

2014 Annual Report

President's Message It's been a year of growth



My first year as the president of Landscape Ontario has been great opportunity and learning experience.

I thank the executive, all the board members, and the LO staff for all the support that has been given to me over the past 12 months. I look forward to working with this great team over the next year.

Event highlights this year include Congress, Canada Blooms, the Industry Auction, Expo and the various Chapter meeting and

special events I had the privilege to attend.

I also want to comment on our great membership. From one end of the province to the other, there are busy business people who find the time, energy and money to ensure their association is a viable and important entity.

It's amazing to see the level of commitment from LO members who give of themselves to community and association projects right across the province.

During my visits to chapter meetings this year, I left each one

impressed with the results of all the work that went into creating interesting and viable meeting topics. It's not an easy task to come up with relevant material each month.

My goal when I began my term was to increase membership. I was hoping we could see a five per cent increase. With the Chapter Challenge, as created by our membership department, our growth in membership has achieved that goal and beyond. It's been a huge success, with every chapter achieving at least a five per cent increase in membership numbers over last year.

Members need support along the way and that's what Landscape Ontario provides. Our mission is to be the leader in representing, promoting and fostering a favourable climate for the advancement of the horticulture industry in Ontario, which simply means that Landscape Ontario is here to help.

I encourage all of you to become involved in this great association. I guarantee you will find nothing but positive results.

Respectfully submitted,
Dave Braun
President 2014

Treasurer's Report LO continues prosperity



This was another interesting year. Members I have spoken to, myself included, were affected by the heavy winter and late start in the spring. Once things got going, they didn't slow down until the snow arrived in mid-November.

We continue to hear of other associations south of the border struggling, but we continue to grow. President Dave's challenge to grow the chapters was met by solid growth and our annual Congress continues to wow

attendees and grow in a prosperous way.

Our net surplus for the year ending August 31, 2014, was \$152,874. The surplus was allocated as follows: \$15,000 went to the Promotion Fund, \$20,000 to the Technology Fund and the remainder went to the Industry Development Fund.

Next year looks like it could be very prosperous for the association with our pending land sale. The funds generated by the sale will go towards upgrading and developing our office space and teaching facilities, which will make it easier for our members to connect, grow and prosper.

Who knew that over 20 years ago a quick decision by some members with forethought, would lead us to where we are today with a financial legacy that will help to support our membership for many years to come.

I look forward to another year as your treasurer and steward of your legacy.

Respectfully submitted,
Dave Wright
Treasurer 2014

Executive Director's Report

Annual reports are a time for reflection and evaluation



Please forgive the personal nature of this introduction. The year 2014 marked my 25th year working for Landscape Ontario, as well as my 60th birthday. The year also marked the 41st anniversary of Landscape Ontario.

When I started at LO, I was usually one of the youngest at meetings. Now I am one of the oldest. I was a little startled the other day to receive a call from Past President Monica van Maris. She urged us to start working on a 50th anniversary book. Years ago I

received a similar call from Monica. It became the genesis of a 25th anniversary book.

Annual Reports are valuable because they encourage reflection and evaluation. They look back in time. However, the real purpose is to stimulate, inspire, mentor and mobilize the next generation as they build the future.

Although there are hundreds of thousands of complex interactions within our Landscape Ontario community, core benefits, values and principles define and are responsible for the association's success over the years.

We continue to attract contribution-oriented members who embrace the framework of mutual and collective improvement to grow a prosperous, professional, ethical, recognized and valued industry. We continue to attract members who are passionate about their industry, customers, employees and community. We continue to attract leaders who give freely of their resources in order to build a better world.

At Garden Expo this year, I overheard Ben Damm, from Floral Dimensions, say, "Nothing happens unless someone sells something." Recently, I read a book by Daniel Pink about sales. The premise of the book is that we are all engaged in selling a product, service, idea or ourselves. In Landscape Ontario's case (keep in mind that Landscape Ontario is not a building or staff in Milton), it's members. Landscape Ontario is you. We sell community, collective benefit, inspiration, renewal, social interaction, prosperity, life enhancement, legacy and a lot more.

At the end of the book, the author suggested a framework to evaluate our sales offerings. On an organizational level, "Has our offering enhanced and improved lives? On a community level, "Has our offering made the world a better place?" When you read through the material in this annual report, ask yourself those questions. If you don't like the answer, please call me. We would like your help.

Here are some highlights of Landscape Ontario issues and activities for 2014.

Mitigating effects of seasonality on labour recruitment and retention

This issue is part of the human resource priority that is common to all provinces. We participated in the CNLA summit. Harold Deenen also agreed to chair the LO Human Resource Committee to ensure maximum alignment with CNLA.

Chapter governance training and support, including integration of sector groups and chapters

We are focusing on helping our chapter and sector groups work better together. We now have part-time event staff dedicated in most

chapters. A new membership services chair Lexi Dearborn has been appointed to guide our progress.

Sustainability plan to investigate hiring a regional manager in Eastern Ontario

The board is investigating the possibility of hiring a regional manager in Ottawa as part of long range staffing plan that would eventually see regional offices in the London and Ottawa areas. The regional manager would continually build relationships with media, government, schools and members. It is envisioned that the regional manager would be funded through a combination of Ottawa trade show revenues and provincial budget allocation. Past president Joan Johnston is leading the investigation.

Costing model for growers

In conjunction with the accounting firm SB Partners, we have produced a Profit Improvement Guide for Growers and Garden Centres. One unique feature of the guide is an interactive spreadsheet that demonstrates the effect of discounting on margins. The guide is available at <http://gfl.me/x2kU>.

A seminar, based on the guide, was held in November.



The issue of human resources is a priority.

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Chapter governance has taken on a bigger priority.

Complete sale and development plan for home office

We are in the middle of a land sale. If all goes well, the closing date will be Mar. 15, 2015. The sale will give us the resources to accelerate our activities.

Complete Certified Irrigation Auditor Program

Landscape Ontario was hired by one of the regional governments to develop a Certified Irrigation Auditor Program. Any irrigation contractor dealing with the region must be certified. This is the region's strategy to reduce water use by using professional conservation-oriented companies.

Peer to Peer Network

As the next step of the Prosperity Partners program, the association hired two consultants to operate a peer to peer network focused on helping members grow their businesses.

Complete lighting manual and certification process

The Lighting Sector Group has developed a Certified Landscape Lighting program. A manual has been developed and test questions have been composed. A final edit is the next step, before introducing the program to the trade.

Company accreditation investigation

The investigation of company accreditation has been on the agenda for the last five years. The investigation has broadened beyond Landscape Ontario to Planet and CNLA. We hope to make progress on this issue by late 2015.

On-the-job training program

OJT has the potential to significantly increase professionalism, because it fits the existing training profile of the industry. The main

barrier to progress has been the lack of trainers. OJT remains a HR priority.

Investigate compulsory trade

Landscape Ontario has started the compulsory trade discussion with its chapters, through the magazine and on its LinkedIn page. It is a very controversial subject, eliciting deep passions on both sides. LO looks forward to continuing the investigation as part of the CNLA Human Resource Committee activities. The next step should be a world-wide review of jurisdictions with a compulsory system. This will allow us to understand the benefits and barriers.



LO developed a Certified Irrigation Auditor Program.



The sale of 24 acres at the home office will provide resources to accelerate LO priorities.

Practice Act for LAs and Name Act for Designers

The Landscape Designers Sector Group is pursuing a Name Act in conjunction with the OALA pursuing a Practice Act. LO has representation on the OALA committee. This is a long-term project.

Improve image of horticulture in high schools

This activity is part of the CNLA Human Resource Committee. It is a huge multi-dimensional issue. Please see Come Alive Outside Design Challenge Project below. We are also involved in Skills Canada competition as well as Specialist High School Major program.

Next Steps for Green for Life Branding

Green for Life branding has been very successful. We are currently planning a review of the past five years of branding activity to determine next steps for the future.

Support Trees for Life campaign

Landscape Ontario is a founding member of Trees for Life — the Urban Tree Coalition. This alliance was started by Mark Cullen. The goal of the alliance is 40 per cent urban tree cover. TFL has just hired an executive director (Carla Grant) in order to accelerate the activity. LO is supporting the organization with staff and financial resources.

Ottawa Canadian Horticultural event

We continue to work with Michel Gauthier in promoting a horticultural event in Ottawa as a catalyst for developing a national botanical garden in 2017 to mark Canada's 150th anniversary.

Reducing emissions program

The Environment Committee is developing a Reducing Emissions

Program. It was determined that this is one area of environmental improvement that would have a significant positive effect. Our members have the collective power to take measurable actions.

Communications Review

We are currently reviewing capacity with the goal of enhancing and improving the way we communicate. We are developing a communication plan to direct the future of the magazines, websites and social medial activities.

Garden Expo Review

The Garden Centre Sector Group has taken responsibility for directing Garden Expo. Previously it was under the direction of the Congress Committee. We are planning to renew and reinvent Garden Expo.

Government Relations, re: Acceptance of low risk products

We are continuing our efforts to promote the acceptance of low risk plant-protection products. Since the pesticide ban the lawn care and grounds sectors are facing huge challenges trying to control pests, diseases and weeds.

Property Managers Promotion, re: Maintenance guidelines

The Grounds Management Sector Group has developed a brochure *Landscape Maintenance Guidelines for Property Managers*. The guidelines encourage property managers to write guidelines based on specific requirements and budgets. The brochure is available at hort-trades.com under the Grounds Management Sector tab.

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Canada Blooms

Landscape Ontario continues to support Canada Blooms as North America's largest indoor garden event. Over 200,000 people attend the show. Canada Blooms has just hired a new general manager Terry Caddo. We also have a new partner Building Industry and Land Developers (BILD).

Ottawa Home Show Partnership

Landscape Ontario Ottawa Chapter is partnering with the Ottawa Home Show to create a garden event like Canada Blooms in the region.

Additional highlights

Mark Cullen pledged \$30,000 per year as scholarship challenge. Landscape Ontario already distributed \$25,000 to 30,000 per year. These additional funds will accelerate and enhance our ability to support tomorrow's horticultural leaders. Mark's generosity has already stimulated additional contributions. Unilock announced a \$10,000 donation to the Landscape Designers Scholarship. Russ Loney from the Upper Canada Chapter is also making a generous contribution.

Legal insurance

In conjunction with CNLA, we implemented a legal insurance program. The program consists of two options: Telephone legal advice and legal insurance. The telephone legal advice program has been very well received. The legal insurance program will be launched in 2015.

HR Toolkit

The HR Toolkit is an excellent resource available to all members at horttrades.com/HRtoolkit. We are currently updating the kit and developing face-to-face seminars based on the information.

Garden centre information packets service

We partnered with ZRB and Laurie Scullen to develop information packets for members who require content for their blogs, newsletters and social media.

Dry Stone Walling Institute

We are partnering with the British Dry Stone Walling Association to deliver an education, training and certification program.

Come Alive Outside Design Challenge

We partnered with Jim Paluch to host the Come Alive Outside Design Challenge. The goal of the challenge is to raise awareness for our industry at the elementary, secondary and post-secondary school levels. You can find more information at <http://gfl.me/x2kV>.

National War Memorial on Cabot Trail

One of our members, Bernie Wolfe, is working with Toronto visionary Tony Trigiani on a concept of building a national war memorial on the Cabot Trail. Please see <http://gfl.me/x2kV> for more information. Landscape Ontario has agreed to assist the project. We are currently in discussion on developing a Mother Canada rose. The rose will raise awareness for the project. The hope is that the funds can be raised by 2017 the centenary of the end of the first world war.

Salt research study

Landscape Ontario supported pioneering salt rate research at the University of Waterloo. The final report was published in November. There is no other study in the world that outlines a standard for salt use on parking lots. This research will mitigate the liability risk of snow operations. Our next step is to verify the research in practical settings. We will then develop processes to help our members implement best practices.

Other industry development projects and activities

- Smart About Salt Program
- Green Infrastructure Government Relations
- Maple Leaves Forever — Promoting native maples
- LO Canada Blooms Garden being planned as an "Otium" exercise garden
- Skills Canada
- Toronto Parks and Trees Foundation
- Garden Days Celebration Ottawa and University of Guelph
- Durham College tree planting
- Veterans Memorial Highway Project
- Connecting Educators Event
- Grey to Green Conference

Respectfully submitted,
Tony DiGiovanni CHT
Executive Director 2013 - 2014



Labour recruitment is a major focus of the industry.

Membership and Public Relations Report Chapter Challenge increases membership



Every Landscape Ontario Chapter had another excellent year, giving back to their respective communities. The events were all covered in *Landscape Ontario* magazine and member companies were recognized at Chapter meetings and at the Provincial Board.

We also used the services of our PR agency, Enterprise Canada, to garner local media coverage for Chapters. Issued on a monthly basis our press releases resulted in many interviews and articles.

Data provided by Enterprise Canada shows that from January to June this year, we had 4,463,842 media impressions, resulting in an estimated value of \$441,531. For print media, impressions totalled 1,165,805, resulting in a PR value of \$120,801. Our online media numbers amounted to 2,377,623 impressions, with an estimated PR value of \$271,730. We had 920,414 estimated broadcast media impressions, with a PR value of \$49,000.

The Awards of Excellence continues to prove to be a useful tool for individual member companies to gain recognition at a local level by utilizing a template press release kit from home office.

We continued to explore possibilities of creating our own Green for Life television shows. Stay tuned for more information on that project.

Several presentations that promoted reasons to hire LO members were made to provincial groups, such as Master Gardeners and Horticultural Societies.

We support three meetings a year for garden writers at Canada Blooms, Garden Expo and Congress. At these meetings, we supply information for the writers to promote our industry.

This year, the Membership Department organized Chapter Challenge. It was an initiative inspired by Landscape Ontario President

Dave Braun. The goal of the Challenge is to increase membership across the province. It has proven to be a very effective program. Each chapter was given a goal of increasing its membership by five per cent in from March 2014 to December 2014. All chapters that increase membership by five per cent, as of Dec. 31, will be granted \$500 to put towards its meetings. The chapter that increases its membership by the highest percentage will be granted an additional \$500, bragging rights, as well as the Golden Groul Award.

As important as it is to continue to grow membership within Landscape Ontario, we want to retain existing members and ensure they all see the value of membership. Some of these include utilizing membership benefits and promoting the reciprocal support between LO and its members. We have also increased member visits this year. This keeps LO accessible by having staff go to members, rather than only having them come to the home office. It's a great way for us to get a hands-on perspective of the current realities of the industry.

We continue to promote to consumers on why they should hire a LO member; thanking them for hiring a member as a way of supporting their decision, and providing background information to what LO is about. We also encourage Associate members to promote membership to encourage possible members. This allows potential new members to hear about the benefits of Landscape Ontario membership from people active within the industry. We have also worked to connect industry members across a variety of sector groups, geographic areas and business types, demonstrating the high standard of professional and excellence reflected by our members and the association

Respectfully submitted,

Denis Flanagan CLD

Director of Public Relations and Membership Services 2013 - 2014



LO hosted the annual meeting of Ontario Master Gardeners.

2014 Chapter reports

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

Durham

President: Greg Scarlett CHT

Past president: Brian Marsh

Provincial board representative: Brian Baun

Vice president: Ed Hewis

Secretary/treasurer: Carol Fulford

Directors: Norm Mills, Brian Marsh, April Scarlett, Mark Humphries, Brian Shelfoon, Steve Wall, Janice Shingler

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

August 2013: Durham Chapter's Annual Barbecue was held at Sheridan Nurseries. There were 19 suppliers in attendance and approximately 150 people enjoyed an evening of good food and networking. Everyone enjoyed beef-on-a-bun, pop, chips, corn-on-the-cob and refreshments provided by chef Mark Humphries.

October 2013: Our October meeting focused on what our Chapter members would like to see in the coming months. A small group met and had an informal discussion over drinks and snacks regarding future meeting ideas and plans.

November 2013: It was an evening on all things plants in November. Kobes Nursery supplied unlabeled plants for the Plant ID Night, where all members in attendance were challenged to identify them.

Keeping with our plant theme and in light of the coming winter season, Janice Shingler from Sheridan Nurseries provided a hands-on seminar on how to decorate a winter interest planter with cut greens.

February 2014: Technology takeover was the theme for our February meeting. Three guest speakers covered all aspect of Internet marketing from posting videos on YouTube, web marketing, to LinkedIn. These presentations showcased many powerful ways to stay connected with your existing clients, as well as connecting with potential clients through the Internet.

March 2014: To prepare for the coming season, two MTO officers attended the March Chapter meeting to discuss new regulations. This was a great opportunity for attendees to get the latest updates and to ensure that their vehicles are in compliance with all regulations before hitting the road for the new season. In addition, a pickup truck and enclosed trailer was provided for a sample road-side inspection, which resulted in a great many questions from the crowd. Elections were held for the Chapter's executive board and members were excited to welcome some new faces to the 2015 board.

It has been another successful year, and I would like to take the opportunity to thank all of the board members for their continuous support. Also, thank you to all the companies that donated items towards door prizes at our meetings. Thank you to Carol Fulford, who always goes beyond the call of duty as treasurer. She keeps all our meetings running smoothly and spends additional time organizing events for the chapter. As President of the Durham Chapter, I have enjoyed another year of being a part of our board.

Respectfully submitted,

Greg Scarlett CHT

President, 2013-2014

Georgian Lakelands

President: Lexi Dearborn

Past President: Jeff Lee

Treasurer: Andrew Beattie CIT

Provincial Board Representative: Margot Byers

Secretary: Lynne Barnes

Directors: Laurie-Ann Stuart, Michael LaPorte CLT, Teresa Matamoros, Georgie Hamilton, Brenda Maitland, Tyler Speirs

As a kick off to the 2013-14 season for Georgian Lakelands Chapter, directors met with LO members in Collingwood at the Huron Club to socialize and talk about upcoming Chapter events. Attendees were given tips on how to update their member profile.

In mid-October, the Chapter welcomed LO President Phil Charal and Executive Director Tony DiGiovanni to our Barrie meeting. Phil and Tony answered questions from the over 40 attendees regarding membership and LO behind the scenes.

In late November, we travelled to Collingwood for an evening of Whine and Cheese. Although it was a very stormy night, all who attended had a great time.

In order to make our events and meetings successful and to bring



Durham Chapter's Annual Barbecue attracted 19 suppliers.

LO to members, the board decided to rotate our meetings and events throughout the Chapter region to Barrie, Huntsville and Collingwood.

In late January, over 20 members and their staff members picked up great tips on health and safety in for the green industry. Randy Dignard from Industry Safety Trainers provided an amazing presentation and Q&A for all who attended. A wonderful surprise at the meeting was having Dave Braun, LO President, attend and speak to members.

In early February, our Huntsville meeting was a great success for all who attended. With over 50 in attendance, local LO member and non-member companies enjoyed a morning of round-table discussion about industry-relevant topics.

I Survived Ski and Spa Day 2014 was cold. Actually, it was really cold with tons of snow and road closures. But still we had over 70 people attend the event. New for 2014, was an opportunity for tranquillity and relaxation in a winter wonderland setting. This annual event is not just for the skiers and boarders anymore, as we introduced a new twist on an old favourite. Those who wanted a relaxing day of pampering found it at the Scandinave Spa Blue Mountain, which offers an active, flexible and healthy environment where guests can rejuvenate and invigorate themselves naturally. On the hills at Craighleith Ski Club, tons of fun with the Poker Run had participants collect clues from around the resort to make a poker hand. The annual race down the hill saw awards handed out to the fastest and most cautious skiers.

Spring 2014 Chapter meetings and training included introduction to SketchUp, Designers Round-table, Traffic Control Training, Damage Prevention — Dig Safe, and Lighting 101.

The annual Spring MTO Tune-up with Officer Hank Dubee is our most popular Chapter meeting. In early April, over 60 people attended this presentation and discussion. Designed to help members and their staff take a proactive approach to compliance, this meeting helps everyone get ready for the roads.

Thank you to Clearview Nursery in Stayner for hosting our August sector group update meeting and social. Educational and fun, Clearview offered farm tours to start the meeting, followed by dinner. Sector group representatives Chris Mace (Designers), Ryan Heath (Contractors) and Mark Ostrowski (Growers) provided attendees with an in-depth look at what sector groups are working on for LO members. This was a great event, with loads of fun and wonderful hosts in an amazing setting.

Respectfully submitted,

Lexi Dearborn

President, 2013 - 2014

Golden Horseshoe

President: Jeff Smith

Vice President: Fran MacKenzie

Second Vice President: Andrew Barz

Provincial Board Representative: Tim Cruickshanks

Treasurer/Secretary: Dan Grieve CLP

Past President: Fiore Zenone

Chapter Coordinator: Lee Rozon

Directors: John Bos CLT, Allard DeVries, Dan MacLean, Rob Mendonca, David Pierce, Tim Rivard CLT, Bruce Wilson

What a busy year it's been.

On Sept. 12, Golden Horseshoe Chapter held its annual Chicken Roast. The event was held at Windmill Power Equipment in Dundas in celebration of the company's 25th anniversary. The roast was an overwhelming success. Over 275 people of all ages enjoyed a delicious chicken dinner. Chief Chicken Chef, Paul DeGroot, and his crew of



Over 275 attendees enjoyed this year's Golden Horseshoe Chicken Roast.

volunteers perfectly cooked 300 lbs. of chicken on the 30 ft. charcoal barbecue.

The Chapter showed its appreciation to Doug Coote and his wife Barbara for their years of volunteering. Over the years the couple has kept the food table filled for hungry Chapter members. The board wishes Doug all the best in the future, as he steps down from this position.

Our September Chapter meeting, on Sept. 19, was held at the Halton Industry Education Council. The meeting, presented by Phil Harwood of Pro-Motion Consulting, was entitled *Snow Risk Management*. Attendees participated in this very informative seminar that demonstrated methods to manage your snow portfolio and ensure profitability. Guests were also provided access to a spreadsheet to help them analyze their respective portfolio and calculate profits on a pro-forma basis. Golden Horseshoe Chapter thanks Phil Harwood for his excellent presentation and advice.

The Nov. 11 Chapter meeting was an evening meeting at Vineland Research and Innovation Centre. The meeting was entitled, *Whine and Cheesed-off; The Good, the Bad and the Ugly of 2013*. Attendees engaged in a discussion involving a variety of challenges, struggles and pet peeves surrounding the landscape industry. Discussion was moderated by none other than the executive director of Landscape Ontario, Tony DiGiovanni. The meeting was a very successful networking event for everyone in attendance.

After a cold and snowy start to winter, our February Chapter event, Family Skating Day was held on Family Day, Feb. 17. The special day took place at the Gateway Ice Centre in Stoney Creek and was generously sponsored by Grand River Natural Stone. Landscape Ontario members and their families enjoyed a free family skate, shinny and food from Don Cherry's Sports Grill. The day was a complete success, and a great way for members to network and have fun with fellow members.

To get the Chapter motivated and ready for the season ahead, our spring meeting was held Mar. 27 at the Ancaster Fair Grounds. It took on a whole new spin. The event was entitled, *Workplace Safety and Prevention Trade Show*. It featured our always-popular presentation by the Ministry of Transportation, coupled with a newly-added tradeshow

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portion. The event was a great success with capacity with over 250 LO members and potential members, along with a selection of over 25 vendors who displayed and promoted products to a targeted audience of Golden Horseshoe members. None of this would be possible without the hard work and dedication of the MTO committee meeting chair Tim Rivard and Chapter Coordinator Lee Rozon. Keep an eye out for this season's even larger event, featuring exciting new speakers and an expanded array of exhibitors.

April was a busy month for the Chapter with involvement in the 2014 Waterdown Blooms program, as well as Arbor Day celebrations.

The Chapter partnered with the Waterdown Blooms Program, an initiative of Waterdown's Business Improvement Association, which allows local landscaping companies the opportunity for some friendly competition and to beautify the community. Chapter President Jeff Smith was a key player in organizing this competition, and Chapter Coordinator Lee Rozon was responsible for arranging RBG staff to judge the competition, which featured seven area landscapers who each created a 15- x 25-ft. planting bed. Entrants competed for the People's Choice Award, judged by the local community. The Judge's Award, as decided by RBG, had gold, silver and bronze categories.

To wrap up chapter activities before a busy season, the Golden Horseshoe Chapter partnered with John William Boich Public School for Arbor Day on April 30. Over 800 students were able to enjoy the annual tree planting ceremony, which included songs and skits by the students, guests from Halton District School Board, as well as city officials. Landscape Ontario was thanked by Burlington city arborist, Rick Lipsitt, for the Chapter's 34 years of support for Burlington Arbor Day programs. Ten native trees were planted on the school site for shade and ambience, in addition to the grade 8 graduating class planting a tree in hopes of continuing the tree planting ceremony of graduating classes for future generations. Fiore Zenone represented the Golden Horseshoe Chapter and spoke to the students on the value of tree cover, and the benefits of trees. This tree planting will give the students and members of the public an opportunity to care for the trees, continue to learn about the benefits of trees and has strengthened Landscape Ontario ties within the Golden Horseshoe Chapter community.

Thank you to all Chapter members, the Chapter Board, and all those who have attended events and supported the Golden Horseshoe Chapter.

Respectfully submitted,
Jeff Smith
President 2013 - 2014

London

President: Jarrett Woodard

Treasurer/Provincial Board Representative: Pete Vanderley CLP

Past President: Grant Harrison CLT

Secretary: Nicola Kamp

Chapter Coordinator: Wendy Harry CLT

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

In early September 2013, we held our annual golf tournament at Pine Knot Golf Course in Dorchester. Our attendance was slightly under 100, and the weather was cool and damp. However, our spirits were high despite the weather. Once again, we had great sponsors and prizes. Proceeds from the golf tournament went towards the garden feature we planned to install in October 2014.

After several years of hosting an annual garden tour, the Chapter decided to suspend the tour for 2014 due to declining participation from both our members and the public. We are using the upcoming year to reflect on if we should re-instate the tour, and how to best attract more interest from the public and our members. Essentially, we had suspended our participation in the home show for similar reasons.

In early October, for the second year in a row, our Chapter partnered with the Veterans Memorial Parkway Community Project with the installation of 400 two in. caliper trees. Our Chapter members took the lead in preparing the planting holes, placement of the trees and setting out the tree stakes along with bags of mulch. On the day of planting, a great number of citizens from various groups placed the soil, mulch and inserted the tree stakes.

On Oct. 8, we held our first Chapter meeting, which featured Sally Harvey addressing the members on the value of being an LO member. She provided a comprehensive overview of the benefits that LO provides, focusing particularly on the educational aspects. We also featured Sheila Creighton of the Million Tree Challenge, who presented the goal of planting a million trees over the next ten years in the city of London.

On Nov. 12, our second Chapter meeting featured Ron Koudys, a local landscape architect, former teacher of Landscape Design of Fanshawe College and proud LO member, who talked about Top Trends in Landscape Design.

On Feb. 12, our third Chapter meeting featured the local Conservation Authority. Discussion centred on native plants and how to identify and deal with noxious weeds. Lunch was generously sponsored by Permacon.

Mar. 11 was our fourth and final meeting of the season, which has become our annual Safety Day. We had speakers from the MTO and WSPS in attendance. They provided valuable information and answered a myriad of questions from our members. At this meeting, we had a member profile moment featuring Mountsview Landscaping from Princeton. This meeting also provided a lunch, generously sponsored by Unilock.

Respectfully submitted,
Pete Vanderley

Treasurer/Provincial Board Representative

Ottawa

President: Ed Hansen

Vice President: Sundaura Alford CLD

Past President: Chris Burns CLT

Treasurer: Mark Mallette

Provincial Board Representative: Bruce Morton CLP, CIT

Chapter Coordinator: Martha Walsh

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

Ottawa Chapter meetings for 2013-2014 saw an increase in attendance of 20 per cent over the previous year's meetings. Topics included time management, marketing solutions for your business, and round-table discussions on business issues of small, medium and large landscape firms, and how to develop your key staff.

At the January 2014 Ottawa Chapter AGM, there was a record set with 72 in attendance. We were the first Chapter to welcome LO President Dave Braun and Tony DiGiovanni, LO executive director.

February 2014 saw the 21st edition of GreenTrade Expo at EY Centre. There was a record number of attendees and exhibitors. The MTO contractors' breakfast was sold out, and it was standing-room-only in business education seminars. Students from Horticultural Industries programs at Kemptville College and Algonquin College with Ottawa designers worked in a collaborative effort to create the coffee bar and show floor.

In March, the Ottawa Chapter booth at Ottawa Home and Garden show had over 20 members volunteer their time over three days to field questions from the public about the horticulture industry and the local chapter. Members created a pamphlet that was distributed at the event.

April saw a garden build at the Big Backyard Show. This effort was led by Ed Hansen, along with design by A Cultivated Art, plant material from Greenlife Wholesale Nursery, hardscape product from Permacon and over 40 students pitching in from Algonquin College Horticultural Industries Program.

From April to October, members continued weekly maintenance of Ottawa Cancer Survivors' Park. This year students from Algonquin College participated in whole day maintenance of the park, as on-the-job experience. They were mentored by Clintar.

June was the first annual Ottawa Garden Days event celebration. A Garden Volunteer Recognition Ceremony, organized by the Ottawa Chapter and the Mayor's office, recognized over 45 Ottawa Chapter members, public organizations, gardening groups and horticultural societies that contributed to the development and maintenance of Ottawa public gardens for the benefit of Ottawa residents. The Mayor's office declared June 13th as Ottawa's first official Garden Day.

A cheque for \$3,000 was presented to Children's Hospital of Eastern Ontario Foundation Telethon. The money was raised from the 2013 golf tournament.

In July, the membership department from LO Home Office visited Ottawa area companies to view building sites of Hansen Lawn and Garden, Greenscape, RJ Rogers Landscaping, Patricia Stanish Landscape Design, Green Thumb Garden Centre and Algonquin College Horticultural Industries.

The annual Ottawa Chapter Golf Tournament attracted 90 golfers and volunteers, who enjoyed a day of networking and golf to raise money for the local Children's hospital foundation.

In October, Chapter meetings resumed with a timely topic, What You Don't Know about Legal Issues. The meeting addressed snow removal and the surrounding issues concerning legal, insurance and

member representation. This discussion took the form of a round-table format.

Ottawa's Day of Tribute took place on Oct. 31 at the National Military Cemetery at Beechwood. In its ninth year, representation came from Ottawa Chapter members, home office, the War Graves Commission and the Department of National Defense.

Planning is underway for Floral 2017 event with Ottawa Chapter representation, Canadensis Botanical Garden Society and Canadian Garden Council.

Planning is also underway for the dream garden at the March 26 to 29 Ottawa Home and Garden Show, with a 40 x 70 ft. booth garden build, a 20 x 10 ft. LO booth for information to the public, and planter designs for the show floor.

The year 2015 looks very busy with lots of new exciting challenges for the Ottawa Chapter.

Respectfully submitted,

Ed Hansen

President 2014

Toronto

President: Ryan Heath CLP, CLT

Past President/Provincial Board Representative:

Lindsay Drake Nightingale

Secretary: Janet Mott CLP

Treasurer: Sabrina Goettler CLP

Directors: Paulo Domingues CIT, Janet Ennamorato, Shawn Foley CIT, Allan Kling CLP, Craig Mathews, Jonas Spring, Mike Watson

It has been a busy year for the Toronto Chapter. This year we have been working on our 2013 goal of increasing attendance at Chapter meetings by providing interactive learning and networking opportunities. I can say that this year was a success and we are already looking ahead to 2015.

Our Chapter meetings began in October with guest speaker Paul Zammit of the Toronto Botanical Gardens. Paul shared his expertise on the latest trends in container gardening, winter plantings, and new plant varieties. Despite this being a busy time of year, we had a great turnout.

November was a busy month, including a Chapter meeting, and fall clean-up at the Toronto Botanical Garden. Thank you to those who dedicated their time for the clean-up. The November Chapter meeting provided members with a glimpse into the past of the horticulture industry with one of Landscape Ontario's pioneering members, Bill DeLuca of Aldershot Landscape Services. Bill shared his expertise and experience in the industry, as well as the challenges he has faced, including juggling family and work responsibilities.

The end of the season went out with a bang and we certainly celebrated in high-style. Our Holiday Social event featured a traditional holiday meal and the dazzling wonders of Magic Mike, a magician from Sorcerer's Safari.

Meetings returned in February with an all-day educational event. Attendees got the latest WSPS and MTO updates, as well as a seminar from guest speaker Nathan Helder of Gelderman Landscaping. Nathan shared his expertise on estimating for maintenance projects, a perfect way to prepare for the coming season.

Our April meeting featured the first installment of the What's up with That? lecture series. It featured a panel discussion on natural stone products, including the process for quarrying the stone, labour relations, how various stone products cope with Ontario weather, and

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future trends. Representatives from Unilock, Banas Stone and All Stone Quarry were given time to showcase their company's products and features, followed by a moderated discussion with moderator LO executive director Tony DiGiovanni and questions from the audience. A special thank you to Jonas Spring for using his acting chops to help promote this event. Look for more videos to come in the future. This event was extremely well attended and inspired the continuation of this lecture series in the 2014/2015 Chapter meeting season.

Though Mother Nature threw some curveballs at us with the delayed arrival of spring and an extremely busy summer to follow, the Chapter hosted its annual golf tournament in July and baseball tournament in August. We were back at the beautiful Nobleton Lakes Golf Club and over 100 golfers shared in a gorgeous day of golf, incredible food and prizes galore.

Richmond Greens hosted the 2014 baseball tournament with eight teams in competition. We would like to congratulate our top three teams of the 2014 baseball tournament, the Sheridan Nurseries, the Zander Sod, and Best Way Stone teams. Thank you everyone who took time out of your extremely busy schedules to attend this event.

The year 2015 is already looking busy with Chapter events, including the continuing What's up with That? lecture series, guest speakers, family-friendly events, and an exciting community project in partnership with James Robinson Public School in Markham. This project will create an accessible outdoor learning space to foster learning and provide members of the community with unique physical and developmental needs. The Eco Schoolyard will feature a sensory garden, food gardens, and accessible fitness and learning trails and outdoor classroom space. This outdoor space will encourage social interaction with the students, create a unique learning environment, and improve the safety of the school's outdoor space for those with a variety of special needs, including low vision, mobility, etc. Toronto Chapter is proud to partner with James Robinson P.S to complete this multi-phased project.

Thank you to the Toronto Chapter board members for their hard work in organizing these events and taking care of all the behind the scenes work. Thank you to our members who come and support our events, our generous sponsors, volunteers and everyone who helps to make these events a success.

We look forward to seeing you in the New Year and continue to bring you learning opportunities, as we foster the growth and strength of the Toronto Chapter.

Respectfully submitted,

Ryan Heath
President 2014

Upper Canada

President: Terry Childs
Vice President: Andre Ypma
Past President: Neil Bouma
Treasurer: Judy deBoer-Bell
Secretary: Sian Pritchard
Directors: Diana Cassidy-Bush CLP; Paul Doorbos CLP, CLT; David Gunn; Pamela McCormick CLP

The Upper Canada Chapter Facebook page is being utilised as a communication tool with some of the members. We do need to increase the use of this medium.

The winter (February) of 2014 was the third annual Chapter squash tournament, held in Gananoque. It was a great event and 2015 is already being planned for by organizers.



The annual Upper Canada Golf Tournament raised over \$1,800 for the Children's Wish Foundation.

The golf tournament this year saw 64 competitors provide us with over \$1,800 to go to the Children's Wish Foundation.

Meetings were held at Loyalist College to try to get a first year apprenticeship intake for 2014.

Chapter meetings began in October 2013 with the subject, "Natural stone, its qualities and uses as well as demonstrations on its use."

At the November meeting, the topic of human resources was the theme. Information was provided about On-The-Job-Training, along with Certification and Red Seal. There was also an overview on how LO can help you develop your staff.

The new year began with a round-table meeting. The Chapter members discussed topics to stimulate honest and open discussion on many aspects of our industry. This has proved to be one of the best meetings we have had in the Chapter.

Another round-table format was held at the February meeting. The subjects this month were production rates and overhead recovery.

The Chapter AGM and annual elections took place in March. In the spring, a very successful On-the-Job-Training event took place over two days in Gananoque at Nature's Way head office.

Upper Canada Chapter was well represented this year on Congress and Expo, along with Association planning boards, and other provincial committees.

Scott Wentworth and Wentworth Landscapes created an awesome garden at Canada Blooms for Landscape Ontario, following in the footsteps of Thornbusch Landscaping. It's amazing what a small chapter can produce. We have very qualified, professional, and community minded members.

Respectfully submitted,
Terry Childs
President 2013-2014



Waterloo Chapter's School Greening Project took place at Stanley Park School.

Waterloo

President: Jeff Thompson
Past President: Randy Adams
Vice President: Richard Burch, CIT, CLP, CLT
Provincial Board Representative: Thomas Blatter CLP
Treasurer: Cor Bultena
Secretary: Sean Jordan
Directors: Jason Dietrich, Robert Tester, Al Murray, Mike Silva, Jamie Carman, Eric Horst, Blake Sicard, Trevor Garner, Scott Durst

Waterloo Chapter had an exciting and eventful year with seven Chapter meetings. Each one averaged 50-plus members. Annually, we sponsor the Kitchener-Waterloo Home and Garden Show. This year at our booth, we had over 2,500 attendees, with each one taking home a pine or spruce seedling for their yard.

The Fall Freeze-up Dinner and Dance in November was enjoyed by over 150 members and guests. The July Golf Tournament at the Rebel Creek Golf Club raised over \$10,000. A portion of the proceeds go to a children's charity, the school greening project and the scholarship foundation.

The annual School Yard Greening Project was at Stanley Park School, which was celebrating its 50th anniversary. This event was attended by local politicians and senior school board staff. In addition, it was celebrated by the students and staff at Stanley Park School. Our members donated their time, equipment and materials to enrich the school with shade trees, shrubs and an outdoor class room with stone seating.

We are looking forward to another eventful season of strengthening the Landscape Ontario brand, while supporting each of our members in developing their businesses. Thanks to our wonderful members who plan and participate each of these events and our numerous social activities. It is great to be a member of the Waterloo Chapter.

Respectfully submitted,
Jeff Thompson
 President 2014

Windsor

President: Donald Tellier CLT
Vice President: Chris Power
Secretary and Chapter Assistant: Jay Rivait
Directors: Jessica Aytoun; Sal Costante; Dan Garlatti; Karl Klinck; Jay Terryberry, St. Clair College liaison/director

The 2013/2014 fiscal year has been an interesting and productive one for the Windsor Chapter of Landscape Ontario. With a very proactive board, the Windsor group was able to generate a good list of topics for the general membership, while being heavily involved in community projects and social activities. Overall, it was a successful year with good attendance at our meetings and good participation in the community projects.

Our fall meeting season started off with our annual Windsor Chapter Awards of Distinction program, which recognizes excellence in the construction and maintenance of residential, commercial and industrial sites. A new venue was selected for the October 2013 event, with the majority of participants giving their nod of approval to Walkerville Brewery as the location for the 2014 event. The event brought out over

60 members and employees who enjoyed the audio-visual and awards presentations. This annual event has traditionally been one of our more popular events, with the staff from St. Clair College Horticulture program once again judging the work submitted. Many thanks to the St. Clair staff.

The November, January and February general meetings brought out above-average crowds with good interest in topic areas. They included: November, Health and Safety in the Workplace, with Ken Poisson of IHSA; January, Social Media, Making it Work for your Business with Anne Bowering of CNLA; February, New and Newer Woody Plants with Brian Worfolk of Sheridan Nurseries. All sessions were informative and well received by our general membership.

The March meeting allowed members to learn the lessons of the road from two Ministry of Transportation officers. The two officers provided an audio-visual presentation relating to vehicle safety, load restrictions and load security. Once again, this has proved a popular event with over 50 members attending the informative session.

Windsor Chapter was well represented at the March Windsor Home and Leisure Show. A small, but effective booth that was staffed by local members help spread the word about our local membership, as well as promoted the branding of Green for Life. Many gardening questions were answered at the booth, courtesy of our special guest Denis Flanagan, along with other members of the Windsor Chapter. The board was pleased with the show exposure. We have plans to carry on with this venue for 2015.

With the sudden passing of Perry Molema in December of 2012, the Windsor Chapter was instrumental in building the Perry Molema Memorial Garden at Zonta Park in Chatham. Numerous hours of donated labour and equipment, as well a substantial Chapter board monetary donation, aided in the development and dedication of a beautiful garden in the spring of 2014. A new Green for Life boulder was recently installed in the garden in a prominent location. This reminds residents and visitors of our support for this lasting legacy to Perry. Special thanks to Sasha Hunter and Chuck Catton from Aquascape Ontario for their numerous hours of planning and organization that allowed this project to become a reality. We would also like to thank all member companies that participated and especially Alan Pinsonneault and the staff from Al's Lawn Care for the endless support of this project.

With the assistance of our member companies and some special promotions funding, two community projects were added to the Wind-

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Windsor Chapter's Awards of Distinction recognized excellence in construction and maintenance.

sor Chapter activity list. A fall cleanup at Hospice of Windsor Essex was followed up with a summer cleanup, as well as the addition of new LED lighting in the two pergolas found in the healing gardens and several new plantings. This project is planned as an ongoing effort with a fall cleanup and additional lighting added in the future.

A new initiative with Safety Village of Windsor allowed Windsor

Chapter members an opportunity to carry out some badly needed cleanup, pruning and installation of edging, mulch and new plant material to the entrance of the main building. A Green for Life boulder was recently added to the garden with fall cleanup and more entrance garden maintenance planned for later this fall with some projected phased-in work on rear gardens.

Aside from the informative general meetings, Windsor Chapter members were able to partake in several social events this year. Our fall golf tournament was once again a success, allowing us to raise additional monies for future projects. A night of bowling was enjoyed by several member companies with some 10-pin action and door prizes for the lucky participants. Many thanks to Dan Garlatti and Jay Rivait along with their social committee for organizing these well attended events.

It has been a pleasure serving on the board in the past and I look forward to a good program and social calendar for the 2014/2015 year.

Respectfully submitted,
Donald Tellier
President 2014

2014 Sector reports

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

Garden Centre

Chair/ Provincial Board representative:

Michael Van Dongen CHT

Members: Barry Benjamin; Perry Grobe; Georgie Hamilton; Kristin Ego MacPhail; Chas. Lawton CHT, CIT; Shannon Lindensmith; Bob McCannell (deceased); Art Vanden Enden CHT

The year of 2013/2014 was a year of reflection, evaluation, and setting up for the future.

In October of 2013, we had Jim Hole presenting "They Don't Make Gardeners Like They Used To" at our annual lunch program at Expo. His first-hand experiences with his family garden centre and creation of the Enjoy Centre in Alberta amazed garden centre owners. This year, we also featured a Top 10 presentation, where garden centre owners and operators shared 10 unique tips to inspire other compnaies.

The Garden Centre Sector Group continued to promote and develop the online Garden Centre Training Program in partnership with LS Training and CNLA.

This year LS Training, with the Garden Centre Sector Group,



The Garden Centre Sector Group had a busy year of reflection, evaluation and setting up for the future.

revamped the product knowledge video, which we are looking forward to releasing in the Spring of 2015. Additionally, LS Training continued to offer more comprehensive compliance packages to garden centre owners in wake of the changes to mandatory health and safety training this year.

Another online project, GFL Marketing Program, was created by Frank Zaunscherb and Laurie Scullin. It generated a great deal of

interest in the garden centre community. This was a series of information packages with timely and relevant gardening tips that garden centres could plug into online and social media platforms.

CNLA and Garden Centres Canada, under the continued leadership of chair Anthony O'Neill and with support from Landscape Ontario and the Garden Centre Group, are getting ready to launch some new initiatives. The first is the creation and development of an inspection program that will utilize local examiners in order to expand the program. The second is the announcement of the IGCA Garden Centre Tour coming to Ontario in 2017.

With all these exciting programs in the future, the Garden Centre Sector Group must also reflect on the past. This is especially so for all the individuals who have given their time over the years to make these programs happen. This past year the Garden Centre Group, and the industry, lost a legend of character, Bob McCannell. His knowledge of the industry, leadership, and his unique contribution to the industry and the association is and will be sadly missed. On behalf of the Garden Centre Sector Group, we want to acknowledge our appreciation for the years of contribution by Bob.

Leading into the 2014/2015, the Garden Centre Group looks forward to new projects. This year Expo will be directed by the always-helpful staff at Landscape Ontario and the Garden Centre Group. We strive to create value for the industry, and will do so by having Peter Cantley as our guest speaker at Expo. The group also continues to explore hosting a growers and garden centre bus tour, which should come to fruition in the 2015 season.

As always, we welcome garden centre owners and operators to join our group. We now host many meetings online, making contribution to the sector easier than ever.

Respectfully submitted,

Michael Van Dongen

Chair 2013-2014

Grounds Management

Chair: John Hewson CLP

Provincial Board Representative: Brian Marsh

Members: Kevin Almeida, Jeff Fennema, Carmine Filice CLP, Anthony Kampen, Jeff McMann CLT, Brad Paton, Dean Schofield, Kate Terpstra, Rodger Tschanz, Jay VanGelder

I would like to begin by extending a thank-you to all the members of the group for giving their time and effort to help promote professionalism within the Grounds Management sector of the industry.

As in past years, our goal has been to help identify issues within the grounds maintenance industry and assist with providing education and working tools to its members.

This past year the group focused on the following areas:

Landscape Maintenance Guidelines for Property Managers was completed and distributed to the Industry. It's available on LO website on the Grounds Management Sector Group page at <http://gfl.me/x214>. The purpose of this initiative was to attempt to simplify, update and add some consistency to the various contract functions within the Grounds Maintenance industry.

The guidelines were also designed to simplify the preparation of the property maintenance specifications for property managers.

Our goal is ultimately to have this information passed on to the property managers through exposure with presentations at seminars for property managers and an article in publications concerning property managers.

The 8th Annual Trial Gardens Open House was held at the LO

home office site in Milton on Aug. 21. Through the never-ending efforts of Rodger Tschanz of the University of Guelph, the trial gardens have continued to achieve the goal of highlighting and introducing new and interesting bedding plants to the Industry.

Those in attendance were treated to a day of informative presentations by guest speakers and Industry experts. Following the tour of the trial gardens, everyone was invited to view the trial gardens at the University of Guelph.

The group is also in the process of organizing our first grounds maintenance symposium entitled *Taking Planting Design, Installation and Maintenance to the Next Level*. The date and venue of the symposium are yet to be confirmed, but topics to be highlighted will include best annuals and bullet-proof perennials, salt tolerant perennials; award-winning gardens and how to maintain them; the science of fertilizer.

Other issues the Group will continue to address are regulatory issues involving maintenance, safety issues and regulations and clarification of Ministry of Transportation regulations

Respectfully submitted,

John Hewson

Chair 2014

Growers

Chair/Provincial Representative: Gerwin Bouman

Treasurer: Bill Putzer

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

The Nursery Growers Sector Group continues to work on the strategic priorities throughout the year. There has been an increased focus on ways to market Ontario grown nursery material to municipalities, garden centres and landscapers, while increasing profitability. To achieve these goals, we are endorsing programs such as Trees for Life, exploring a provincial or national brand for nursery products, while also seeking to involve arborists, municipalities and landscape architects in our discussions and meetings.

As well, the Growers research sub-committee continues to identify projects that align with our key research and development priorities. We continue to support and direct researchers across the province in our quest to find answers to never ceasing questions and problems.

The Growers Sector Group continues to receive regulatory and informative updates from CNLA, OMAF, and the Plant Health Committee that pertain to the nursery industry in Ontario.

Aside from the usual business meetings, the Growers host several events throughout the year to further educate, as well as provide networking opportunities for members.

The annual Fall Dinner meeting was again well attended with almost 60 growers. This year's event was held at the Teatro Convention Centre in Milton, and the main guest speaker was Andrew Wall from Sandler Training. He spoke on A President's Top Four Priorities. Along with industry updates from Tony DiGiovanni and Jeanine West, there was lots of opportunity to network during dinner and between presentations.

The Growers Short Course was held on Feb. 5 at the Burlington Convention Centre. Though a wintery day, many growers were in attendance to hear keynote speaker Dr. Ed Gilman from Florida speak

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about tree roots and crowns. During the event there were a number of innovative nursery practices demonstrated. Other speakers presented topics ranging from IPM, pests and diseases, fertilizer and other research. As usual, the day closed with the Grower Good Idea session.

The annual Growers Auction was held this year at Winkelmolen Nursery in Lynden. Not only did Winkelmolen celebrate its 35th anniversary this year, they also were honoured with the Canadian Grower of the Year Award, and then went on to compete in the international competition in China in September. Winkelmolen was an excellent host, providing facilities, staff, as well as lunch for the auction. Many in attendance bid on the amazing plant material available. At the end of the day, the auction raised almost \$23,000 for scholarships and research.

I would again like to thank the directors, volunteers, staff and many sponsors who support this Nursery Growers Sector Group throughout the year.

Respectfully submitted,
Gerwin Bouwin
Chair 2013-2014

Interior Plantscapes

Chair/Provincial Board Representative: Stephen Schell CHT

Members: Hella Keppo CHT, Fred Prescod CHT, Phil Van Alstyne CHT, Nanthankumar Paramanathan, Sue Blaney

In October, 2013, at Expo, the Interior Plantscape Sector Group hosted a luncheon. The topic of the event was, *Living Walls and Green Roofs — Green Plants for Green Buildings*. Guest speaker was Chris Raimondi CLP, of Raimondi Horticultural Group. There were 40 participants who learned about living wall systems that are appropriate for specific needs, as well as how biophilic design factors that profoundly affect the well-being and profitability of the modern built environment.

In October, 2014, at Expo, our group hosted a luncheon, *Holidayscaping: The revenue stream you need to know about*. Guest speakers were Yves Renaud, VP of Plantera, and Marc Prudhomme, project manager of Christmas décor and illumination business at Plantera. There were 65 participants who learned about the services of thematic décor, interior plantscape, green walls and wholesale plants at Plantera. They also learned how to keep existing clients by offering new products and services, how to grow sales, and how to keep your staff year round.

During the year the group discussed promotion of the interior plantscape sector to other industry sectors and consumers and the value of having plants in office space, malls, etc. The Sector Group also worked with Green Plants for Green Buildings on the new Train the Trainer program.

Respectfully submitted,
Stephen Schell
Chair 2013- 2014



It was a busy year for the Irrigation Sector Group, focusing on certification, promotion and training.

Irrigation

Chair: Steve Macartney, CIC, CLIA, CIT

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

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

This year has been a little challenging due to the wet and cool season. This gives us a little more time to look into new technologies and trends in our industry. The focus is becoming about efficiency. New products are allowing irrigation to be more efficient, and training is allowing us to be more aware of what is required to keep plant material healthy. Our efforts are being recognized, as we strive to positions ourselves as problem solvers.

In January, 2014, the annual Irrigation Conference was held at Congress. It was a half-day event and well received by the industry. Guest speaker was Brent Mecham CID, CLWM, CIC, CAIS, CLIA, CGIA, Director of Industry Development for Irrigation Association. The topic was what are the key elements of a green irrigation system and how can implementing best practices help distinguish you in a competitive market? Over 70 professionals attended the event.

The Sector Group is working on numerous issues that affect the irrigation sector. These include the following:

- Water Smart Irrigation Professional Training and Certification Program.
- Continued communication with Irrigation Association (IA), regarding certification and other training for the industry.
- Promoting Smart Irrigation Month, which is July each year.
- Overtime issues.
- Preparing for the Irrigation Conference at Congress 2015.

We continue to work with numerous municipalities so that they understand the irrigation industry and our challenges. By providing efficient systems, new technology, well trained staff and continued cooperation with municipalities, the future looks positive.

Respectfully submitted,
Steve Macartney
Chair – 2014

Landscape Contractors

Chair/Provincial Board Representative: Peter Guinane

Members: Michelle Alkerton; Ken Bekendam; Thomas Blatter CLP; Janet Ennamorato; Jason Gaw; Barry Hordyk; Steve Hary; Ryan Heath CLP, CLT; Arvils Lukss; Julien Marit; Brian Marsh; Arthur Skolnik; Mike Travis; David Turnbull CHT

I would like to thank the seasoned and new members of our committee for the time they contribute to the Landscape Contractors Sector Group.

The Contractors Group hosted its annual Lecture Series in February at the Paradise Banquet and Convention Centre. Outgoing committee member Harry Gelderman CLD, CLT was master of ceremonies. Speakers were Adrian Bartels, of Cedar Springs Landscape Group, and John Szczepaniak, OALA, from Ottawa. Both provided interesting insights into the successes, challenges and motivations that have guided them to where they are now. We were grateful for the details and photos they shared from dozens of beautiful gardens.

Generous sponsors of the event included Beaver Valley Stone, Eloquip, Gro-Bark, York Region Equipment, Sheridan Nurseries and Unilock. They helped to make the event a success.

The 2015 Lecture Series will be held on Feb. 24.

The Landscape Contractors Group has always assisted with the feature gardens at Canada Blooms, by reviewing the entries to ensure they meet industry standards and quality. The 2014 Canada Blooms Flower and Garden Festival was a great success, and the sector group is continuing to assist with the feature gardens for 2015. Ryan Heath will lead the committee as a member of the Canada Blooms Board.

The following items were of interest over the past term:

- The Contractors Group updated the rate card, providing a valuable tool when preparing competitive labour estimates and sharing with clients for verification of industry standards.
- We are continuing our work on a benchmarking study to assist contractors to understand industry averages. We believe by gathering productivity statistics, LO members may identify their strengths and weaknesses more effectively. We hope a large group of LO members will continue to contribute to the database for more accurate results.
- The Group is reviewing the accredited company system as it develops in the U.S. through PLANET, and the consideration of making our industry a licensed trade. Accreditation would encourage members to look at Landscape Ontario membership as a journey to continual improvement. It would also act as a model for best practices. Licensing will limit the number of casual entries into our industry and increase the professional aspect of our services.

There is always room on our committee for new members to join. We meet at Landscape Ontario in Milton about six times per year and encourage new ideas and productive discussions affecting our industry. Please contact me, any member of the committee or Landscape Ontario home office for more information.

Respectfully submitted,

Peter Guinane
Chair 2013 -2014

Landscape Designers

Chair/Provincial Board Representative: Chris Mace

Treasurer: Beth Edney CLD

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

I would like to thank all the members of the committee for all the hard work, time and dedication they contribute to the Landscape Designers Sector Group. They really are an inspiring group of people to work with. The group hosted the annual Landscape Design Conference at Congress on January 6, 2014. The full-day event featured guest speakers Ron Koudys, Christene LeVatte, Ron McCarthy, Rob Kenaley and Diarmuid Gavin. All were very well received by the 150 people in attendance. Alice Klamer received the annual Outstanding Service Award presented at the conference.

We would like to thank our sponsors for their continued support. Without them the event would not be possible: Platinum: Blue Sky Nursery; Gold: Unilock, Dynascape; Silver: Aquaspools and Landscape, Molnar Metal Art Design. There was a networking reception after the conference where sponsors of the event were able to display their products and connect with participants.

The Certified Landscape Designer (CLD) exam was changed this year to reflect the content of the CLD manual that was launched at the 2013 conference. The exam is now in testing and review prior to being unveiled at the 2015 conference. The sub-committee members who worked tirelessly on this include Ron Koudys, Don Chase, Haig Seferian, Beth Edney and Sally Harvey from Landscape Ontario.

The group is very proud to announce that in 2014 we will present our first Landscape Designers' scholarship. This was made possible by a very generous \$10,000 donation from Unilock. We would like to thank Unilock and Carolyne Planck for spearheading this initiative. There will be one \$1,000 scholarship per year. The group has also agreed to donate \$1,000 annually to the fund from the proceeds of the Landscape Designer Conference. The Ontario Horticultural Trades Foundation will manage the funds

The past 12 months have been very busy for the sector group. We have been working on a number of projects including:

- Develop a new national list of 400 plants to be included in the plant identification section of the CLD exam.
- Successfully developing and launching a new portfolio evaluation review process that reflects the CLD manual and new exam.
- Create a National Landscape Designer Subcommittee under Landscape Canada. This subcommittee is chaired by Beth Edney.
- Beth Edney and Welwyn Wong will organize a Landscape Designers Tour for August 2015.
- Developing Certified Landscape Designers grandfathering process and application form. The grandfathering will be promoted at the Landscape Designers Conference, and more broadly across Ontario. A story will also be written in *Landscape Ontario* magazine and *Landscape Trades*. The review committee for the grandfathering process is Ron Koudys, Don Chase, Haig Seferian and Paul Brydges.
- We continue to work on a proposed Name Act for Landscape Designers in conjunction with the OALA, as those members pursue a Practice Act for Landscape Architects.
- Launching a new website to promote landscape designers and the CLD certification. The new website is up and running and can

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be found at certifiedlandscapedesigner.com.

- Planning for the upcoming Landscape Designers Conference.

Respectfully submitted,

Chris Mace

Chair 2013-2014

Lawn Care

Chair: Steve Tschanz

Provincial Board Representative: Alan White

Vice Chair: Kyle Tobin

Members: Kyle Tobin, Tom Somerville, John Wright, Paul Grotier, Paul Gaspar, Gary Van Haastreht, Mike Miltenburg, Richard Reed, Pam Charbonneau, Don McQueen, Bill Van Ryan, Kerry Whale, Rohan Harrison, Ken Pavely, Don Voorhees, Gavin Dawson, Tim Tripp

The Lawn Care Sector Group continues to promote the benefits of turf with our involvement with Canada Blooms and with St. James Park in Toronto. In our eyes, the addition of turf to the displays accented the gardens. Other community opportunities may emerge in the future to promote the benefits of what most just step on and do not think much about in the course of their everyday lives.

This past spring was hard on lawn care, as the slow start kept the phones from ringing and all the wet weather kept the weeds growing. This continuous germination and regrowth really affected the scale of weed control applications.

We continue to be engaged with fresh water quality, as it remains a potential issue for our sector. We are working on a phosphorous-free campaign that will let the public know that Landscape Ontario members continue to think of the environment. Many lawn care companies have been phosphorous-free, in their main programs, for several years. If there are members who are not phosphorous-free, they should re-think their position.

The lawn care sector uses a lot of plastic from our fertilizer applications. We have looked at avenues in the past to recycle these bags. There may be a viable option for us in the next couple of years.

Our sector continues to limp along, as we wait for new affordable tools to be introduced. Last fall we had been informed that there would be a revamping of exterminator licensing, but one year later, there is no further movement.

Respectfully submitted,

Steve Tschanz

Chair 2013 -2014

Lighting

Chair/Provincial Board Representative: James Solecki

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

The Lighting Sector Group has had a busy year and continues its work in the areas of professional development, education, and eventually with certification. The Group is also working on a couple of new initiatives that will help in raising awareness of professional outdoor lighting design and installation in very dramatic ways.

The Sector Group hosted its annual Lighting Symposium on Feb. 6, 2014, at the Teatro Conference Centre in Milton. Even with the horrible weather conditions that day, we attracted almost 100 attendees and eight exhibiting companies. Keynote speaker was Tim Ryan from

Lite4 Outdoor Lighting in Indianapolis. Tim wowed the audience with his presentation, which showcased many fabulous installations and provided a wealth of knowledge in the realm of lighting design and installation.

The Group also participated in the judging of the Landscape Ontario Awards of Excellence in the Lighting Category.

Priorities in the coming year include a significant role in the development and planning of the Canada Blooms Festival as well as undertaking a significant project at Niagara Falls for the Niagara Parks Commission. The Group will continue its work in the development of a lighting education and training program, as well as developing a new and improved website.

We are always looking for new members in the Lighting Sector Group and encourage all Landscape Ontario members who are interested or involved in the outdoor lighting industry to come out and join us.

Respectfully submitted,

James Solecki

Chair 2014

Snow and Ice Management

Chair: William Jordan

Provincial Board Representative: Mark Humphries

Committee: Vince Arone, Nicole Ashton-Jordan, Michael Boffo, Robert Boffo, Gerald Boot CLP, John Fulford, Edward Hewis, Leanne Lobe, Jim Melo, Brian Mettel, Jim Monk, John O'Leary CLT, Fred Persia, Robert Roszell, Robert Tester, Dan Winstanley.

I would like to take this opportunity to thank the committee members for all their time and effort over the past year discussing numerous issues pertaining to this sector.

The group hosted the annual Snowposium on Sept. 16, at Landscape Ontario home office. Approximately 85 people were in attendance with 15 exhibitors taking part in the trade show portion. This year we had the following speakers and topics: Contract Management with Mark Bradley, Gerald Boot and Jim Monk; Driver Fatigue and health and safety issues with John O'Leary; The Real Scoop on Insurance Claims with Dan Winstanley; New Rules on the Road with Jennifer Grabar; Best Practices with Mike Lysecki; and What We learned from Winter 2014 with Pat Lamanna.

The group has been meeting on a regular basis to discuss issues and research pertaining to this sector:

- Research project on Optimum Deicing and Anti-icing for Parking Lots and Sidewalks under the supervision of Dr. Liping Fu of the University of Waterloo
- Insurance issues for the industry sector
- Develop a professional image brochure

For 2015, the committee will review the format of the Snowposium (what worked/what didn't) and review contractors' rating system.

Respectfully submitted,

William Jordan

Chair 2014

2014 Committee reports



The Building Committee is working on the sale of a portion of the property at the LO home office, which will be a big game changer.

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

Building

Chair: Karl Stensson

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

The association received three unsolicited offers for the sale of approximately 24 acres of our 48-acre property. After a thorough legal review, we signed the Offer of Purchase and Sale with a company named Broccolini Construction. This organization is a major construction and development firm out of Quebec.

As of this writing, we are in the middle of a due diligence period that was expected to end on Dec. 4, 2014. If all goes according to plan, the closing date is Mar. 15, 2015.

The net income to our association is approximately \$9.2 million.

In addition to this amount, the purchaser agreed to pay for our water and sewer connections, as well making the storm water pond large enough to handle any further needs on our remaining site. This is estimated to cost well over \$200,000.

The entire 48-acre property, including the buildings, was purchased for \$1.2 million. As the Association is classified as a not-for-profit group, there is no capital gains payable, as long as the money is ear-

marked for the betterment of the association. Therefore, the money will be allocated to the various funds already set up for this purpose.

A portion of the money will be earmarked to upgrade our existing building, or build a new building based on studies now being performed. We have engaged an architect and planner to recommend options on how to optimize the value of our remaining property. We have also engaged engineers to design the water and sewer connections. Landscape Ontario is in a very fortunate position as the property is currently mortgage free.

It is the intent of the Board of Directors of Landscape Ontario and a recommendation from the Past Presidents that a committee be formed to ensure the most appropriate use of the funds.

I would like to thank my committee members for their continued hard work and support.

Respectfully submitted,

Karl Stensson

Chair 2013 - 2014

Canada Blooms

Landscape Ontario and the Garden Club of Toronto founded Canada Blooms almost 20 years ago. Its purpose is to inspire, educate and engage the public in order to raise awareness for the life enhancing benefits of gardens, landscapes, plants and green spaces and to showcase the creativity, talent and passion of our professional members.

Over the years, over one-million people have been touched in memorable ways by walking through the awe-inspiring gardens and floral displays. In addition, over \$600,000 in proceeds have been contributed to community related horticultural projects, thereby extending the promotional benefit of the festival. The media attention enjoyed by Canada Blooms reached millions more. Last year over 200,000 peo-

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Canada Blooms provides a great opportunity for the industry to reach out to consumers.

ple visited Canada Blooms and the co-located National Home Show.

The Landscape Ontario garden was once again spectacular thanks to our amazing members. The theme of Come Alive Outside elevated our industry as an important solution to today's sedentary lifestyles.

Canada Blooms is also excited to announce the hiring of new general manager Terry Caddo. Terry has the perfect background for the festival. He started his career with the Sportsmen Show and moved on to make positive contributions to the *Toronto Star*, Ontario Place and the Royal Botanical Gardens before landing at Canada Blooms.

In 2014, Landscape Ontario was well represented by Warren Patterson, Anna van Maris, Adam Bienenstock and Arvils Lukss. Your new representatives are Anna van Maris (co-chair), Janet Ennamorato, Ryan Heath and me.

Landscape Ontario would also like to acknowledge the immense contributions of Charlie Dobbin and Colomba Fuller. The festival owes a great debt to their passion, creativity and tireless efforts.

Respectfully submitted,

Gregg Salivan

LO Board Representative

CNLA

LO representative: Alan White

I have the privilege of serving as your representative on the Canadian Nursery Landscape Association (CNLA) Board. It is important to note that the goals of CNLA are identical and aligned with Landscape Ontario. It is also important to realize that you are automatically a member of CNLA through Landscape Ontario.

CNLA's purpose is to grow a prosperous, professional, ethical, recognized, valued and contribution-oriented industry. We are also proud to communicate our aligned public message, "Our industry and the Landscape, Nursery, Retail, Lighting, Irrigation and Lawn Care professionals that derive their living from it, enhances the environment and quality of life."

Here is a brief summary of CNLA activities supporting the mission:

Human resources development

All associations identified human resources development as one of the main priorities. CNLA convened a summit to identify aligned goals and actions to accelerate the development of our industry. The plan was divided into three main areas focusing on the three stakeholders (own-

ers, employees, future employees):

1. Professional development (member owners and managers)
 - a. Business development
 - b. Technical and operational improvement
2. Employees
 - a. Competency/skills improvement and certifications
 - b. Apprenticeship
 - c. Recruitment and retention
 - d. Labour programs
3. Future employees
 - a. Career awareness
 - b. School support
 - c. Skills Canada partnerships

In order to leverage the resources that result from alignment, Harold Deenen CLP now serves as chair of the National Human Resources Committee, as well as the Ontario Human Resources Committee. In addition, Sally Harvey CLP, CLT from Landscape Ontario is now working with Stacey Porter and others from CNLA. Two major projects include the wage survey and research into making horticulture a compulsory licensed trade, similar to electricians

Landscape Canada

CNLA has a number of sectors (similar to Ontario). Landscape Canada looks after the needs of the design, landscape, grounds and lawn care firms. Some of the activities include:

- Developing partnerships of benefit: Canadian Society of Landscape Architects (joint national standards), Common Ground Alliance and Canadian Federation of Municipalities
- Working with LEED program to ensure that landscapes are given appropriate credit for environmental enhancement within the scheme
- Working with the European Landscape Contractors Association by sharing experiences and resources
- Creating a new Landscape Designer sub-committee
- Evaluating the benefits of an accredited company designation

Certification

CNLA is the umbrella organization for the various certification programs available to the membership. A great deal of effort and resources are dedicated to the design and implementation of the certification schemes. The certification committee is investigating the

development of a new nursery certification. The committee is also developing a marketing plan aimed at raising awareness for the benefits of certification at the customer level.

Public relations

Public relations is another priority of CNLA. This year CNLA is supporting the Canadian Garden Council, formed to promote the joys and benefits of gardens to the public. The council is busy linking all botanical and public gardens into a network that can better promote value of botanical and public gardens to society. The Council is also very active promoting Garden Days, Gardens and Tourism Conference and many other public outreach projects.

Insurance

The industry insurance programs are also under the responsibility of CNLA. These programs are of enormous value to the industry. Recently, CNLA also supported the new free legal insurance product.

Government relations

The goal of government relations is to raise awareness for the economic and quality of life enhancing benefits of our industry and encourage government support to assist in directing and protecting the industry. CNLA Government Relations activity is very broad and complex ranging from:

- Advocacy of National Tree Day
- Trade enhancement between countries
- Encouraging safer plant protection products
- Facilitating the movement of nursery stock between countries
- Developing new rose cultivars
- Working with the research community to identify opportunities and solve problems
- Funding economic impact studies
- Encouraging research into the documented benefits of our industry
- Developing risk management programs and much more

Respectfully submitted,

Alan White

CNLA representative

Communications

Chair: Hank Gelderman CHT

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

This report is a treat for me to file each year, because it is an opportunity to talk about the work our Communications team does — largely behind the scenes.

If you have ever been to LO's Milton home office, you have seen the flurry of activity that constantly takes place: meetings, seminars and administration of LO's membership, trade show, safety, education and other initiatives. However, few members have ever been upstairs at LO, where the Communications Department is housed.

It is quieter upstairs, because your team is nearly always on deadline. Staff members are busy at their computers: writing stories, coming up with design ideas, building ads, creating web pages, serving customers and maintaining databases. Their work is critical to your association's success. The following is just an outline of the team's productivity:

- *Landscape Trades* magazine is the leading publication for Canada's green industry. It goes to 8,500 professional readers

across the country, and generates \$650,000 in revenue. In our last reader survey, over half of readers report saving all their issues for future reference; just one indicator of the value this magazine delivers.

- *Landscape Ontario* magazine is the voice of your trade association. It is the "People" magazine for Ontario's horticulture industry, important for informing members about LO, promoting association initiatives and recognizing volunteer contributions. It enjoys phenomenally high readership, because members care about LO and their industry colleagues. Its mission is supported by weekly e-news broadcasts.
- *landscapeontario.com*, centrepiece of LO's Green for Life promotional initiative, has been a huge success for the industry, and a model for our sister trade associations. Attracting up to 60,000 unique visitors per month, the site inspires homeowners to enjoy the beauty of outdoor living, and connects them with our professional members.
- *horttrades.com* hosts high traffic, because it is rich in content. This site is the first go-to for any Ontario green industry question on events, education, business management, chapter activities, our Foundation, news, sectors and certification.

Your team also functions as a marketing agency, supporting your trade shows, education programs, sector groups and more. I am continually impressed by the volume of work your team members produce, and their high standards for writing, design and communication effectiveness.

Plans for the coming year include new energy and ideas for our advertising sales program. Marketing budgets were cut drastically during the recession, and many advertisers disappeared due to attrition and consolidation. We are actively prospecting for new advertising customers, and taking a fresh look at our sales promo materials. We are also very excited about working more closely with the trade show department in the sales area.

Our digital footprint continues to grow; we have just completed helping Congress launch a completely new website, featuring a database-driven backend. Delivering content through the vehicles our industry prefers is the foundation of our strategy. Look for improved electronic communications in the New Year.

As a longstanding volunteer on the Communications Committee, I keenly understand how important our communications profile is to achieving our association objectives. Thanks are due to my fellow Committee members for contributing their valuable guidance and insights.

Respectfully submitted,

Hank Gelderman CHT

Chair 2013-2014

Congress and Expo

Chair: Terry Childs

Vice-chair, Congress: Nathan Helder

Vice-chair, Garden & Floral Expo: Michael Laporte CHT

Past chair: Beth Edney CLD

Members: Doug Coote, Brian Cocks CHT, Paul DeGroot, Barry Dickson, Brian Lofgren, Bob McCannell (deceased), Mike Riehm, Klaas Sikkema, Nick Soltz, Jack VandeRee CHT, Monica van Maris and David Braun, as the LO Board liaison

Two major trade shows are hosted by Landscape Ontario's Show Committee. The events serve a dual purpose of meeting members'

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Congress and Expo continue to be major events for LO members.

needs for product sourcing and professional development. The events include exhibits, education seminars and peer-networking, as well as special features, such as the New Product Showcase, floral displays and gardens.

Landscape Ontario's Garden and Floral Expo, Canada's fall show for the garden and floral industries, was held Oct. 23-24, 2013, at the Toronto Congress Centre.

Exhibit space revenue was down 22.27 per cent from 2012, and sponsorship sales fell, as well. While attendance was slightly lower, Expo attracted a good quality audience. Despite the declines, net proceeds from the show were still favourable at \$152,017. Expo's educational programming was formatted to give attendees a great experience.

Destination Inspiration Theatre was conveniently located on the show floor. Coupled with a re-formatted program, it enhanced the attendee experience. We are proud and appreciative of our event partners and sponsors at Expo 2012: Flowers Canada Retail, Greenstar Plant Products, Global Arch/Stone Arch, Sheridan Nurseries and *Landscape Trades*.

Congress, Canada's top green industry event ran from Jan. 7 to 9, 2014. It generated a lot of energy among exhibitors and industry professionals. Among the main highlights was the upswing in exhibit sales. Revenue trended nearly \$100,000 above the event's budgeted \$1.9 million. An additional savings on expenses resulted in a very positive bottom line. Attendance was down due to the weather conditions, however, the event still attracted 11,000 delegates. The Canadian Fence Industry Association was a partner in the show, and sponsors were Banas Stones, Chrysler Canada, Global Arch/Stone Arch, Doubletree by Hilton, *Landscape Trades*, Bobcat Company, Vermeer Canada and Medallion Fence.

The juried New Product Showcase was bursting with innovative products, displayed in an area of over 2,000 square feet.

Students who benefit from the theoretical knowledge acquired at schools offering horticulture programs, had the opportunity of hands-on experience through the Congress student garden builds. The 2014 colleges included Humber, Fanshawe, Niagara and St. Clair, Durham and University of Guelph (Ridgetown Campus).

Sally Harvey and Kristen McIntyre, from LO's Education Depart-

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

The Awards of Excellence ceremony, a Congress favourite, was hosted by Frank Ferragine of Breakfast Television and CityTV, and included several special presentations.

Finally, it is my pleasure to thank volunteers and committee members for all their guidance, insights and help. Our success stems from the personal touch that our volunteers add to our events

Respectfully submitted,

Terry Childs

Chair, 2013-2014

Education, Training and Human Resource Development

As you will note in this report, the human resource file is vast and continues as a priority for our industry. With that, the HR committee continues to work diligently on your behalf to ensure that we are maximizing resources that provide results that support our members immediately and strategically in the future. This committee oversees the activity of the Education and Labour Development Department.

Labour development from career awareness and promotion and the development of engaging training opportunities aimed at youth continued to be a focus. The vision was centred on inspiring connectivity between the industry, youth and parents and educators and government with the intention that this work will support the future skilled labour requirements of the industry.

Professional development for our industry is paramount to our continued success in the ever-changing business environment in Ontario.



The Landscape Industry Certified testing saw four practical test opportunities in 2014.

Landscape Ontario provided an extraordinary professional development program last year through the seminar and conference programs and numerous sector symposia and workshops to continue to support higher levels of professionalism for both the employee and employer with the intention to ultimately increase prosperity for each and every business.

Advocacy at the multiple levels of government continued to drive this committee, as well. Government relations and connectivity with the multiple ministries have been a focus to ensure that we are at the table when the conversation does or can impact our industry.

We are pleased to present a summary of the highlights of the past year in labour development, professional development and government relation.

Career promotion

- Skills Ontario and Skills Canada workshops and career booths provided experiential opportunities that elevated career awareness for over 1,000 youth, parents and teachers. Supported members and participated in career awareness and promotion opportunities aimed at both secondary and post-secondary students.
- Hosted a Ontario Youth Apprenticeship Program seminar at Congress
- Connecting Educators event at Expo 2013 was a success and will continue to strive to connect educators, industry, youth and policy makers to enhance career opportunity awareness among educators, parents and youth, as well as set the stage for improved industry and education alignment. This will ensure that training is relevant to industry needs and that employers are providing appropriate on-the-job training opportunities.

Secondary and post-secondary

- Continue to support the Specialist High Skills Major program in horticulture and landscape. There are currently 26 programs across the province.
- Supported the Skills Ontario and Skills Canada competitions. LO chaired the national competition held in Toronto in June.

- Skills Ontario competition saw 16 secondary and five post-secondary teams compete in horticulture and landscaping. Five secondary teams competed in Landscape Design.
- Skills Canada event was held in Toronto. St. Clair College represented Team Ontario and placed fourth of six teams.
- Supporting Come Alive Outside Design Challenge for 2015.

Apprenticeship

- Support of all apprenticeship programs across the province.
- Partnership with Hamilton District School Board and Mohawk College as the employer and workplace readiness partner for an Ontario Youth Apprenticeship Program for grade 11 and 12 secondary school students.
- Partnership with Humber College as the employer and workplace readiness partner to provide pre-apprenticeship horticulture technician programs to Microskills Women's Directorate, Miziwe Biik.
- LO has representation on The College of Trades Board.
- Working with OCOT and CCDA on review of apprenticeship program.
- LO representation on the Kemptville College Task Force: supporting continuation of apprenticeship program delivery in Eastern Ontario.

Professional development

- CNLA/LO partnership projects include a national HR plan with the goal to align priorities and develop positions on HR issues and opportunities, including wage survey, a job description project, compulsory trade/licensing research and a national landscape standard review project.

Landscape Industry Certification

- Four test sites and four tests were scheduled in 2014 at Milton, Kemptville College, Ridgetown College and Fanshawe College.
- Industry candidate participation was down over 2013.
- Fanshawe College leads in Canada by including the testing within its second year technician curriculum.
- CLD exam revision and study manual update near completion. New web site certifiedlandscapedesigner.com.

WSIP Training and Certification Program

- Provides selected irrigation companies with specialized training and certification to provide Water Smart irrigation system efficiency and maintenance services to ICI clients in York and Peel Regions that support environmental protection and sustainable water use. More information is on hortrades.com/wsip.

Conferences, seminars and events

- Numerous sector seminars/symposiums. All were successful due to marketing and participation of sector group members (Snow Symposium, Landscape Contractors Lecture Series, Lighting Symposium and Growers Short Course)
- Additional symposia and workshops held at Expo (garden centre and interiorscape) and Congress (landscape designers, effective management, irrigation and IPM).

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- Congress provided a three-day jam-packed conference program that inspired over 500 attendees.

HR Toolkit

- Updated annually by our HR consultant and full of free downloads and best practices that are aimed at supporting small business in managing HR asset.
- Free download at horttrades.com/HRtoolkit.

Seminar programs

- Prosperity Partners program (horttrades.com/prosperity) supports business owners at every stage, from launch to maturity.
- Seminars are organized by topic and by the corresponding Prosperity pillars: Customers for Life, Financial Health, Leadership, Operational Excellence and Sales Success.
- A total of 145 practical training and business focused seminars that inspired and trained over 1,200 attendees last winter.
- Online learning opportunities were provided last year by trusted industry Prosperity Partners. See the website at horttrades.com/prosperitytemplates.

Safety

- The 2013 LO Safety Group had 23 firms participating with a total rebate of approximately \$50,000.
- MOL meetings raised awareness of industry challenges and alignment with multiple regulations.
- Investigation into a partnership with WSPS to develop a landscape contractor and maintenance safety program and template tool to serve our members.
- Worker and Supervisor Awareness compliance at labour.gov.on.ca/english/hs/training.

Government relations

- Committee leaders and staff continue to build relationships with College of Trades, Ministry of Education, Ministry of Training Colleges and Universities, Ministry of Labour, Ministry of Transportation, Workplace Safety Prevention Services, Workplace Safety and Insurance Board, Ministry of Agriculture, Horticulture Value Chain Roundtable Labour Working Group, Canadian Agricultural Human Resources Council, Labour Issues Coordinating Committee and numerous other green industry related organizations and associations.
- Meetings with MOL, LO and WSPS to meet with Employment Standard Office to discuss Landscape Gardener definition regarding overtime exemption and overtime challenges for the industry.

This is my first year serving Landscape Ontario in the role of HR chair. I have had the same position on the CNLA board over seven years. This is a natural fit given that LO makes up so much of the portfolio. The CNLA Strategic Plan had a number of LO members participating and helped us map our future direction. This coupled with LO's strategic plan, gives us a roadmap for the committee.

It has been many years since I was president of LO, so it is a great honour to once again find myself serving our great association and its members. It would be impossible to achieve even a fraction of these activities without the staff resources and the leadership of Sally Harvey.

Respectfully submitted,
Harold Deenen CLP
Chair 2014



The IPM Symposium continues to be a major attraction during Congress.

IPM Symposium 2014

Chair: Kyle Tobin

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

The 2014 edition marked the 49th annual event. It was held in conjunction with the Congress trade show and conference, on the pre-trade show day, 'Warm-Up Monday' in the Toronto Congress Centre.

The schedule for the day included back-to-back technical sessions focusing on solutions to common problems regarding Integrated Pest Management (IPM) strategies. The intent was to provide a sense of assurance as lawn care operators, 'we are not alone,' and all endure the same hardships, and can learn from each other's successes.

The technical sessions were capped off by a keynote presentation on 'The Culture of Care.' These sessions spoke to leaders at all levels, encouraging them to get closer to creating a team that is competent, engaged, fun, fulfilled and committed to providing customers the best possible service. The technical sessions qualified attendees for IPM Council of Canada CECs. Lunch was included as well as a networking reception at the end of the day.

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

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

Respectfully submitted,
Kyle Tobin
Chair 2013 - 2014

Pesticide Industry Council

Chair: John Wright

Secretary: Tony DiGiovanni

Manager PIC-PTP: Tom Somerville

In 2000, the Ontario Ministry of Environment (MOE) implemented new requirements under the *Pesticide Act* (originally *Ontario Regulation 914*). Under the new requirements, anyone who applied pesticides had to be either licensed or have Technician Status. The new regula-

tion required that all unlicensed assistants working with licensed exterminators must complete a basic pesticide safety course to acquire Technician Status in order to legally apply pesticides.

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

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

Landscape Ontario is the administrator of the Pesticide Technician Program on behalf of the Ontario Ministry of Environment under the guidance of a Memorandum of Understanding (MOU).

PIC is a council that has representation from Hydro One, Canadian Golf Superintendents Association, Ontario Golf Superintendents Association, Professional Lawn Care Association of Ontario, Urban Pest Management Council, Crop Protection Institute, International Society of Arboriculture, Ontario Parks Associations, Ontario Vegetation Management Association, Structural Pest Management Association and Landscape Ontario Horticultural Trades Association.

This is the fourth year that PTP and PIC have worked within the framework of the *Cosmetic Pesticides Ban Act, 2009*. In 2014, 857 technicians enrolled in the PTP program.

Members of Pesticide Technician Advisory Council (PTAC) for 2014 include Violet Van Wassenaer, Crystal Lafrance and Suzanne Durst, all of MOE, John Wright and Tom Somerville, both from PIC, and Gerald Vander Ploeg from PIRC.

Respectfully submitted,

John Wright

Chair 2013-2014

Prosperity Partners

Chair: Jacki Hart CLP

The Prosperity Partners program has been hugely successful from many perspectives.

The five pillars approach has given us an excellent and useful tool to help members compartmentalize the various aspects of their businesses. It has provided a framework for our Professional Development Program and given directions for the content of our magazine.

Hundreds of members have taken part in the introductory program, which has helped them understand their strengths and weaknesses. It has also allowed us to compile an excellent list of business templates.

The Prosperity Partner articles in *Landscape Ontario* magazine are well read, well received and (I am told) very helpful to many members.

The Prosperity Partners program has helped us structure a network of preferred coaches, who are working with individual members.

The program has given birth to the Effective Management Short Course at Congress, and stimulated the Peer to Peer Network concept.

Prosperity Partners has been used as a mission and vision, "We

are each other's prosperity partners."

Over time PP has evolved and has actually become systemized in everything Landscape Ontario does.

Recently LO President Dave Braun appointed Harold Deenen as chair of the newly-formed Human Resource Committee. Harold also serves as chair of the national Human Resource Committee under CNLA. This gives us the opportunity to truly align and leverage human resource development as partners across Canada. Prosperity Partners fits within the Human Resource Committee mandate.

I am excited to participate in the continued development of the Prosperity Partners program in the role of coordinator of the new "You are in good company" Peer to Peer network.

Respectfully submitted,

Jacki Hart

Chair 2013-2014

2014 Volunteers

Committees

The heartbeat of Landscape Ontario is from amazing contributions from the heroes who serve their association throughout the year, in a wide variety of duties.

From sitting on committees, to deciding the future of the industry and the association, or helping at special events, LO proudly points to hundreds of members who care. Committees include, Accreditation, Awards of Excellence, Board of Directors, Branding, Building, Chapter Boards (Durham, Georgian Lakelands, Golden Horseshoe, London, Ottawa, Toronto, Upper Canada, Waterloo and Windsor), Communication, Executive/Finance, Environmental Stewardship, Foundation, Sector Groups (Garden Centres, Grounds Management, Growers, Interior Landscapes, Irrigation, Landscape Designers, Landscape Contractors, Lighting, Lawn Care and Snow and Ice Management), IPM Symposium, Past Presidents, Pesticide Industry Council, Prosperity Partners, Trade Show and Trial Gardens.

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

Jamie Aalbers
Northern Mini Roses

Randy Adams
RM Adams Trucking

Robert Adams
Adams Landscaping
and Property Maintenance

Rob Albrecht
John's Nursery

Sundaura Alford CLD
A Cultivated Art

Bob Allen
RW Allen Horticultural Services

Kevin Almeida
Almeida and Almeida
Landscaping

Gus Amro
So Green Canada

Susan Antler
Composting Council of Canada

Vince Arone
Pinpoint GPS Solutions

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- Jessica Aytoun**
Sutton Creek Golf Club
- Karin Banerd**
Garden by Design
- Aileen Barclay**
Resource Management Strategies
- Lynne Barnes**
Heartwood Landscapes
- Andrew Barz**
Meadowbrook
Landscape Contracting
- Brian Baun**
B.K. Baun Landscape
- Bill Beamish**
Beamish Landscape Services
- Andrew Beattie CIT**
Ideal Landscape Services
- Ken Bekendam**
Cedar Springs Landscape Group
- Barry Benjamin**
Barry Benjamin and Associates
- Sue Blaney**
Lechuza Canada
- Thomas Blatter CLP**
Dreamestate Landscaping
- Michael Boffo**
Boffo Landscaping
- Robert Boffo**
Boffo Landscaping
- Adam Bonin CLT**
Fern Ridge Landscaping
- Gerald Boot CLP**
Boot's Landscaping and Maintenance
- John Bos**
Bos Landscaping
- Neil Bouma**
Picture Perfect
Landscaping Quinte
- Gerwin Bouman**
Stam Nurseries
- John Bouwmeister**
Bouwmeister Inc.
- Dave Braun**
Braun Nursery
- Steve Brewer CIT**
Gelderman Landscape Services
- Paul Brydges**
Brydges Landscape Architecture
- Cor Bultena**
Eloquip
- Richard Burch CLT, CLP, CIT**
Burch Landscape Services
- Matt Burke CLT**
Clintar Landscape Management - Hamilton
- Chris Burns CLT**
Clintar Landscape Management - Ottawa
- Margot Byers**
Ladybird Garden Design
- Tiffany Byrd**
Brydges Landscape Architecture
- Jamie Carman**
Premier Equipment Rentals Ltd
- Diana Cassidy-Bush CLP**
Fresh Landscape and Garden Solutions
- Laura Catalano**
Nisco National Leasing
- Phil Charal**
Allweather Landscape
- Pam Charbonneau**
Guelph Turfgrass Institute
- Don Chase**
Seferian Design Group
- Terry Childs**
Nature's Way Landscaping
- Chris Church**
Outdoor Supplies and Equipment
- Chris Clayton**
Christopher Clayton
Landscape Architect
- Brian Cocks CLT**
- Nick Conte**
John Deere Landscapes
- Douglas Coote**
DG Coote Enterprises
- Sal Costante**
Cedar Springs Decks and Fences
- Louise Cotteau**
AWS Irrigation Management
- Tim Cruickshanks**
Cruickshanks Property Services
- Jim Curran**
Lafleur de la Capitale
- Chris Davies**
Vanden Bussche Irrigation - Milton
- Gavin Dawson**
GreenLawn
- Harry de Vries**
- Judy deBoer-Bell**
Treefrog Design
- Paul DeGroot**
Connon Nurseries/NVK Holdings
- Lexi Dearborn**
Dearborn Designs and Associates
- Harold Deenen CLP**
Hank Deenen Landscaping
- Bill Degraaf**
Permacon
- Frank DiMarco**
DiMarco Landscape Lighting
- Barry Dickson**
B.R. Dickson Equipment
- Jason Dietrich**
Ace Lawn Care
- Paulo Domingues CIT**
Aquaman Irrigation
- Paul Doornbos CLT, CLP**
Thornbusch
Landscaping Company
- Lindsay Drake Nightingale**
Yorkshire Garden Services
- Scott Duff**
Aura Landscaping
- Scott Durst**
Orchid Gardenscapes
- Beth Edney CLD**
Designs By The Yard
- Janet Ennamorato**
Creative Garden Designs
- Jeff Fennema**
Gelderman Landscape Services
- Carmine Filice CLP**
Greentario Landscaping
- Shawn Foley CLIA, CIT, CIC**
- The Waterboys Contracting
- Mike Fulcher**
Permacon Ottawa
- Carol Fulford**
Gerrits Property Services
- John Fulford**
Gerrits Property Services
- Dan Garlatti**
Garlatti Landscaping
- Trevor Garner**
LP Landscape Plus
- Paul Gaspar**
Weed Man - Toronto
- Jason Gaw**
Sycamore Landscape
- Derek Geddes**
Coldstream
Land Escape Company
- Brandon Gelderman**
Jameson Pool Landscape
- Hank Gelderman CLT**
- Harry Gelderman CLT**
Gelderman Landscape Services
- Kara Gibbons**
Toro Company
- Jeff Gilberts CLT, CLP**
Clintar Landscape Management
- Sabrina Goettler CLP**
Oriole Landscaping
- Nick Graham**
Sifton Properties
- Jeff Gregg**
V Kraus Nurseries
- Dan Grieve CLP**
Grieve Home Maintenance
- Perry Grobe**
Grobe Nursery and Garden Centre
- Paul Grotier**
Direct Solutions
- Peter Guinane**
Oriole Landscaping
- David Gunn**
Gunn-Duncan Landscaping
- Kevin Hackson CLT**
Hackstone Landscapes
- Jerry Hakkers**
Sifton Properties
- Georgie Hamilton**
Kell's Garden City
- Ed Hansen**
Hansen Lawn and Gardens
- Grant Harrison CLT**
Escapes Outdoor Living Designs
- Rohan Harrison**
Premier Turf
- Matt Hart**
MPH Hardscapes
- Steve Hary**
The Landscape Company
- Carl Hastings**
Arbordale Landscaping
- Scott Hayles**
Coivic Contracting
- Ryan Heath CLT, CLP**
Ryan Heath
Professional Landscaping
- Nathan Helder**
Gelderman Landscape Services
- Edward Hewis**
- Ground Control Contracting
- John Hewson CLP**
Greenscape Lawn Maintenance
- John Higo**
Turf Care Products Canada
- Barry Hordyk**
Shademaster Landscaping
- Leon Hordyk**
Shademaster Landscaping
- Eric Horst**
Alltask Property Improvement
- Mark Humphries**
Humphries Landscape Services
- Kim Iceton**
Somerville Nurseries
- Tom Intven**
Canadale Nurseries
- Sean James**
Fern Ridge Landscaping
- Joan Johnston**
Peter Knippel Nursery
- Kennedy Johnston CLT**
Peter Knippel Nursery
- Sarah Johnston**
Greenlife
- Sean Jordan**
Nutrite
- William Jordan**
Urban Meadows
- Nicola Kamp**
Nicola's Garden Art
- Anthony Kampen**
Boot's Landscaping and Maintenance
- Tim Kearney CLP**
Garden Creations of Ottawa
- Kelly Keates**
Ginkgo Design
- Robert Kennaley**
McLaughlin & Associates
- Hella Keppo CLT**
Stems Interior Landscaping
- Christoph Kessel**
Ontario Ministry of Agriculture and Food
- Mark Kimmerly**
Allweather Landscape
- Karl Klinck**
Orchard Farm Nursery
- Allan Kling CLP**
Urban Garden Supply
- Ben Kobes**
Kobes Nurseries
- Ron Koudys CLD**
Ron Koudys
Landscape Architects
- Tim Kraemer**
Future Lawn
- Michael LaPorte CLT**
Clearview Nursery
- John Lamberink**
Aquality Irrigation and Illumination
- Marty Lamers**
Oaks Concrete Products
- Janice Laurin**
Connon Nurseries/NVK Holdings
- Chas Lawton CHT, CIT**
Taylor Nursery
- Chris Le Conte CIC, CLIA**

Smart Watering Systems

Jeffrey Lee

Lee's Landscaping

Shannon Lindensmith

Georgina Garden Centre

Jennifer Llewellyn

Ontario Ministry
of Agriculture and Food

Brian Lofgren

Horta-Craft Limited

Anthony Lombardi CLP, CLD

Dr. Landscape

Jeff Lowartz CLT

Cedar Springs Landscape Group

Arvils Lukss

Landscapes By Lucin

Glen Lumis

University of Guelph

Mike Lunau CLT, CLP

Cory MacCallum CIT

Greenscape Watering Systems

Fran MacKenzie

South Oakville Chrysler Fiat

Dan MacLean

Grand River Natural Stone

Steve Macartney CIT

Raintree Irrigation
and Outdoor Systems

Chris Mace

Gelderman Landscape Services

Tinka Magocsi

Perfectly Planted

Botanical Designs

Brenda Maitland

Second Nature Gardening

Mark Mallette

Mallette Landscaping

Jim Maloney CLT

Clintar Landscape Management
- Kitchener

John Mantel

Connon Nurseries/AVK Holdings

Brian Marsh

Earth Art Landscapes

Kevin Marshall CLT

Turf Pro Landscaping

Ken Martin

Copper Expressions

Landscape Lighting and Design

Michael Martins

Kimmick Landscaping

Mark Mastantuono CLT

Clintar Landscape Management
- Oakville/Burlington

Teresa Matamoros

Garden Holistics

Craig Mathews

Unilock Limited

Pamela McCormick CLP

Simply Landscaping
and Garden Designs

Jim McCracken

Hugh McCracken Limited

Darby McGrath

Vineland Research
and Innovation Centre

Mike McGrath CLT

Jeff McMann CHT
Mount Pleasant Group
of Cemeteries

Burke McNeill

Don McQueen CIT

Nutri-Lawn - Burlington

Jim Melo

Melo Landscaping

Rob Mendonca

Unilock

Brian Mettel

B&L Mettel

Norm Mills

The Gardenin' Guy

Mike Miltenburg

Turf Revolution

Jim Monk

Markham Property Services

John Moons

Connon Nurseries/NVK Holdings

Bruce Morton CLP, CIT

Greenscape Watering Systems

Janet Mott CLP

Christine's Touch Gardening

Kelly Mulrooney-Côté

Geosynthetic Systems

Alphonse Murray

Murray Enterprises

Rob Naraj CHT

Sheridan Nurseries

(Georgetown)

Steve Neumann

Algonquin College

Roy Neves CLIA, CID, CIC

DJ Rain

John O'Leary CLT

Clintar Landscape Management

Paul Olsen

Brookdale Treeland Nurseries

Peter Olsen

Royal City Nursery

Mark Ostrowski

Laurel Forest Farms

Nanthakumar Paramanathan

Michael Pascoe CLT

Fanshawe College

Brad Paton

Shades of Summer
Landscaping and Maintenance

Warren Patterson

Barrie's Garden Centre

Ken Pavely CLT

Lawn Life

John Peets

John Peets Landscaping

Mike Pennington

Lakeridge Contracting

Fred Persia

Risk Approved

Frans Peters

Humber Nurseries

David Pierce

CAP Brick

Nick Pisano

National Research Council
Canada

Carolyn Planck

Unilock

Chris Power

Bellaire Landscape

Fred Prescod CLT

Plan It With Plants

Sian Pritchard

The Cutting Garden

Paul Proulx

Hunter Industries

Bill Putzer

M. Putzer Hornby Nursery

John Putzer

M. Putzer Hornby Nursery

Tyler Rancourt

Tydan Landscape Design

Lee Ratcliffe

Dr. Green Services

Richard Reed

Lawn Life

Jamie Riddell

John Deere Landscapes

Mike Riehm

Envirobond Products

Jay Rivait

Top Grade Landscape
and Garden Solutions

Mike Ross CIC, CLIA

Rain Bird International

Robert Roszell

Road Equipment Links

Gregg Salivan

Salivan Landscape

Matt Sandink CIC, CLIA

Smart Watering Systems

April Scarlett

Urban Landscape Solutions

Greg Scarlett CLT

Urban Landscape Solutions

Stephen Schell CLT

The Plant Lady

Dean Schofield

Landmark Landscaping

Joel Schraven

Pickering Nurseries

Haig Seferian CLD

Seferian Design Group

Frank Selles CLT

Framar Landscape and
Maintenance Contractors

Brian Shelfoon

Permacon

Janice Shingler

Sheridan Nurseries (Whitby)

Gord Shuttleworth

Delaware Nursery

Blake Sicard

UPI Energy LP

Klaas Sikkema

Mike Silva

Platinum Stone Design

Scott Sim CIT

The Toro Store

Arthur Skolnik

Shibui Landscaping

Steve Snider CLT

Snider Turf and Landscape Care

Paul Snyders

PGS Landscape

James Solecki

Integra Bespoke

Lighting Systems

Nick Solty

Solty and Sons

Fred Somerville

Somerville Nurseries

Donna Speranzini

Ontario Ministry
of Agriculture and Food

Jonas Spring

Ecoman

Patricia Stanish CLD

Patricia Stanish

Landscape Design

Christine Stein

Direct Solutions

Bill Stensson

Sheridan Nurseries
(Georgetown)

Karl Stensson

Sheridan Nurseries
(Georgetown)

Laurie-Ann Stuart

LA Gardens

Ron Swentiski CLD

Trillium Associates

Donald Tellier CLT

Deerbrook Landscaping
And Nursery

Jay Terryberry

St. Clair College

Robert Tester

TNT Property Maintenance

Marc Thiebaud

OGS Grounds Maintenance
Specialists

Rene Thiebaud CLP

OGS Landscape Services

Mike Thomas

The Investment Guild

Jeff Thompson

Native Plant Source

Kyle Tobin

LawnSavers Plant Health Care

Tim Tripp

Neudorff North America

Rodger Tschanz

University of Guelph

Steve Tschanz

Turf Management Systems

Bob Tubby CLP

Arbordale Landscaping

David Turnbull CHT

David Turnbull and Associates

Chris Urquhart CLP

Green Unlimited

Christopher Utter

Chris Utter Landscaping

Phil Van Alstyne CLT

Michael Van Dongen CHT

Van Dongen's

Landscaping and Nurseries

Anna van Maris

Parklane Nurseries

Monica van Maris

Van Maris Holdings

Bill Van Ryn Jr

Jay VanGelder

DenBok

Landscaping and Design

Jack VandeRee CLT

Boot's Landscaping
& Maintenance

Art Vanden Enden CHT

Sheridan Nurseries (Whitby)

Neil Vanderkruk

Connon Nurseries/NVK Holdings

Peter Vanderley CLP

Vanderley Landscaping

Mark Verbinnen

Verbinnen's Nursery

Don Voorhees

Steve Wall

Wall To Wall Landscaping

Mike Wardell

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Rural Roots Landscaping

Mike Watson

Kelly's Tree Care

Jeanine West

PhytoServ

Henry Westerhof

Kam's Growers Supply

Kerry Whale

Allturf

Alan White

Turf Systems

Joe Willemse

DiMarco Landscape Lighting

Bruce Wilson

Permacon

Robert Wilton CLT

Clintar Landscape Management

Dan Winstanley

Marsh Canada Limited

Jarrett Woodard

Grand River Brick and Stone

David Wright CLP

Wright Landscape Services

John Wright

Wright Lawn Care Service

Corey Yourkin CIT, CIC

Vanden Bussche Irrigation

- King City

Andre Ypma

Modern Earthscapes

Land Design

Alex Zalewski CLT

Parklane Nurseries

Jason Zehr

Rural Roots Landscaping

Fiore Zenone

Tumbleweed Landscape

Contracting

Helmut Zgraja

Helmutz Landscape

and Interlock

Youbin Zheng

University of Guelph

Special Event Volunteers

Each year Landscape Ontario receives volunteer help at our many special events. The Association wants to recognize those individuals who step up to ensure the smooth operation of events such as Canada Blooms, certification, golf tournaments, baseball tournaments, Chapter home shows, awards judging, Congress, Expo, GreenTrade Expo, Ottawa Day of Tribute and many other Chapter and Sector events.

Eric Abram

Fanshawe College

Shane Adamson

Lawnworks

Stephen Anderson

Stihl

Jason Beatty

Fern Ridge Landscaping

Adam Bonin

Gelderman Landscape Services

Adam Braun CLT

Pro Gardening Advantage

Emily Bright

Aecom

Charlotte Buffett

Gro-Bark (Ontario)

Irene Bultena

Eloquip

Matt Burke CLT

Clintar Landscape Management

- Hamilton

Patrick Callon CLT

Patrick Callon Landscape

Designer

Harry Chang

Humber College

Amanda Collier

Garden Holistics

David Comfort

Fanshawe College

Cassandra Cotter

Lloyd's Landscaping

Kim Cotter

Lloyd's Landscaping

Carol Cowan

Zebra Promotions

Trevor Cullen CLT

Cullen Landscaping

James D'atri

Ken Davies

Caroline de Vries

TradeWinds International Sales

Lori Di Monte

Who Does Your Garden

Matthew Dressing

Sheridan Nurseries

Kim Edwards

Frank Ferragine

Breakfast Television CityTV

Brian Ferreira

The Scott Wentworth

Landscape Group

Matt Ferreira

Steve Ferreira

Lorraine Flanigan

Trellis Magazine

Adrien Gallant

Gallant Horticultural Solutions

Tara Galpin

The Scott Wentworth

Landscape Group

Morwyn Griffith

Fanshawe College

Margarete Haefele CLD

Landscape Garten

Rick Harvey CLT, CLP

Green Design Landscaping

Sam Hasbini

Fanshawe College

Kyle Haskett

Fanshawe College

Keith Heaton

Mike Wade Henry

Diane Hill

Skylar Holbrook

Fanshawe College

John Hordyk

Allan Hunter

Hunter Home and Garden

John Hutten

Artistic Landscape Services

Alistair Johnston

Strybos Barron King

Sean Kampen

Sara Katz

Wild At Heart Design

Leisa Kirkaldy

Gro-Bark (Ontario)

Dave Kok

Anna Kollman-Suhr

Greentario Landscaping (2006)

Brent Kraemer

Peter Kriens

Corey Leader

Fanshawe College

Jeffrey Lee

Lee's Landscaping

Skai Leja

Skai Leja Landscape Design

Stephanie Lemesurier

Lloyd's Landscaping

Andre Lemieux

Justine Lodder

Emily Loughheed

Fanshawe College

Jeff Lowartz CLT

Cedar Springs Landscape Group

Mike Lunau

Evan MacAdam

Fanshawe College

Alan Malcolmson

Henry Mandawoub

Teresa Matamoros

Garden Holistics

Joshua McCarthy

Dean McLellan

Dean McLellan Stonework

Dylan McLeod

Fanshawe College

Jay Middleton CLD

Gib-San Environmentals

Matt Mintz CLT

Terry Moffatt

The Scott Wentworth

Landscape Group

Chaz Morenz CLP

Gardens in the City

Mark Muehmer

Fanshawe College

Kevin O'Hara

Pro Grass Services

Jim Philip

The Scott Wentworth

Landscape Group

Adele Pierre CLD

Adele Pierre Landscape Design

Irina Polstvin

Greg Redshaw

Redleaf Landscape

Richard Rogers CLT

R J Rogers Landscaping

Jessica Rowland

Fanshawe College

Robyn Saunders

Edel Schmidt

Edelweiss Landscaping

Ron Sikkema

Kema Landscape

Claude Smith

Kemptville College

Ivan Stinson

Margaret Stinson

Brandy Suchostowsky

Fanshawe College

Ben Szajnowski

Nutri-Lawn — Burlington

Tom Szajnowski

Nutri-Lawn — Burlington

Colleen Tataryn CHT

Loblaw Supermarket

Dale Thomas

Amanda Trader

Gro-Bark (Ontario)

Cameron Trudeau

The Scott Wentworth

Landscape Group

Chuck Turner

The Scott Wentworth

Landscape Group

Louise Tyrrell

Lloyd's Landscaping

Jaimi Uram

Fanshawe College

Violet Van Wassenaer

Ministry of the Environment

Bruce Warren

Andrew Wentworth

The Scott Wentworth

Landscape Group

Scott Wentworth

The Scott Wentworth

Landscape Group

Sarah Willits

The Professional Gardener

Andrew Wilson

Matt Wolfe

Eric Wright

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2014

BALANCE SHEET

	2013 Audited Statements	2014 Audited Statements
Assets		
Cash	265,501	345,973
Investments	1,229,108	1,380,691
Accrued Interest	53,890	40,893
Accounts Receivable	1,919,230	1,993,657
Prepaid Expenses	705,060	770,248
Capital Assets	29,925	22,444
Land/Building-Vineland	57,645	57,645
Land/Building-Steeles Ave	580,462	580,462
Land/Building-Head Office	1,243,947	1,243,947
Total Assets	6,084,767	6,435,959
Liabilities and Surplus		
Accounts Payable	457,770	602,191
Accounts Payable-Sector Groups	140,041	113,082
Accounts Payable-Chapters	181,787	414,528
Accounts Payable-Special Projects	(119,647)	152,549
Deferred Revenue	2,987,365	2,844,195
Hort. Centre Improvement Fund	730,862	656,349
Hort. Industry Development Fund	563,708	418,948
Technology Fund	9,079	27,259
Promotion Fund	4,916	7,416
Surplus-Members Equity	1,046,568	1,046,568
Net Income	82,317	152,874
Total Liabilities and Surplus	6,084,767	6,435,959

FUND ALLOCATIONS

	2013 Audited Statements	2014 Audited Statements
Horticultural Industry Development Fund		
Opening Balance	582,334	586,025
Expenditures	(18,626)	(167,077)
Industry Funding/Donations	0	0
Transfer from Net Income	22,317	117,874
Closing Balance	586,025	536,822
Horticultural Centre Improvement Fund		
Opening Balance	793,857	730,862
Expenditures	(62,995)	(74,513)
Industry Funding/Donations	0	0
Transfer from Net Income	0	0
Closing Balance	730,862	656,349
Technology Fund		
Opening Balance	23,638	49,079
Expenditures	(14,559)	(21,821)
Transfer from Net Income	40,000	20,000
Closing Balance	49,079	47,259
Promotion Fund		
Opening Balance	20,470	24,916
Expenditures	(15,554)	(17,500)
Industry Funding/Donations	0	0
Transfer from Net Income	20,000	15,000
Closing Balance	24,916	22,416

INVESTMENTS

	Maturity Date	Rate of Return	Opening Value At Cost Sept. 1/13	Purchases At Cost	Disposals	Gain/Loss Disposals	Realized Interest On Disposals	Accrued Interest Aug. 31/14	Closing Value At Cost Aug. 31/14	Market Value Aug. 31/14
Bank of Nova Scotia Coupon	Jan 22, 2016	2.43 %	449,999	0	449,999	7,848		0	0	0
Bank of Montreal Coupon	Apr 21, 2016	2.63 %	647,312	0	647,312	14,807		0	0	0
Res H&R Real Estate Coupon	Mar 2, 2020	3.64%	131,798	0			7,304	131,798	140,418	
Res BC Telephone	Oct 20, 2013	3.94 %		449,999			15,787	449,999	483,371	
Res Fairfax Financial	Nov 29, 2013	4.18 %		300,009			9,448	300,009	314,757	
Res Transalta Utilities	Mar 26, 2014	4.03 %		478,883			8,354	478,883	491,695	
Royal Bank Gic	Nov 15, 2013	1.30 %		20,000			0	20,000	20,000	
Cash Position				2			0	2	2	
Totals			1,229,108	1,248,893	1,097,311	22,655	0	40,893	1,380,691	1,450,243

INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
General	278,647	263,024	249,400	252,400	252,400
Membership	1,053,754	1,098,107	1,062,681	1,100,000	1,100,000
Publications	798,510	827,460	832,000	860,000	860,000
Congress	1,998,840	2,070,843	1,994,350	1,998,040	1,998,040
Expo	429,649	401,428	391,000	364,000	364,000
Education	259,713	262,644	256,700	250,000	250,000
Total Revenue	4,819,112	4,923,507	4,786,131	4,824,440	4,824,440
Expenses					
General	2,385,406	2,399,787	2,341,400	2,363,500	2,363,500
Membership	619,016	660,847	680,244	682,646	682,646
Publications	235,205	227,125	247,250	238,250	238,250
Congress	1,033,705	1,067,314	1,068,345	1,095,345	1,095,345
Expo	284,727	249,411	275,800	297,550	297,550
Education	178,736	166,148	169,620	142,000	142,000
Total Expenses	4,736,795	4,770,632	4,782,659	4,819,291	4,819,291
Net Income(Loss)	82,317	152,874	3,472	5,149	5,149

2014 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2014

INCOME STATEMENT, GENERAL

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Rent	116,073	118,860	116,000	117,000	117,000
Administration Fees	73,762	74,631	73,000	75,000	75,000
Earned Interest	30,974	38,478	50,000	50,000	50,000
Gains/Losses-Investments	22,191	22,655	1,000	1,000	1,000
Information Technology/Web Fees	23,400	8,400	8,400	8,400	8,400
Miscellaneous	12,248	0	1,000	1,000	1,000
Total Revenue	278,647	263,024	249,400	252,400	252,400
Expenses					
Property Taxes	63,908	70,736	70,400	77,500	77,500
Telephone	21,501	20,668	20,000	20,000	20,000
Hydro	32,158	38,928	31,000	38,000	38,000
Heat	18,063	16,549	19,000	19,000	19,000
Maintenance-Yard	52,649	39,213	50,000	40,000	40,000
Maintenance-Building	64,229	74,071	62,000	60,000	60,000
Office Supplies	20,398	20,663	16,000	18,000	18,000
Office Equipment	7,939	9,503	7,000	8,000	8,000
Computer Equip/Software	5,309	4,557	6,000	5,000	5,000
Information Technology/Web Exps	21,975	22,308	22,000	22,000	22,000
Postage	7,576	10,362	10,000	8,000	8,000
Courier	3,641	1,337	4,000	3,000	3,000
Audit	18,000	19,250	18,000	18,000	18,000
Legal Fees	205	1,556	1,000	2,000	2,000
Advertising	678	653	500	500	500
Insurance Expenses	20,849	21,682	21,000	22,000	22,000
Meeting Expenses	11,698	11,847	13,000	12,000	12,000
Travel	64,773	55,205	60,000	58,000	58,000
Dues and Subscriptions	5,219	6,711	7,000	7,000	7,000
Donations	1,384	1,940	1,000	1,000	1,000
Training (Staff)	2,332	9,795	3,000	4,000	4,000
Miscellaneous Expenses	8,145	12,914	8,000	8,000	8,000
Bank Charges and Interest	68,639	73,653	70,000	72,000	72,000
(Gain) Loss on Foreign Exchange	2,416	(3,037)	2,500	2,500	2,500
Total Expenses	523,687	541,064	522,400	525,500	525,500
Compensation					
Wages	1,642,165	1,637,982	1,600,000	1,614,000	1,614,000
Benefits	126,179	124,404	125,000	128,000	128,000
Source Deductions	93,375	96,337	94,000	96,000	96,000
Total	1,861,719	1,858,723	1,819,000	1,838,000	1,838,000
Total Expenses	2,385,406	2,399,787	2,341,400	2,363,500	2,363,500
Net Income (Loss)	(2,106,759)	(2,136,763)	(2,092,000)	(2,111,100)	(2,111,100)
Wage Allocations	1,417,113	1,396,876			
Overhead Allocations	594,593	609,444			
Net Income (Loss) Net of Allocations	(95,053)	(130,443)			

INCOME STATEMENT, EDUCATION

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Special Projects	20,751	25,172	15,000	18,000	18,000
Trade Courses	186,941	207,217	208,500	205,000	205,000
Certification	52,021	30,255	33,200	27,000	27,000
Total Revenue	259,713	262,644	256,700	250,000	250,000
Expenses					
Special Projects	5,745	17,330	12,300	5,000	5,000
Trade Courses	103,710	106,408	97,100	100,000	100,000
Certification	53,238	25,261	44,220	20,000	20,000
Promotion	4,043	5,149	4,000	5,000	5,000
Foundation Scholarships Funding	12,000	12,000	12,000	12,000	12,000
Total Expenses	178,736	166,148	169,620	142,000	142,000
Net Income (Loss)	80,977	96,496	87,080	108,000	108,000
Wage Allocations	(175,909)	(129,959)			
Overhead Allocations	(74,324)	(76,181)			
Net Income (Loss) Net of Allocations	(169,256)	(109,643)			

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2014

INCOME STATEMENT, PUBLISHING: *LANDSCAPE TRADES* MAGAZINE

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Advertising	545,019	582,972	572,000	600,000	600,000
Web Display Ads	8,180	4,020	7,500	5,000	5,000
Polybag	45,467	38,908	40,000	40,000	40,000
Classified Ads	3,326	4,198	5,000	4,000	4,000
Subscriptions	2,569	1,916	4,000	2,000	2,000
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	648,560	676,014	672,500	695,000	695,000
Discounts					
Member Discounts	63,378	77,218	70,000	70,000	70,000
Agency Discounts	15,648	12,098	15,000	15,000	15,000
Total Discounts	79,027	89,316	85,000	85,000	85,000
Gross Revenue	569,533	586,698	587,500	610,000	610,000
Expenses					
Printing	51,089	59,730	54,000	52,000	52,000
Freelance Editorial	14,322	8,363	10,000	12,000	12,000
Editorial Travel	2,347	1,354	3,000	3,000	3,000
Sales Travel	10,227	8,361	14,000	14,000	14,000
Mail Preparation	10,297	6,127	10,500	9,000	9,000
Poly Bag Costs	8,495	9,776	9,500	9,000	9,000
Postage (2Nd Class)	53,871	57,570	55,000	55,000	55,000
Postage (Foreign)	1,404	1,498	1,500	1,500	1,500
Courier Charges	1,520	1,802	1,500	1,000	1,000
Subscription Campaign	1,461	0	1,000	1,000	1,000
Promotion/Media Kits	4,219	2,594	4,000	2,000	2,000
Ccub Circulation Audit	4,291	4,851	5,500	5,000	5,000
Miscellaneous	1,427	308	500	500	500
Bad Debts	0	0	2,000	2,000	2,000
Total Expenses	164,968	162,334	172,000	167,000	167,000
Net Income (Loss)	404,565	424,364	415,500	443,000	443,000

INCOME STATEMENT, PUBLISHING: *LANDSCAPE ONTARIO* MAGAZINE

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Advertising	135,983	144,915	145,000	152,000	152,000
Polybag	11,934	7,854	8,000	8,500	8,500
Classified Ads	4,317	5,721	5,000	5,000	5,000
Web Classified Ads	16,030	18,608	14,000	15,000	15,000
Enews Ads	0	1,750	6,000	6,000	6,000
Subscriptions	39	77	0	0	0
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	212,303	222,925	222,000	230,500	230,500
Discounts					
Member Discounts	23,700	25,478	25,000	25,000	25,000
Agency Discounts	321	585	500	500	500
Total Discounts	24,021	26,063	25,500	25,500	25,500
Gross Revenue	188,282	196,862	196,500	205,000	205,000
Expenses					
Printing	24,578	21,463	25,000	25,000	25,000
Editorial Travel	1,282	1,369	1,000	1,000	1,000
Mail Preparations	8,349	5,402	7,000	7,000	7,000
Polybag Costs	3,900	2,400	3,500	3,500	3,500
Postage	17,033	17,647	18,000	18,000	18,000
Miscellaneous	150	590	250	250	250
Bad Debts	0	0	500	500	500
Total Expenses	55,291	48,870	55,250	55,250	55,250
Net Income (Loss)	132,990	147,992	141,250	149,750	149,750

2014 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2014

PUBLISHING, SPECIAL PROJECTS

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue	40,695	43,900	48,000	45,000	45,000
Expenses	14,945	15,920	20,000	16,000	16,000
Net Income (Loss)	25,750	27,980	28,000	29,000	29,000

PUBLISHING, SUMMARY

	2013 Audited Statements	2014 Audited Statements
Net Income (Loss)-Publishing Department	563,305	600,335
Wage Allocations	(469,162)	(494,674)
Overhead Allocations	(111,486)	(114,271)
Net Income (Loss) Net of Allocations	(17,343)	(8,610)

INCOME STATEMENT, MEMBERSHIP SERVICES

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Membership Dues	960,411	1,004,483	979,181	1,010,000	1,010,000
Awards of Excellence	61,474	66,545	60,500	65,000	65,000
Merchandise	8,914	5,408	5,000	5,000	5,000
Referral Fees	22,955	21,671	18,000	20,000	20,000
Total Revenue	1,053,754	1,098,107	1,062,681	1,100,000	1,100,000
Expenses					
General					
CNLA Membership Dues	280,984	294,544	289,770	295,000	295,000
Member Subscriptions	88,000	88,000	88,000	88,000	88,000
Awards of Excellence	80,874	97,686	94,450	95,000	95,000
Membership Plaques	4,812	6,994	6,000	7,000	7,000
Annual Report	2,044	1,894	2,200	2,000	2,000
Merchandise	8,050	0	5,000	2,000	2,000
Membership Campaign	0	0	5,000	5,000	5,000
Membership Booth	13,215	9,312	15,000	12,000	12,000
Promotion-Members	27,123	11,136	20,000	15,000	15,000
Promotion-Canada Blooms	38,669	49,263	40,000	45,000	45,000
Promotion-Gfl/Branding	11,319	11,750	10,000	11,500	11,500
Total Expenses	555,091	570,579	575,420	577,500	577,500
Chapters and Sector Groups					
Windsor	3,200	4,640	4,640	4,760	4,760
London	6,550	8,728	8,728	8,536	8,536
Golden Horseshoe	3,833	9,666	9,666	9,686	9,686
Waterloo	6,332	9,438	9,438	9,434	9,434
Ottawa	6,290	9,136	9,136	9,016	9,016
Toronto	10,609	10,864	10,864	10,802	10,802
Georgian Lakelands	6,264	8,536	8,536	9,232	9,232
Durham	6,234	8,776	8,776	8,800	8,800
Upper Canada	3,426	5,040	5,040	4,880	4,880
Growers	3,733	2,774	3,000	3,000	3,000
Lawn Care	3,158	5,753	3,000	3,000	3,000
Garden Centre	263	235	3,000	3,000	3,000
Landscape Contractors	(919)	1,055	3,000	3,000	3,000
Grounds Maintenance	233	2,138	3,000	3,000	3,000
Designers	890	1,392	3,000	3,000	3,000
Irrigation	(59)	(1,242)	3,000	3,000	3,000
Interiorscape	2,369	1,548	3,000	3,000	3,000
Snow and Ice	1,149	538	3,000	3,000	3,000
Landscape Lighting	373	1,253	3,000	3,000	3,000
Total Chapter and Sector Groups	63,925	90,268	104,824	105,146	105,146
Total Expenses	619,016	660,847	680,244	682,646	682,646
Net Income (Loss)	434,738	437,260	382,437	417,354	417,354
Wage Allocations	(461,201)	(436,610)			
Overhead Allocations	(148,648)	(152,361)			
Net Income (Loss) Net of Allocations	(175,112)	(151,712)			

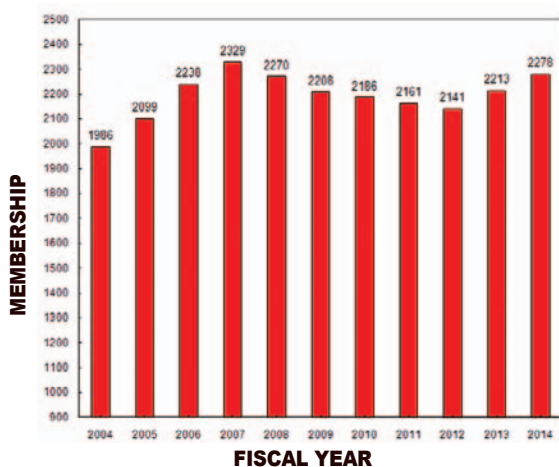
LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2014

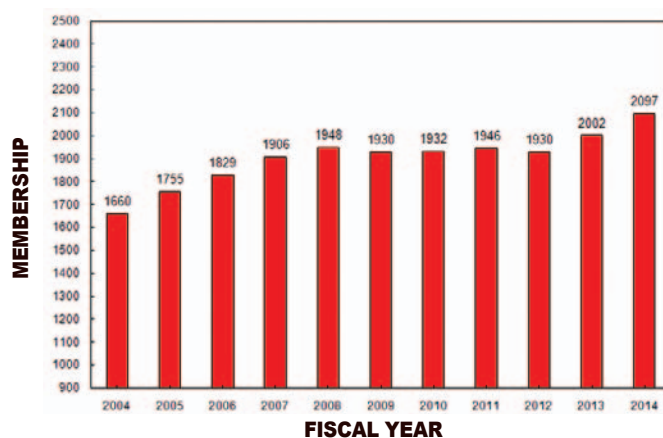
INCOME STATEMENT, CONGRESS

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Exhibit Space	1,977,425	2,040,477	1,979,500	1,994,000	1,994,000
Exhibit Space-Partners	65,570	79,625	59,750	60,940	60,940
Registration	132,719	122,669	132,000	125,000	125,000
Sponsorship	31,077	27,824	30,000	30,000	30,000
Miscellaneous	2,357	4,658	2,000	2,000	2,000
Total Revenue	2,209,148	2,275,253	2,203,250	2,211,940	2,211,940
Discounts					
Member Discounts	204,108	197,710	200,000	205,000	205,000
Member Discounts-Partners	6,200	6,700	8,900	8,900	8,900
Total Discounts	210,308	204,410	208,900	213,900	213,900
Gross Revenue	1,998,840	2,070,843	1,994,350	1,998,040	1,998,040
Expenses					
Exhibit Hall	389,545	394,966	401,545	409,545	409,545
Security	25,612	25,947	25,500	28,000	28,000
Show Services	108,551	106,180	110,000	113,300	113,300
Feature Area	3,500	3,500	3,500	3,500	3,500
Garden Subsidy	14,153	14,875	14,000	14,000	14,000
Speakers	24,490	27,943	25,000	35,000	35,000
Conferences-F&B	27,121	23,110	30,000	29,000	29,000
Registration Services	33,745	34,684	34,000	36,500	36,500
Audio Visual Equipment	19,421	18,393	22,000	22,000	22,000
Receptions	32,226	47,166	33,000	33,000	33,000
Printing	22,817	23,328	30,000	30,000	30,000
Promotion	6,650	5,642	11,500	8,000	8,000
Public Relations Services	9,120	9,120	9,800	0	0
Advertising	32,588	42,728	29,000	32,000	32,000
Photography	2,500	1,800	2,500	3,500	3,500
Flowers	1,458	1,334	1,000	1,000	1,000
Insurance	5,881	5,881	6,000	6,000	6,000
Move In/Move Out	110,552	109,218	110,000	114,000	114,000
Snow Removal	0	0	10,000	10,000	10,000
Travel	43,947	43,594	40,000	40,000	40,000
Parking	12,285	12,900	12,500	13,700	13,700
Police	1,743	1,785	2,000	2,000	2,000
Postage	23,007	24,540	25,300	25,900	25,900
Janitorial	50,725	53,255	48,600	51,500	51,500
Software	8,717	8,568	8,600	8,600	8,600
Labour	2,584	2,836	5,000	5,000	5,000
Commissions-Partners	13,568	16,660	13,000	14,300	14,300
Miscellaneous	7,203	7,361	5,000	6,000	6,000
Total Expenses	1,033,705	1,067,314	1,068,345	1,095,345	1,095,345
Net Income (Loss)	965,135	1,003,529	926,005	902,695	902,695

MEMBERSHIP COUNT 2004-2014, ALL MEMBERS



MEMBERSHIP COUNT 2004-2014 EXCLUDING HORT MEMBERS



LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2014

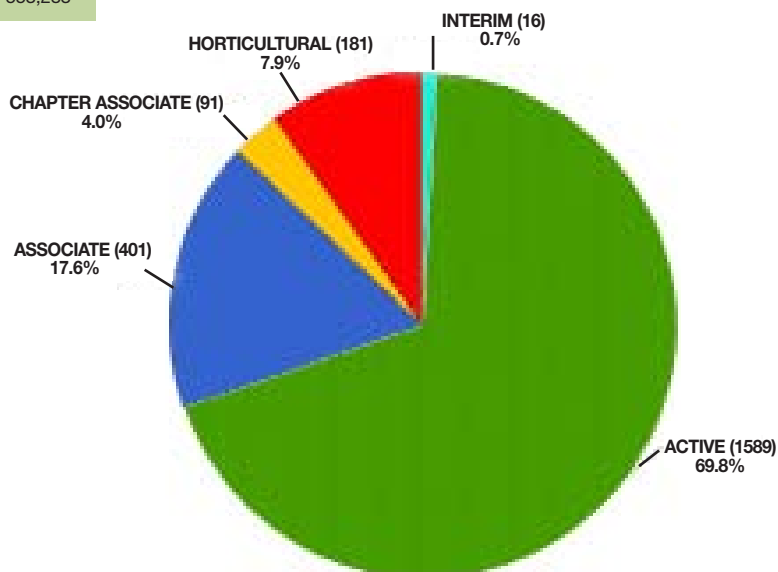
INCOME STATEMENT, EXPO

	2013 Audited Statements	2014 Audited Statements	2014 Revised Budgets	2015 Revised Budgets	2016 Proposed Budgets
Revenue					
Exhibit Space	440,715	409,567	400,000	375,000	375,000
Registration	6,916	6,087	4,000	4,000	4,000
Sponsorship	2,500	4,500	7,000	5,000	5,000
Miscellaneous	918	150	0	0	0
Total Revenue	451,049	420,303	411,000	384,000	384,000
Discounts					
Member Discounts	21,400	18,875	20,000	20,000	20,000
Total Discounts	21,400	18,875	20,000	20,000	20,000
Gross Revenue	429,649	401,428	391,000	364,000	364,000
Expenses					
Exhibit Hall	97,236	75,783	78,000	107,000	107,000
Security	10,797	11,308	10,300	12,200	12,200
Show Services	49,982	46,635	52,000	50,000	50,000
Registration Services	10,202	9,653	12,000	12,200	12,200
Printing	9,621	5,159	10,000	8,400	8,400
Promotion	7,048	9,656	12,000	10,000	10,000
Public Relations Services	6,923	6,750	5,750	0	0
Advertising	15,292	17,388	20,000	20,000	20,000
Photography	1,250	800	1,000	1,000	1,000
Move In/Move Out	26,591	20,506	28,000	25,000	25,000
Travel	17,807	12,577	13,750	13,750	13,750
Parking	2,100	5,950	2,000	6,000	6,000
Receptions	7,609	3,898	7,000	6,000	6,000
Postage	7,144	5,211	7,000	6,800	6,800
Janitorial	8,100	10,000	8,000	10,200	10,200
Software	6,927	6,859	7,000	7,000	7,000
Miscellaneous	98	1,277	2,000	2,000	2,000
Total Expenses	284,727	249,411	275,800	297,550	297,550
Net Income (Loss)	144,921	152,018	115,200	66,450	66,450

TRADESHOWS, SUMMARY

	2013 Audited Statements	2014 Audited Statements
Net Income (Loss)-Tradeshow Department	1,110,056	1,155,547
Wage Allocations	(310,840)	(335,632)
Overhead Allocations	(260,134)	(266,632)
Net Income (Loss) Net of Allocations	539,081	553,283

MEMBERSHIP BREAKDOWN 2014



Ontario Horticultural Trades Foundation

2014

Annual Report



“...to ensure a healthy future
for the horticultural industry”

2014 ANNUAL REPORT

The Ontario Horticultural Trades Foundation is the research and scholarship arm of Landscape Ontario. The Foundation's mandate is to ensure a healthy future for the horticultural industry, through financial support of research and scholarships through interest generated on capital investments.



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Supporting the Foundation

The Foundation would like to thank donors. A donation is an easy and effective way to benefit Ontario's horticultural community and is tax-deductible. More information and forms may be found online at www.ohhf.ca.

How to Support the Foundation

The Foundation developed a new information brochure *Support the Ontario Horticultural Trades Foundation* (can be found on www.ohhf.ca). With a donation to the Foundation, you have the satisfaction of knowing that you are **“making a difference and leaving a legacy”** for the industry that you love.

You can support the foundation by:

- a) **Sponsorship:** Join the Foundation by making a pledge – an annual donation or a one-time gift.
- b) **Memorial Gift:** This is a meaningful way to honour a friend, loved one or professional contact and help support the industry
- c) **Legacy Gift:** Earmark funds through your estate to sustain the horticulture industry. Contact your estate planner or lawyer to include this legacy provision in your will.
- d) **Stewardship Program:** Many Foundation sponsors share their expertise by speaking to groups and direct their honorariums to the Foundation.

Legacy Room

At Congress 2014, the Foundation hosted The Legacy Lounge for the pioneers of the industry and LO members. Approximately 20 pioneers visited the lounge to talk about old times, what is happening now in the industry and what they hope will happen in the future. The industry thanks the pioneers for their continued support and contribution.

This year, the Foundation invited the Chapter Board and Industry Sector Group members to attend the Legacy Room. Approximately 65 members visited the lounge. The lounge was a friendly spot to sit, relax, talk with others and enjoy refreshments.

The Foundation would like to thank the following companies who sponsored the Legacy Lounge.



Scholarship Program

Providing scholarships is particularly close to the hearts of Foundation supporters, who point with pride to the many recipients who are now successful industry members. A list of the scholarships can be found on the web site: www.ohhf.ca. A new Horticultural Scholarship Opportunities brochure was developed this year listing all the scholarships available. This brochure was distributed to all post secondary and secondary schools. This year, we distributed \$25,200 in scholarships to students enrolled in horticultural programs across the province.

Congratulations to the 2014 recipients

High School Scholarship (\$1,000)

Lindsey Elise McCain, University of Guelph

Casey van Maris Scholarship (\$1,000)

Jordan Valters, Ridgeway/Univ. of Guelph

John and Ruth Wright Scholarship (\$2,000)

Anne-Miet Van Den Nieuwelaar, University of Guelph
Craig Hamock, University of Guelph

Tony DiGiovanni Scholarship (\$1,000)

Amanda Henderson, Humber College

Waterloo Chapter Scholarship (\$1,000)

Hailee Moynihan, Fanshawe College
Sarah Robinson, University of Guelph

Graduate Research Assistant Program (\$6,000)

Tyson Jennett, University of Guelph

Post-Secondary Scholarship (\$1,000)

Stephen Corradino, Seneca College
Scott Ferguson, Humber College
Zac Hertel, St. Clair College
Sharri Honsberger, Fanshawe College
Chadwick Huggett, Fanshawe College
Jonathan Jacques, University of Guelph
Michael Masson, Fanshawe College
Derek McIntosh, Seneca College
George Peacock, Seneca College
Patti Prieur, Fanshawe College
Elizabeth Roy, Humber College
Matt Shushack, University of Guelph
Lingping You, Seneca College

2014 ANNUAL REPORT



Research Programs

The Foundation has also contributed to numerous research programs. In 2013 - 2014 fiscal year, the Ontario Horticultural Trades Foundation contributed to the following projects:

- Veterans Memorial Parkway Project (\$121,528) — Tree planting and commemorative signs along highway in London
- Green Roofs for Healthy Cities (\$58,000) — Community green infrastructure planning and evaluation project
- Vineland Research (\$20,000) — funding of new research chair position to assist industry
- Skills Canada (\$3,500) — Ontario Skills Canada competition – horticultural sector
- Trees for Life (\$28,850) — Stated goal of TFL fund is to achieve 40 per cent urban tree cover
- Ontario Turfgrass Research Foundation (\$5,000) — Integration of tools and turf species to promote sustainability in residential lawns.

OHTF FINANCIAL STATEMENTS

FUND BALANCES

	Year End Aug. 31, 2013	Year End Aug. 31, 2012
General Fund	\$5,353	(\$39,326)
Dunington-Grubb/Sheridan Nurseries Research Fund	\$255,693	\$251,893
Growers' Group Research Fund	\$376,716	\$365,595
Ottawa Chapter Val Kirshner Scholarship Fund	\$62,488	\$60,566
Scholarship Fund	\$82,355	\$83,741
Casey van Maris Scholarship Fund	\$31,148	\$27,250
IPM Symposium Research Fund	\$202,619	\$196,385
Turf Research Fund	\$16,250	\$20,649
Tony DiGiovanni Scholarship Fund	\$96,954	\$94,951
John/Ruth Wright Scholarship Fund	\$37,556	\$33,799
Horst Dickert Scholarship Fund	\$4,541	\$4,401
J T Somerville Fund	\$10,507	\$10,184
Trees For Life Fund	\$32,250	\$0
Robert/Ruby Allen Fund	\$10,109	\$0
Waterloo Chapter Scholarship Fund	\$62,993	\$62,035
Totals	\$1,287,530	\$1,172,122

STATEMENT OF FINANCIAL POSITION

	Year End Aug. 31, 2014	Year End Aug. 31, 2013
ASSETS		
Current		
Bank	\$116,794	\$64,369
Accounts Receivable	\$0	\$854
	\$116,794	\$65,223
Long Term		
Investments	\$1,097,016	\$1,050,160
Investment-Vineland Consortium	\$57,711	\$57,711
Investment-Steeles Ave Property	\$581	\$581
Accrued Interest Receivable	\$43,366	\$38,472
	\$1,198,674	\$1,146,924
Total Assets	\$1,315,468	\$1,212,147
LIABILITIES		
Current		
Accounts Payable and Accrued Charges	\$27,937	\$40,025
Accumulated Fund Balances		
Fund Balances	\$1,287,530	\$1,172,122
Total Liabilities/Funds	\$1,315,468	\$1,212,147

STATEMENT OF OPERATIONS & FUND BALANCES

	Year End August 31, 2014	Year End August 31, 2013
REVENUES		
Interest/Gains (Losses)	\$51,752	\$42,263
Auction Proceeds	\$25,523	\$0
Miscellaneous	\$980	\$293
Research Grants	\$215,408	\$260,676
Donations	\$115,285	\$41,783
Total Revenue	\$408,948	\$345,016
EXPENSES		
Administration Fees	\$1,695	\$1,695
Audit Fees	\$3,390	\$2,938
Bank Charges and Interest	\$136	\$138
Legal Fees	\$0	\$0
Supplies/Misc	\$4,495	\$4,260
Directors Liability Insurance	\$665	\$665
Disbursed as Research Grants/Sponsorships	\$260,158	\$272,656
Disbursed as Scholarships	\$23,000	\$26,200
Total Expenses	\$293,540	\$308,552
Excess of Revenue Over Expenses	\$115,408	\$36,464
Fund Balances, Beginning of Year	\$1,172,122	\$1,135,658
Fund Balances, Year End	\$1,287,530	\$1,172,122