Uniroyal Chemical

- Brian Lofgren** - Horta-Craft Limited
Russell Loney - Loney Landscaping Ltd
Glen Lumis - University of Guelph
Steve Macartney - Raintree Irrigation & Outdoor Systems
Dave Maciulis - Natural Landscape Design
Mike MacKinnon - Monarch Landscape Management Services
Len Mancini - Holland Park Garden Gallery
Peter Mansell - Evergreen Nursery
Chris Mark - IPM Council
Brian Marsh - Townscaping Inc
Paul Marshall - Sita Inc
Don Matthews
Bill McCartney - McCartney Landscaping Inc
Jim McCracken - Hugh McCracken Limited o/a McCracken Landscape Design
Mike McIntyre - Unilock Limited
Oliver McLeod - Beach McLeod
Jeff McMann - Corporation of the Town of Markham
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
Bruce Morton - Greenscape Watering Systems Ltd
Martin Mostert
Ken Nentwig - Ridgetown College
Roy Neves - DJ Rain & Co Ltd
Rick Newbatt - Parkplace Property Management
Terry Nicholson - Clintar Groundskeeping Service - West Central
Colin Nisbet - National Golf Course Owner Association
Adam Novak - Novak Property Maintenance Inc
Darcy Olds - Aventis
John O'Leary - Clintar Groundskeeping Service
William Oliphant - Weed Man - Trenton
Paul Olsen - Brookdale Treeland Nurseries Limited
Peter Olsen - Royal City Nursery
Jeff Olsen - Brookdale Treeland Nurseries Limited
Peter Olsen - Brookdale Treeland Nurseries Limited
Michael Osborne - Tree Shirt Environmental Helpers
Keith Osborne - Gro-Bark (Ontario) Limited
Patrick O'Toole - O'Toole Lawn Care
Vic Palmer - The Green Team
Michael Pascoe - Fanshawe College
David Passafiume - Boardwalk Landscapes Inc
Danny Passmore - Frechette Lawncare
Ken Pavely - Landscape Ontario
Matt Pawluk - Lakeshore Landscaping & Canadian Natural Stone
John Peets - John Peets Landscaping
Ray Pennings - Ontario Agri Human Resource Committee
Frans Peters - Humber Nurseries Limited
Joe Pfeifer - Landmark Landscape Contractors Inc
Paul Pilley - PGP Pest Management Consultants
Paul Pisani - Professional Lawn Care Association of Ontario
Nick Pisano - National Research Council Canada
Mark Poloniato - Oakridge Landscaping
Charles Prenevost - Plant Maintenance Group
Fred Prescod
Kim Price - Kim Price Landscape Design
Dave Price - Hydro One
John Putzer - M Putzer (Hornby) Nurseries Ltd
Bill Putzer - M Putzer (Hornby) Nurseries Ltd
Jennifer Reynolds
Jay Rivait - Lakeshore Landscaping
Richard Rogers - RJ Rogers Landscaping Ltd
Gregg Salivan - Salivan Landscape Ltd
Fred Salvador
Margarete Schlorke - Landscape Garten Ltd
Bruce Scott
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
Greg Smith - Lange Transportation
Irwin Smith - Flowers Canada (Ontario) Inc
Peter Solti - Green Apple Landscaping
Nick Solty - Solty & Sons Ltd
Tom Somerville - Pesticide Industry Council
Ted Spearing - Ground Covers Unlimited
Jeff Stauffer - Ontario Golf Superintendent's Association
Karl Stensson - Sheridan Nurseries Ltd
Howard Stensson - Sheridan Nurseries Ltd
Bill Stensson - Sheridan Nurseries Ltd
Ian Stewart - Yards Unlimited Landscaping Inc
David Stewart - Custom Lawn Care
Mark Story - Brampton Irrigation Inc
Ron Swentiski - Trillium Associates
Livia Syman - Parklane
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
Matthew Tillaart - Dutchmaster Nurseries
Kyle Tobin - LawnSavers Plant Healthcare
Edward Tooke - Ministry of Training, Colleges & Universities
David Town - Townscaping Inc
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
Kody Van der Kroft - Van der Kroft Nurseries
Louis Van Haastrecht - Dr Green Lawn Care
Lorraine Van Haastrecht - Dr Green Lawn Care
Ernest Van Helsdingen - Van Holland Landscaping Ltd
Roger van Maris - Parklane Limited
Monica van Maris - Van Maris Holdings
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 - Weall & Cullen
Marc VandenHeuvel - Janet Anderson, Distinct Perennials
Jack VandeRee - Boot's Landscaping & Maintenance Ltd
Neil Vanderkruk - Connon Nurseries/NVK Holdings Inc
Brian VanDyk - Landtech Design Landscape
Rob Verloop - Connon Nurseries/CBV Holdings Inc
Chris Villeneuve - Nutri Lawn - Ottawa
Don Voorhees - Noldus of Durham
Bruce Warren
Michele Waunch - Nutri Lawn - Barrie
Scott Weaver - City of Hamilton, Recreation & Parks Dept
Mark Weavers - Plantscheme Contractors Ltd
Greg Weber - Holland Imports
Scott Wentworth - The Scott Wentworth Landscape Group Ltd
Hans Peter Werder - Pan American Nursery Co
Tony Whelan - Rain Bird
Allan White - Turf Systems Inc
Ted Whitworth - Farm Safety
Bob Wilton - Clintar Groundskeeping
Rob Witherspoon - Guelph Turfgrass Institute
Stephen Woods - Native Woods Nurseries
David Wright - Wright Lawn Care & Landscape Services
John Wright - Wright Lawn Care & Landscape Services
Chuck Yates - Yates Exterior Services Inc
Joseph Yu - ECO Landscape

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

BALANCE SHEET

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS
ASSETS		
CASH	311,441	164,295
INVESTMENTS	1,086,134	1,111,644
ACCRUED INTEREST	31,576	52,325
ACCOUNTS RECEIVABLE	1,226,532	1,441,568
PREPAID EXPENSES	544,106	515,972
BUILDING	1,254,137	1,254,137
TOTAL ASSETS	4,453,926	4,539,941
LIABILITIES & SURPLUS		
ACCOUNTS PAYABLE	224,819	216,938
ACCOUNTS PAYABLE-GARDEN CENTRE COMMODITY GROUP	45,001	38,234
ACCOUNTS PAYABLE-GROWERS GROUP	2,924	251
ACCOUNTS PAYABLE-PESTICIDE SYMPOSIUM	26,119	476
ACCOUNTS PAYABLE-SPECIAL PROJECTS	53,507	99,395
MORTGAGE PAYABLE	62,983	0
LINE OF CREDIT	0	0
DEFERRED REVENUE	2,051,390	2,223,857
HORT. CENTRE IMPROVEMENT FUND	520,234	583,105
HORT. INDUSTRY DEVELOPMENT FUND	252,505	232,683
SURPLUS-MEMBERS EQUITY	1,046,568	1,046,568
NET INCOME	167,875	98,434
TOTAL LIABILITIES & SURPLUS	4,453,926	4,539,941

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INVESTMENTS

INVESTMENTS	MATURITY DATE	RATE OF RETURN	OPENING VALUE AT COST SEP 1/03	PURCHASES AT COST	DISPOSALS	GAIN/LOSS DISPOSALS
PROVINCE OF QUEBEC COUPON	DEC 1, 2005	4.03 %	188,898		(205,702)	9,126
PROVINCE OF BC COUPON	JUN 4, 2012	5.97 %	39,264			
ONTARIO SAVINGS BOND	JUN 21, 2010	3.00 %	492,800		(492,800)	0
PROVINCE OF ONTARIO COUPON	SEP 8, 2011	6.18 %	54,565			
PROVINCE OF ONTARIO COUPON	JAN 13, 2014	6.13 %	72,748			
FRANKLIN US GROWTH FUND			179,091			
AIM CANADA GROWTH FUND			58,768	439		
ROYAL BANK OF CANADA - GIC	NOV 22, 2004	2.00 %		150,000	(150,000)	0
ROYAL BANK OF CANADA - GIC	DEC 8, 2004	2.00 %		150,000	(150,000)	0
PROVINCE OF ONTARIO COUPON	DEC 2, 2011	4.84 %		500,638		
PROVINCE OF ONTARIO COUPON	DEC 2, 2011	4.22 %		206,131		
TOTALS			1,086,134	1,007,208	(998,502)	9,126

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

FUND ALLOCATIONS

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS
HORTICULTURAL INDUSTRY DEVELOPMENT FUND		
OPENING BALANCE	306,801	336,442
EXPENDITURES	(190,157)	(521,688)
INDUSTRY FUNDING/DONATIONS	135,860	417,930
TRANSFER FROM NET INCOME	83,937	49,217
CLOSING BALANCE	336,442	281,900
HORTICULTURAL CENTRE IMPROVEMENT FUND		
OPENING BALANCE	523,205	604,171
EXPENDITURES	(2,971)	(21,067)
TRANSFER FROM NET INCOME	83,937	49,217
CLOSING BALANCE	604,171	632,321

Complete financial information for fiscal year 2003-2004 follows. The entire report was independently audited by Chappell Marsh Vilander, chartered accountants.

When you are reading the departmental summaries, please keep in mind that only direct and indirect costs are included as expense items. All overhead and staff costs appear under the LO General Income Statement.

REALIZED INTEREST DISPOSALS	ACCRUED INTEREST AUG 31/04	CLOSING VALUE AT COST	MARKET VALUE SEP 30/04 AUG 31/04
7,678		0	0
	7,273	39,264	50,174
7,392		0	0
	10,998	54,565	72,217
	14,288	72,748	94,856
		179,091	81,405
		59,208	42,810
896		0	0
1,315		0	0
	15,667	500,638	516,635
	4,099	206,131	201,562
17,280	52,325	1,111,644	1,059,659

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - DEPARTMENTAL SUMMARY

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
GENERAL	195,874	179,474	176,000	173,000	173,000
EDUCATION	249,339	203,850	178,000	190,000	190,000
MEMBERSHIP	717,030	751,670	663,000	735,000	735,000
PUBLICATIONS	835,712	849,726	871,100	858,900	858,900
CONGRESS	1,377,114	1,464,892	1,442,426	1,488,650	1,488,650
GARDEN EXPO	424,843	560,318	511,000	584,500	584,500
TOTAL REVENUE	3,799,912	4,009,931	3,841,526	4,030,050	4,030,050
EXPENSES					
GENERAL	1,704,207	1,814,371	1,747,200	1,816,800	1,816,800
MEMBERSHIP	419,893	422,025	431,924	466,822	466,822
PUBLICATIONS	378,974	371,527	382,000	386,750	386,750
CONGRESS	732,910	817,914	830,400	851,800	851,800
GARDEN EXPO	180,180	239,969	230,775	274,935	274,935
EDUCATION	215,873	245,692	192,500	214,000	214,000
TOTAL EXPENSES	3,632,037	3,911,498	3,814,799	4,011,107	4,011,107
NET INCOME (LOSS)	167,875	98,434	26,727	18,943	18,943

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - GENERAL

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
RENT	102,955	86,410	100,000	95,000	95,000
ADMINISTRATION FEES	23,345	28,831	23,000	26,000	26,000
EARNED INTEREST	22,475	38,763	45,000	45,000	45,000
GAINS/LOSSES-INVESTMENTS	43,111	9,126	5,000	5,000	5,000
MISCELLANEOUS	3,988	16,344	3,000	2,000	2,000
TOTAL REVENUE	195,874	179,474	176,000	173,000	173,000
EXPENSES					
ADMINISTRATIVE EXPENSES					
PROPERTY TAXES	30,854	35,328	35,000	40,000	40,000
TELEPHONE	35,757	26,906	40,000	28,000	28,000
HYDRO	26,723	23,051	30,000	26,000	26,000
HEAT	36,321	24,268	16,000	25,000	25,000
MAINTENANCE-BUILDING	51,660	64,734	50,000	60,000	60,000
MAINTENANCE-YARD	29,331	29,103	18,000	30,000	30,000
OFFICE SUPPLIES	43,141	36,614	36,000	38,000	38,000
OFFICE EQUIPMENT	16,059	49,990	42,000	30,000	30,000
COMPUTER HARDWARE/SOFTWARE	34,440	25,048	35,000	30,000	30,000
POSTAGE	14,425	23,219	18,000	22,000	22,000
COURIER	5,033	4,933	5,000	5,000	5,000
AUDIT	11,200	12,840	10,000	12,000	12,000
LEGAL FEES	872	5,856	1,000	1,000	1,000
ADVERTISING	2,332	1,630	2,000	2,000	2,000
INSURANCE EXPENSE	12,836	13,553	13,000	14,000	14,000
MEETING EXPENSES	9,239	10,092	12,000	10,000	10,000
TRAVEL	44,838	42,326	37,000	42,000	42,000
DUES & SUBSCRIPTIONS	6,650	6,630	5,000	6,500	6,500
DONATIONS	2,872	1,625	2,500	3,000	3,000
TRAINING (STAFF)	4,611	7,723	5,000	10,000	10,000
MISCELLANEOUS EXPENSES	9,026	10,441	5,000	8,000	8,000
INTEREST EXPENSE (LOAN)	9	14	1,000	500	500
INTEREST EXPENSE (MORTGAGE)	6,126	1,745	1,700	0	0
BANK CHARGES & INTEREST	27,266	30,892	26,000	30,000	30,000
(GAIN)LOSS ON FOREIGN EXCHANGE	(2,705)	(7,316)	0	0	0
ADMINISTRATION COSTS	13,000	14,000	13,000	0	0
	471,917	495,245	459,200	473,000	473,000
COMPENSATION					
WAGES	1,093,417	1,167,630	1,150,000	1,179,000	1,179,000
BENEFITS	76,613	87,356	74,000	98,800	98,800
SOURCE DEDUCTIONS	62,260	64,140	64,000	66,000	66,000
	1,232,290	1,319,126	1,288,000	1,343,800	1,343,800
TOTAL EXPENSES	1,704,207	1,814,371	1,747,200	1,816,800	1,816,800
NET INCOME (LOSS)	(1,508,333)	(1,634,897)	(1,571,200)	(1,643,800)	(1,643,800)

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - MEMBERSHIP SERVICES

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
MEMBERSHIP DUES	595,466	630,504	580,000	665,000	665,000
GOLF TOURNAMENT	59,377	40,475	30,000	0	0
AWARDS OF EXCELLENCE	13,645	11,341	13,000	12,000	12,000
MERCHANDISE/SERVICES	15,566	15,433	17,000	13,000	13,000
REFERRAL FEES	32,976	53,918	23,000	45,000	45,000
TOTAL REVENUE	717,030	751,670	663,000	735,000	735,000
EXPENSES					
GENERAL					
CNLA MEMBERSHIP DUES	102,086	119,292	122,000	154,500	154,500
MEMBER SUBSCRIPTIONS	52,000	54,000	54,000	60,000	60,000
GOLF TOURNAMENT	59,377	40,475	30,000	0	0
AWARDS OF EXCELLENCE	38,501	43,183	38,000	48,000	48,000
MEMBERSHIP PLAQUES	5,157	4,138	6,000	6,000	6,000
ANNUAL REPORT	3,509	3,681	4,000	4,000	4,000
WEB SITE MAINTENANCE	11,420	12,737	10,000	14,000	14,000
MERCHANDISE	11,031	3,188	8,000	1,500	1,500
MEMBERSHIP BROCHURE	3,713	4,502	5,000	5,000	5,000
MEMBERSHIP CAMPAIGN	4,441	2,882	5,000	10,000	10,000
MEMBERSHIP BOOTH	5,569	3,204	6,000	5,000	5,000
PROMOTION	42,544	49,221	40,000	50,000	50,000
MISCELLANEOUS	0	0	500	0	0
	339,348	340,505	328,500	358,000	358,000
CHAPTERS & COMMODITY GROUPS					
WINDSOR	3,470	3,494	3,530	3,620	3,620
LONDON	5,458	5,510	5,510	5,874	5,874
GOLDEN HORSESHOE	8,088	8,264	8,264	8,616	8,616
WATERLOO	4,591	5,511	6,342	6,706	6,706
OTTAWA	5,042	5,458	5,458	5,250	5,250
TORONTO	12,996	3,831	18,598	19,822	19,822
GEORGIAN LAKELANDS	5,666	5,978	5,978	5,926	5,926
DURHAM	5,432	5,368	5,744	5,718	5,718
UPPER CANADA		1,391		3,290	3,290
CHAPTER ASSISTANCE	19,095	19,026	20,000	20,000	20,000
GROWERS GROUP	859	450	3,000	3,000	3,000
LAWN CARE GROUP	1,137	1,643	3,000	3,000	3,000
GARDEN CENTRE GROUP	0	637	3,000	3,000	3,000
LANDSCAPE CONTRACTORS GROUP	3,163	5,210	3,000	3,000	3,000
GROUPS MAINTENANCE GROUP	1,876	1,539	3,000	3,000	3,000
DESIGNERS GROUP	1,235	4,605	3,000	3,000	3,000
INTERIORSCAPE GROUP	192	1,755	3,000	3,000	3,000
IRRIGATION GROUP	2,247	1,850	3,000	3,000	3,000
	80,545	81,520	103,424	108,822	108,822
TOTAL EXPENSES	419,893	422,025	431,924	466,822	466,822
NET INCOME (LOSS)	297,137	329,645	231,076	268,178	268,178

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - EDUCATION

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
SPECIAL PROJECTS	77,266	30,900	15,000	15,000	15,000
TRADE COURSES	136,841	133,562	130,000	135,000	135,000
CERTIFICATION	35,232	39,389	33,000	40,000	40,000
TOTAL REVENUE	249,339	203,850	178,000	190,000	190,000
EXPENSES					
SPECIAL PROJECTS	42,373	15,723	9,000	9,000	9,000
TRADE COURSES	73,481	78,902	70,000	78,000	78,000
CERTIFICATION	23,136	37,066	20,000	30,000	30,000
PROMOTION	9,884	19,501	15,000	15,000	15,000
OHHRC FUNDING	55,000	82,500	65,000	70,000	70,000
FOUNDATION SCHOLARSHIPS FUNDING	12,000	12,000	12,000	12,000	12,000
RESOURCE LIBRARY	0	0	1,500	0	0
TOTAL EXPENSES	215,873	245,692	192,500	214,000	214,000
NET INCOME(LOSS)	33,466	(41,842)	(14,500)	(24,000)	(24,000)

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - LANDSCAPE TRADES

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
ADVERTISING	619,823	637,844	652,000	642,000	642,000
POLYBAG	31,137	22,819	32,000	25,000	25,000
CLASSIFIED ADS	6,344	5,711	8,500	7,000	7,000
SUBSCRIPTIONS	17,494	18,830	15,000	20,000	20,000
CNLA NEWSBRIEF	10,000	3,333	10,000	0	0
MEMBER SUBSCRIPTIONS	26,000	27,000	27,000	30,000	30,000
	710,798	715,537	744,500	724,000	724,000
DISCOUNTS					
MEMBER DISCOUNTS	75,313	73,744	82,000	76,000	76,000
AGENCY DISCOUNTS	19,988	22,554	17,000	22,000	22,000
	95,301	96,298	99,000	98,000	98,000
GROSS REVENUE	615,497	619,239	645,500	626,000	626,000
EXPENSES					
EDITORIAL ARTWORK	19,662	18,710	17,000	18,000	18,000
PRINTING	128,512	132,556	135,000	135,000	135,000
FREELANCE EDITORIAL	23,828	18,168	18,000	20,000	20,000
EDITORIAL TRAVEL	4,136	2,750	6,000	5,000	5,000
SALES TRAVEL	17,314	15,821	17,000	17,000	17,000
MAIL PREPARATION	5,246	5,731	7,000	6,000	6,000
POLY BAG COSTS	4,216	6,127	6,000	6,000	6,000
POSTAGE (2ND CLASS)	38,493	38,840	35,000	39,000	39,000
POSTAGE (FOREIGN)	4,424	5,132	4,000	5,000	5,000
COURIER CHARGES	2,375	1,382	2,500	2,500	2,500
SUBSCRIPTION CAMPAIGN	6,885	2,856	6,500	6,500	6,500
PROMOTION/MEDIA KITS	7,412	11,845	7,000	10,000	10,000
PHOTO SUPPLIES/PROCESSING	144	0	500	0	0
CCAB CIRCULATION AUDIT	7,073	4,745	5,000	4,500	4,500
MISCELLANEOUS	53	515	500	500	500
BAD DEBTS	625	0	2,500	2,500	2,500
TOTAL EXPENSES	270,398	265,178	269,500	277,500	277,500
NET INCOME (LOSS)	345,099	354,060	376,000	348,500	348,500

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - HORTICULTURE REVIEW

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
ADVERTISING	160,175	164,589	156,000	162,000	162,000
POLYBAG	5,486	5,159	10,000	6,000	6,000
CLASSIFIED ADS	19,189	20,474	16,000	19,000	19,000
SUBSCRIPTIONS	1,424	2,563	1,200	2,500	2,500
MEMBER SUBSCRIPTIONS	26,000	27,000	27,000	30,000	30,000
	212,274	219,785	210,200	219,500	219,500
DISCOUNTS					
MEMBER DISCOUNTS	27,826	28,920	26,000	28,000	28,000
AGENCY DISCOUNTS	899	344	600	600	600
	28,725	29,263	26,600	28,600	28,600
GROSS REVENUE	183,549	190,522	183,600	190,900	190,900
EXPENSES					
EDITORIAL ARTWORK	7,524	6,708	7,500	7,500	7,500
PRINTING	44,357	43,486	40,000	40,000	40,000
FREELANCE EDITORIAL	1,734	1,652	3,000	2,000	2,000
EDITORIAL TRAVEL	2,199	1,790	3,000	2,500	2,500
MAIL PREPARATIONS	2,436	2,204	2,500	2,500	2,500
POLY BAG COSTS	1,284	1,312	2,500	2,000	2,000
POSTAGE (2ND CLASS)	15,759	15,333	15,000	15,000	15,000
POSTAGE (FOREIGN)	2,032	1,655	2,000	2,000	2,000
COURIER CHARGES	626	130	500	500	500
PROMOTION/MEDIA KITS	779	193	1,000	1,000	1,000
PHOTO SUPPLIES/PROCESSING	96	19	250	0	0
MISCELLANEOUS	543	0	250	250	250
BAD DEBTS	0	945	3,000	2,000	2,000
TOTAL EXPENSES	79,369	75,427	80,500	77,250	77,250
NET INCOME (LOSS)	104,180	115,095	103,100	113,650	113,650

SPECIAL PROJECTS

REVENUE	36,667	39,965	42,000	42,000	42,000
EXPENSES	29,207	30,921	32,000	32,000	32,000
NET INCOME (LOSS)	7,460	9,044	10,000	10,000	10,000

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - CONGRESS

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
EXHIBIT SPACE	1,374,449	1,454,606	1,429,426	1,478,650	1,478,650
REGISTRATION	106,743	117,066	120,000	120,000	120,000
MISCELLANEOUS	9,267	12,790	8,000	10,000	10,000
	1,490,459	1,584,462	1,557,426	1,608,650	1,608,650
DISCOUNTS					
MEMBER DISCOUNTS	113,345	119,570	115,000	120,000	120,000
GROSS REVENUE	1,377,114	1,464,892	1,442,426	1,488,650	1,488,650
EXPENSES					
EXHIBIT HALL	256,500	289,000	289,000	289,000	289,000
SECURITY	20,865	23,089	21,500	24,500	24,500
SHOW SERVICES	78,454	93,765	80,000	90,000	90,000
FEATURE AREA	203	3,322	1,500	2,500	2,500
SPEAKERS	25,934	26,415	40,000	40,000	40,000
REGISTRATION SERVICES	34,536	37,923	37,000	39,000	39,000
AUDIO VISUAL EQUIPMENT	15,928	25,139	20,000	30,000	30,000
ENTERTAINMENT	12,493	11,000	14,000	12,000	12,000
RECEPTIONS	27,817	30,009	28,000	30,000	30,000
PRINTING	49,899	54,675	54,000	50,000	50,000
PROMOTION	24,965	29,575	25,000	27,000	27,000
ADVERTISING	32,320	33,318	36,000	36,000	36,000
PHOTOGRAPHY	2,106	1,944	2,200	2,200	2,200
FLOWERS	1,871	2,974	2,200	3,000	3,000
GIFTS/ GRATUITIES	40	1,047	1,000	1,100	1,100
MOVE IN/MOVE OUT	56,657	53,497	60,000	57,000	57,000
TRAVEL	36,676	37,761	34,000	36,000	36,000
SNOW REMOVAL	0	3,000	10,000	10,000	10,000
INSURANCE	8,370	8,613	10,000	10,000	10,000
POSTAGE	11,207	9,263	14,000	11,000	11,000
PARKING	6,645	6,375	7,000	7,000	7,000
POLICE	1,352	1,352	1,500	1,500	1,500
JANITORIAL	22,500	25,000	25,000	28,000	28,000
SOFTWARE	0	5,722	6,000	6,000	6,000
LABOUR	2,555	2,935	6,500	4,000	4,000
MISCELLANEOUS	3,017	1,200	5,000	5,000	5,000
TOTAL EXPENSES	732,910	817,914	830,400	851,800	851,800
NET INCOME (LOSS)	644,204	646,978	612,026	636,850	636,850

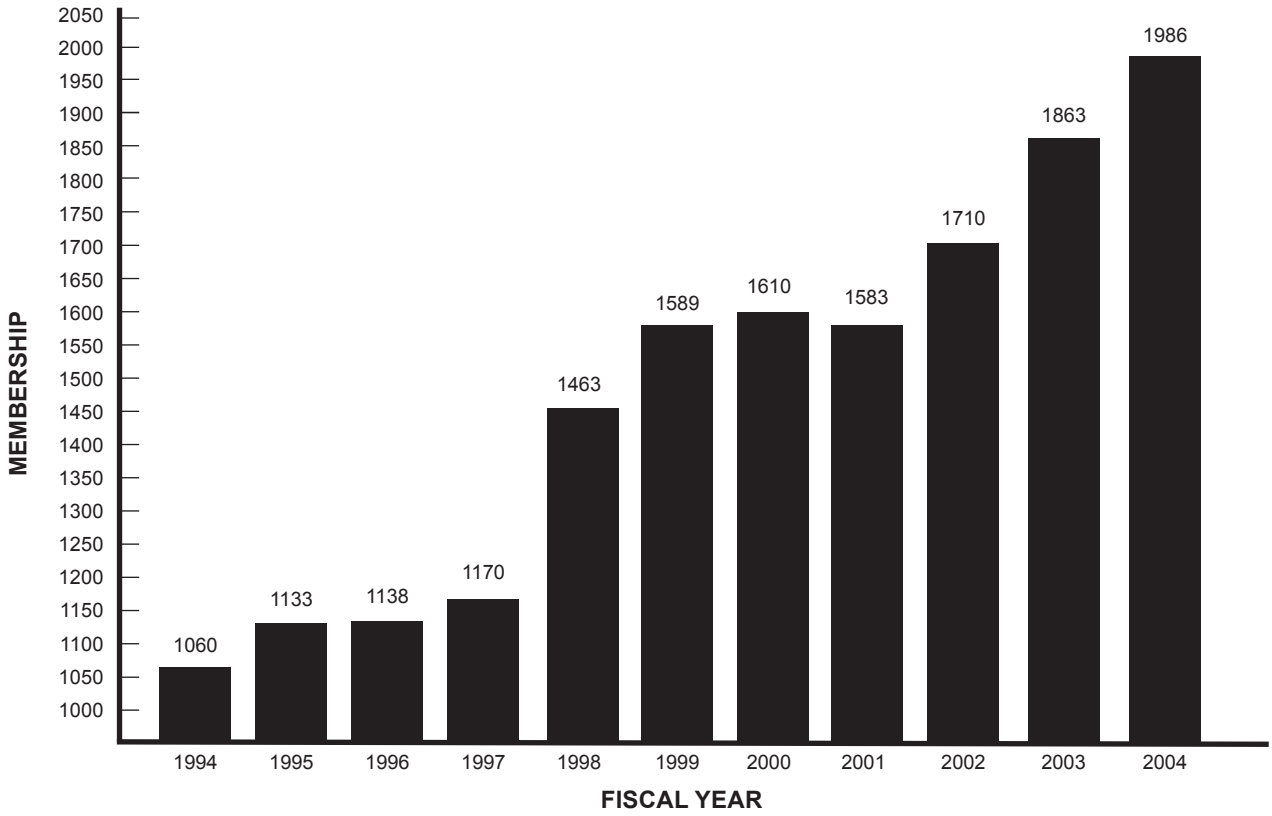
LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

Year Ended August 31, 2004

INCOME STATEMENT - GARDEN EXPO

	Y/E AUG 31/03 AUDITED STATEMENTS	Y/E AUG 31/04 AUDITED STATEMENTS	Y/E AUG 31/04 REVISED BUDGETS	Y/E AUG 31/05 REVISED BUDGETS	Y/E AUG 31/06 PROPOSED BUDGETS
REVENUE					
EXHIBIT SPACE	436,139	573,936	525,000	600,000	600,000
MISCELLANEOUS	1,271	1,682	1,000	1,000	1,000
	437,410	575,618	526,000	601,000	601,000
DISCOUNTS					
MEMBER DISCOUNTS	12,567	15,300	15,000	16,500	16,500
GROSS REVENUE	424,843	560,318	511,000	584,500	584,500
EXPENSES					
EXHIBIT HALL	63,750	90,020	89,250	97,000	97,000
SECURITY	4,399	6,813	6,000	7,000	7,000
SHOW SERVICES	21,497	32,638	23,000	35,000	35,000
REGISTRATION SERVICES	13,271	12,525	15,000	13,500	13,500
PRINTING	16,843	18,619	22,775	20,000	20,000
PROMOTION	4,778	3,674	4,500	14,500	14,500
ADVERTISING	13,667	19,617	17,000	22,000	22,000
MOVE IN/MOVE OUT	17,694	24,046	20,000	27,000	27,000
TRAVEL	5,570	7,724	7,000	8,000	8,000
POSTAGE	5,235	4,626	6,500	6,500	6,500
PARKING	1,056	795	1,250	895	895
RECEPTIONS	3,239	2,095	4,000	4,000	4,000
JANITORIAL	6,400	6,500	8,500	6,500	6,500
SOFTWARE	0	2,557	3,000	3,000	3,000
MISCELLANEOUS	2,782	7,718	3,000	10,040	10,040
TOTAL EXPENSES	180,180	239,969	230,775	274,935	274,935
NET INCOME (LOSS)	244,663	320,350	280,225	309,565	309,565

MEMBERSHIP COUNT: 1994 TO 2004



MEMBERSHIP BREAKDOWN 2003/2004

