

# Annual Report

# 2006

## President's Message

### Two secrets to Landscape Ontario's success



**Bob Tubby**

I would like to start this report by saying thank you to Landscape Ontario members for allowing me to serve as your president over the last year. I have been privy to countless interesting events, and

have met many new friends and colleagues. Being an active member of this association is the best way to improve yourself as a professional. Association involvement also gives you a different perspective and helps you improve the way you run your business. I highly recommend it.

Over the past year I have made many observations about the association and how it works. One thing that has impressed me is how Landscape Ontario is really in the business of people. What

we have in LO is a vehicle for the people in this industry to unite around a common cause and work together for the benefit of all. (After a year of working closely with Tony I am starting to sound like him.) When you combine a great staff with a dedicated and talented group of volunteers, you end up with the success story that is LO.

Allow me to break LO down into two categories, and report on each. Category one is operations. Think of operations as staff-driven association activities like trade shows, publishing, education and membership services. It's a joy to watch as we excel in all of these areas. Each one of these activities has, at its heart, a communications function and because of the great work of our staff we are a very well-informed membership, indeed. I would also like to direct you to the financials contained in this Annual Report as further testament to our success and prudent financial management.

My second category is all of the member-directed activities that go on within the association. Chapter and commodity group activities and meetings are at the core of member involvement. We have been blessed

with strong meeting and activity involvement through the chapters. This comes largely from the dedicated leaders we currently have in place. Our commodity group directors are forging ahead with the important work of the many horticultural business disciplines contained within the association. And lastly, your board of directors, who are charged with the duty of representing the wishes and priorities of the membership. We are assisted in this duty by a strong strategic plan (created by members) to set our course into the future. I am very pleased to report that the board is functioning well and that we are moving ahead on many fronts. The point of all this activity is to foster a healthy business climate which will produce growth opportunities and prosperity for all members.

Once again, thank you for the opportunity to serve and thanks to each of you, who in your own way helps to make Landscape Ontario a great organization and a source of pride for us all.

*Respectfully submitted,*  
**Bob Tubby, CLP**  
**President, 2005-2006**

---

## Landscape Ontario 2005/2006 Board of Directors

### PROVINCIAL BOARD

**President:** Bob Tubby, CLP

**Past President:** Gerald Boot, CLP

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

**2nd Vice-President:** Tom Intven

**Treasurer:** Sally Harvey, CHT, CLP

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

### CHAPTER BOARD

#### REPRESENTATIVES

**Durham:** Mark Humphries

**Georgian Lakelands:** Terry Kowalski

**Golden Horseshoe:** Dave Emmons

**London:** Kees Govers

**Ottawa:** Tim Kearney

**Toronto:** Jeff Olsen

**Upper Canada:** Paul Doornbos, CHT, CLP

**Waterloo:** John Keenan

**Windsor:** Karl Klinck

### COMMODITY GROUP

#### REPRESENTATIVES

**Designers:** Ron Swentiski, CLD

**Garden Centres:** Bob McCannell

**Grounds Maintenance:** Brian Cocks, CHT

**Growers:** John Moons

**Interiorscape:** Charles Prenevost, CHT

**Irrigation:** Steve Macartney, CIT

**Landscape Contractors:** Phil Charal

**Lawn Care:** Chris Lemcke

**Snow and Ice:** Mark Bradley



## Treasurer's Report

### Sound fiscal results for 2006



**Sally Harvey**

Landscape Ontario continues to prosper as it delivers second-to-none services and benefits to members and industry. My first year as treasurer for our great association has been

extremely rewarding. It has been an amazing opportunity for me to work with this exceptionally professional team. We take pride in contributing sound direction towards the growth of Landscape Ontario in conjunction with our incredibly competent board of directors. Our sound fiscal results can be attributed to the guidance of our controller Joe Sabatino, who has made our job far easier with his insight and wisdom. Our financial decisions collaboratively have driven the association towards our mission to promote and enhance our industry, and simultaneously spread the joys and benefits of horticulture to all.

As Landscape Ontario continues to grow in membership and further develop public awareness, we remain consistent

with previous years' direction for prudent, fiscally responsible planning and control, leading to surplus budgets, yet again. This has made it possible to achieve great progress towards increasing public and industry awareness of our association.

Our strong leadership at the chapter, commodity group, and committee level continues to provide direction and strength and the opportunity for expansion.

The 2005-2006 fiscal year ending August 31, 2006, realized a net income of \$300,000, which represents an increase of \$180,000. Of that surplus, the board allocated \$20,000 to the new promotional fund, and divided the remainder between the Industry Development Fund and the Hort Centre Improvement Fund. These funds will continue to support our needs and growth in the future.

Each of our departments has demonstrated exceptionally competent fiscal management strategies. We are thankful that they realize and contribute towards our mandate of conservative financial management.

Membership realized a solid net increase over last year, with 131 additional members. This indicates that our LO brand is gaining recognition within the industry and the general public. Membership services realized a 15 per cent increase in net proceeds. (From \$335,000 last year to \$385,000 this year.)

The publishing department also

performed exceptionally well with a 16 per cent increase in net proceeds over last year. (From \$493,000 last year to \$573,000 this year).

Congress continued to be a world renowned industry trade show and conference. The 2005-2006 year was a challenge with the aggressive budget forecast, however, the department still increased net proceeds by a solid eight per cent.

The education department continues to be a hub of important activity, providing us with outstanding professional development opportunities. Last year we saw a tremendous increase in certification and seminar revenues, fulfilling our strategic goal to improve technical skills and professional competencies for the industry.

It has been an honour and privilege to serve the association as your treasurer and to have the amazing opportunity to work with such a committed team of volunteers and resourceful, hard working staff, all dedicated to our mission. This association never ceases to amaze me, not only for its financial strength, but the dedication of so many volunteers, united towards a common goal to protect and promote the horticultural industry. This is truly an inspiration for us all!

*Respectfully submitted,*  
**Sally Harvey, CHT, CLP**  
**Treasurer, 2005-2006**

# Executive Director's Report

## Our success starts with you



Tony DiGiovanni

Your association continues to work hard, smart and enthusiastically to grow and advance the horticulture industry. It is focused on your development, success and prosperity. It is engaged in directing

and protecting our amazing and important industry. It is actively communicating and promoting the environmental, economic, aesthetic, therapeutic, health and spiritual benefits of landscapes and greenspaces. It is determined to build a community of mission oriented members dedicated to mutual benefit, improvement and public trust. It is passionate about providing many diverse and accessible professional development and networking opportunities. It is obsessed with making a positive difference in the lives of the members, public and future generations.

The association is not some nameless, faceless entity or institution located in Milton. It is a symbol of an interdependent community made up of individuals. The association is you. Take a moment to substitute the "It is" in the sentences above to "You are" and you will see the real reason for the continued success of Landscape Ontario. The members' continued participation, passion, leadership, goodwill and contribution are an inspiration.

The Annual Report is a summary of this year's activity. You will find evidence of one of the most active, relevant, successful, responsive and effective horticultural associations in the world. The reason is simple — we have great members.

I am convinced that the greatest benefit of membership can be found in the act of volunteering, contribution and participation. You simply can not pay for the personal and business improvement benefit that comes with giving your time and energy.

Many of you support the work of Landscape Ontario through your dues payment but have not yet experienced the benefit of volunteering in a governance position. In a recent membership satisfaction survey some of you felt a sense of alienation and intimidation. Some felt that the association

was for large companies. The best way to get rid of these feelings is to participate.

This is your invitation to experience the personal growth that comes from giving. Call me if you are interested. We will find a spot for you.

Thanks for your support and participation in 2006. We wish you all the best in 2007.

Here is a brief summary of 2006:

### Economic environment

Continued strong growth in housing, industrial, institutional and commercial sectors resulted in sustained development for landscape contractors and growers.

Weather extremes and timing interrupted buyers' moods at the garden centre level. Three weeks of wet, cold weather in October resulted in contractors falling behind. Landscape architects are reporting that project activity is slowing down slightly. The lawn care sector is holding its own in spite of continued municipal pesticide ban activity.

### Professional development

We continue to place a high priority on helping our members improve their business skills. The infrastructure of the association (Winter Seminars, Congress, publications, chapters, and commodity groups) is being utilized to focus on this issue. LO president Bob Tubby introduced the theme of "Prosperity Partner" to mobilize member and association activity in the aligned effort to help each improve.

At the centre of the business competency initiative is the goal of encouraging each member to become a Certified Landscape Professional (CLP). We are also planning business training workshops utilizing the CLP materials as the curriculum. A new Prosperity Taskforce has been formed to chart a road map to prosperity. It is hoped that association membership will be seen as a journey to financial, social and professional development. We have also endorsed a number of business consultants and encourage our members to utilize their services as required.

We had a very busy year helping our members improve their skills.

- 1,800 people participated in our winter seminars
- 800 in the IPM Symposium
- 2,500 in our conference program at Congress
- 300 in the Perennial Symposium
- 1,700 in our public lectures

- 75 in our apprenticeship program
- 2,000-plus in the chapter programs
- 14,000 at Congress
- 5,500 at Garden Expo

### Labour capacity development

We continued implementation of the Labour Task Force Plan which includes:

- High school career promotion
- Apprenticeship promotion
- Partnership with Skills Canada
- Youth chapter development
- High school co-op programs
- Ontario youth apprenticeship program
- High school curriculum
- New pilot project which will allow high school graduates to obtain a major in landscaping
- Scholarship availability to high school graduates etc.
- Investigation of guest worker programs

We worked on human resource retention strategies through promoting models that would allow for full-time employment. We continue to promote income averaging programs as one important solution.

We focused on apprenticeship promotion and employee training as the best way to improve labour capacity, satisfaction and retention.

We promoted unity of purpose between all horticultural educators. We now have a representative of the Ontario Horticultural Educators Council (OHEC) on our board.

We continue to work on ways to integrate and ladder all skills training processes incorporating high school, college, university and especially industry training certification and apprenticeship models

We made excellent progress at encouraging the development of a common high school curriculum for horticulture. The Ministry of Education is using horticulture as a pilot program in the common curriculum activity.

### Public relations and promotion

Public branding of Landscape Ontario has emerged as the third most important priority of the association. As a result we formed a Branding Committee chaired by Jeff Olsen. The committee is charged with developing a long range public relations plan.

Here is what we did to promote Landscape Ontario to the public:

- **HGTV link with Denis Flanagan:** Denis is

the manager of our membership services department. He is a well known garden communicator and is frequently on television promoting horticulture and LO.

- **Toronto Sun Garden Guides:** This is the second year of this project. Over 1,000,000 guides are distributed by the newspaper. LO supplies the editorial.
- **Canada Blooms:** This is our main public event. The attendance was down slightly this year at approximately 90,000 people. Our logo is featured prominently on all advertising. There are millions of public impressions achieved through this venue.
- **Landscape Trades Consumer Issue:** We produced 50,000 copies for distribution through Canada Blooms and garden centres. The themes of the magazine are new plant introductions and our awards program.
- **How-to sheets:** Thousands have been distributed through our garden centre members.
- **Consumer website:** It continues to increase in popularity. Here are the statistics: Between January and October we received 138,834 unique visitors, 182,335 visits, 517,885 pages were read and we had 3,017,928 hits. Many of our members report they are getting jobs through the website.
- **Support for Toronto Botanical Garden:** Our members and the association have contributed hundreds of thousands of dollars in cash and in-kind. LO has contributed approximately \$85,000 through Canada Blooms proceeds and fund raising projects. The Toronto Chapter has pledged an additional \$100,000 over 10 years.
- **Ontario Gardener Magazine:** We partnered with this magazine to promote our awards program to consumers through newsstands and existing magazine circulation. The new issue was called *Beautiful Gardens*.
- **Support of Communities in Bloom National and Ontario:** We helped Communities in Bloom Ontario receive a \$150,000 grant to hire an executive director. We have a seat on its board and act as its Ontario office. The Ontario Horticultural Trades Foundation paid the legal fees to incorporate the national Communities in Bloom Foundation.
- **Project Evergreen involvement:** We continue to be involved in this exciting project which will eventually unite the industry in a common message. Work is being done to develop a Canadian sister organization participating in the mission to raise awareness for the economic, environmental and lifestyle benefits of landscapes and green space and the significance of those who enhance and preserve the landscape.
- **Bowden's and Google news tracking:**

We track all instances when Landscape Ontario is mentioned in the news. We are mentioned frequently, resulting in millions of impressions.

- **Elaine Carey's Toronto Star landscaping column:** We encouraged members to submit their work to the *Star* for profiling. Many of our members have been featured. Usually the stories revolve around LO Awards of Excellence entries.
- **IPM public education campaign:** We toured 11 cities hosting public lectures on lawn care.
- The Windsor chapter developed a very successful Winter Blooms public seminar.
- The Ottawa chapter supported the Paradise Found lecture series as well as Ronald McDonald House landscaping.
- Sharon Urquhart and Chris Lemcke organized the second annual day of tribute at the National Military Cemetery.
- The Georgian Lakeland chapter participated in an event with the Elizabeth Fry Society.
- Durham chapter teamed up with the CNLA and Make-a-Wish Foundation and will be building a garden for Hayden, a young boy who is wheelchair-bound. Instead of wishing for a trip to Disneyworld, he asked for a garden.

#### Government relations

Work in this area is ongoing.

#### Ministry of Environment

- Pesticide issue.
- Mandatory IPM Accreditation at the provincial level and at the municipal bylaw level.
- We hired Ken Pavely and an assistant to continue work at the municipal and provincial governments to promote environmental stewardship through IPM.
- Promotion of a public information and relations campaign promoting responsible gardening.
- Nutrient Management Act and Source Water Protection.
- Developed a research program with the University of Guelph to determine the nutrient levels generated by container growing operations. This will give us the data necessary to ensure appropriate regulations.
- Availability and quality of water is a huge emerging issue that will affect all of us in the future in the form of water permits, source water protection activities, municipal water bans and stewardship programs. The irrigation group has embraced this issue and is planning a major effort to position its members as water stewards and not water wasters. These ideas have great potential. One ideal is to promote water sensor legislation which will require

all irrigation systems to include rain sensors which shut down the system in the event of rain. Another initiative is to promote the use of cisterns to collect runoff, including condensate from air conditioning units. This runoff water is a huge source for irrigation and water stewardship.

- We are participating in the Green Roofs movement.

#### Agriculture and Agrifood Canada

Many of these important issues are being handled in a true partnership with CNLA. Since Rita Weerdenburg joined CNLA, we were able to hire Christoph Kessel from the Ministry of Agriculture Food and Rural Affairs (OMAFRA) to work with Rita on these grower issues:

- Crisis and risk management for growers.
- Invasive species threat.
- Nursery Certification Institute to mitigate the risk and facilitate trace-forward activity in the event of a pest infestation.
- Risk assessment project so that private insurance options can be explored.
- CORD and AAFC funding (Jamie Aalbers — research into pond water quality improvement through the use of ozone and chlorination).

#### Ministry of Labour:

##### Occupational Health and Safety Act

- Worked with the government to include the agriculture sector within the Occupational Health and Safety Act.

##### Labour Relations Act

- Supported the government in a legal challenge to the special agriculture provisions in the act.

##### Labour Standards Act

- Working to broaden the definition of Landscape Gardener.

#### Canadian Food Inspection Agency

The CFIA mandate is to protect the resources of Canada from invasive pests and species such as Asian long-horned beetle, *Phytophthora ramorum*, emerald ash borer, Japanese beetle, plum pox virus and others. These are serious threats to the growers and hence the focus on risk and crisis management.

#### Municipalities

- Our activities respond to municipal pesticide bans, zoning and permit issues. This year we have added underground locates to the issues that must be dealt with.

Continued on next page

## Ministry of Agriculture Food and Rural Affairs

- Support through extension services.
- CAIS program inclusion.
- Inclusion within the agricultural umbrella.
- Commodity Council.
- LICC (Labour Issues Coordinating Council).
- We hosted a trade mission to China with the help of OMAFRA and 20 people attended. Paul Olsen was our representative.

## Ministry of Training, Colleges and Universities

- Apprenticeship development.
- OYAP (Ontario Youth Apprenticeship Program).
- Industry development planning work.

## Ministry of Education

- There has been great progress on the common horticulture curriculum for high schools.

## Ministry of Finance

- Apprenticeship tax credits lobbying.

## WSIB

- Safety training.
- Audits.

## Chapter revitalization

Chapter development remains a priority. Many of the chapters are experiencing volunteer burnout. Others are so enthusiastic about the potential for more local activity that they are frustrated and limited by lack of local staff resources. A number of years ago, we hired a satellite staff member for the Ottawa chapter. This has helped to revitalize Ottawa. This year, we hired a London/Windsor staff member to help develop the western part of the province. A task force on chapter development completed its work and tabled over 25 recommendations for long term staff support. The goal is to have a staff member dedicated to each chapter and commodity group, subject to detailed strategic planning, necessity, resources and shared financial responsibility. Local staff is supported financially on a 50-50 basis.

## Website integration

There is a need to improve our websites. The diversity, size and various communication requirements have made it difficult to design a website for simple navigation. A website taskforce is engaging an information architect to guide the continued refinement of our web presence.

## Membership services and benefits

- Membership continues to grow.
- Direct membership benefits more than cover the cost of membership — CNLA plays a major role in this.
- Programs keep expanding and become more valuable each year.
- LO Awards of Excellence program, Winter Seminars, chapter support, governance training, golf tournaments, auctions, specialty conferences, certification events, etc.
- New member campaigns – a record year!
- Front line member support.

## Staff and office

Each year we focus on a theme. This year it was “professionalism and trust.” I can tell you with pride, your staff is certainly professional and competent. But more importantly they are people who care about you and about each other. They are enthusiastic, service-oriented and committed. They are trustworthy and I love being associated with them. Our wonderful staff members include:

**Magazine and communication department:** Lee Ann Knudsen (Manager), Ian Service, Sarah Willis, Steve Moyer, Wendy Jespersen, Susan Therrien (half-time with the trade show department), Angela Lindsay, Robert Ellidge, Kim Burton-Ogrodnik.

**Human resource development department:** Terry Murphy (Manager), Gabriella Mezo-Kricsfalusy.

**Membership services department:** Denis Flanagan (Manager), Beverly Benjamin, Kristen McIntyre, Kathy McLean, Jane Leworthy, Lynn Lane, Megan Williams, Wendy Harry.

**Trade show, conferences and seminars department:** Paul Day (Manager), Pat Hillmer, Brenda Speck.

**Administration, special issues and support:** Joe Sabatino, Tom Somerville, Kathleen Pugliese, Jamie Aalbers, Ken Pavely, Christoph Kessel.

## The future

Although the industry has experienced excellent growth for many years, there are some strategic issues that need to be addressed. Societal emphasis on environmental stewardship, aging population and labour shortages will lead to continued growth for the landscape services and grower sectors. The limiting factor will be access to labour.

On the garden centre side, the future is cloudier. We are raising a generation of technologically connected young people who have not had much contact with soil. What effect will this have on the do-it yourself market in the future? I have observed that most people who love gardens somehow were exposed to garden activity through a summer job or the enthusiasm of a friend or relative. What can we do to expose young people to the joys and benefits of landscapes, gardens and greenspace?

Long-term approaches must be supported. We must seek to unite all stakeholders and support all activities that raise awareness for the environmental, economic, health, therapeutic, recreational, spiritual and educational benefits of landscapes, greenspaces and parks and their importance in raising the quality of life and building healthy communities. It is time to refocus on public awareness.

Finally, Landscape Ontario members are an inspiration. Not one day goes by without evidence of member contribution and commitment. The association will continue to be successful as members continue to build a community for mutual benefit and improvement. Have a great 2007.

*Respectfully submitted,*

**Tony DiGiovanni, CHT**

Executive Director

# 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:** Brian Marsh

**Past President and Provincial Board Rep:** Mark Humphries

**Vice-President:** Ed Hewis

**Secretary/Treasurer:** Carol Fulford

**Directors:** John Fulford, Ian Andrews, Ted Spearing, Greg Scarlett, CHT

### Chapter meeting highlights:

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

**September 2005:** Guest speaker Terry Murphy from Landscape Ontario discussed upcoming education seminars focusing on the apprenticeship program. We had approximately 20 members in attendance

**October 2005:** The focus of this meeting was on the use of computer technology in the landscape industry, specifically landscape design software. A representative from Dynascape made a presentation. There were approximately 20 members in attendance.

**November 2005:** The guest speaker for this meeting was George Urvari from Oriole Landscaping. He discussed his personal experience and insights into running a landscaping business. We held a suppliers' night in conjunction with this meeting, with a focus on the snow industry. We had great attendance — 53 members!

**December 2005:** Our chapter held its 7th Annual Christmas Dance. We decided to change the venue this year and it was a great success. We held the event at Trillium Trails in Raglan which provided a beautiful, seasonal setting. We had 96 people attend the fun and entertaining evening.

**February 2006:** The focus of this meeting was the *Construction Lien Act*. We had Robert Kennaley present information on the topic. Richard Mazar, a local lawyer, spoke on the issue as well. It was an informative evening, attended by 22 members.

**March 2006:** This daytime meeting focused on MTO regulations. A representative from X-Copper gave us his views on this important issue and was able to answer

many of our questions. This meeting was well attended with 49 members present.

The Durham Chapter ran SCIP I and II again this year and had excellent attendance. Our board decided to purchase booth space at the Oshawa Home and Garden Show. It provides local garden enthusiasts with information and increases awareness of the Durham Chapter and its members. It provided great public exposure and demonstrated the importance and values of Landscape Ontario.

The Durham Chapter board would like to thank Landscape Ontario home office, Jim McMillen, Regional Councillor for Township of Scugog and Roger Anderson, regional chair of the Municipality of Durham, for their assistance in helping the municipality recognize that landscape contractors operate on agricultural land, 10 acres and above. The board would also like to thank Fred Young from the Farm Safety Association for his input and knowledge on health and safety issues.

As president, I would like to thank all the board members for their insight and dedication over the past year. I would also like to thank LO staff for their outstanding work and commitment to our chapter.

*Respectfully submitted,*

**Brian Marsh**

**President, 2005-2006**

## Georgian Lakelands

**President:** Earle Graham

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

**Treasurer and Provincial Board Rep:**

Terry Kowalski

**Directors:** Don McLaren, David Holmlund, Michael Laporte, Stephen Woods, Michelle Waunch, Paul Waunch, Mark Goodman

The Georgian Lakelands Chapter had a busy and successful year. Once again, our dedicated board members organized the Georgian Lakelands Chapter Equipment and Tradeshow, held in February. The show was very well received with more than 1,000 people in attendance. The two-day show had excellent speakers and sessions which were also well attended. Special thanks to Don McLaren, Michael Laporte and Terry Kowalski for their hard work.

The chapter also held the annual Christmas party at Georgian Downs Race Track. Tony DiGiovanni attended the Christmas get-together and Nick Solty was the big winner of the night. We held a meeting at Paintball Adventure in Wasaga Beach, where employees enjoyed targeting the



**Attendees check out the latest equipment at the Georgian Lakelands equipment show.**

bosses. After the adventure, we listened to a speaker on the topic of soil erosion and water levels in Georgian Bay.

For Arbor Week, Dave Holmlund and Michael Laporte organized a tree planting with the students of Birch View Dunes public school in Wasaga Beach.

Thank you to all of the chapter members and board members who put so much energy into making the chapter successful.

*Respectfully submitted,*

**Earle Graham**

**President, 2005-2006**

## Golden Horseshoe

**President:** Dave Colborne

**Past President:** Mark Weavers

**Vice-President:** Tim Cruickshanks

**Provincial Board Rep:** Dave Emmons

**Treasurer:** Barry Dickson

**Secretary:** Brent Vanderkruk

**Directors:** Gavin Hume, Fiore Zenone, Bruce Wilson, John Flatt

The Golden Horseshoe Chapter has had an interesting year. Our regular monthly meetings were well attended and our chicken roast was a great success. We are looking forward to an exciting season of meetings and events.

### Chapter meeting highlights

**September 2005:** J.C. Bakker Nurseries was our generous host for the 2005 chicken roast. There was lots of great food and approximately 300 people attended.

**October 2005:** At the October meeting we presented Tom Bochsler, founder of Bochsler Photo Imaging. Members were given an interesting presentation on the world of landscape photography.

**November 2005:** Effective web page design and marketing were discussed at this meeting. Ed Kopas and Graham Meredith shared their viewpoints.

**December 2005:** Our annual Christmas



**Presenter Paul Lamarche explains his estimating process.**

social was held at Galileo's Garden once again, with approximately 75 people in attendance. Turf Pro Landscaping gave an interesting member presentation on landscape lighting.

**January 2006:** We held a very successful seminar with J. Paul Lamarche. Approximately 100 people attended the job costing seminar.

**February 2006:** An interesting tour of Cannon Nurseries/NVK was held in February. A small group of attendees enjoyed the behind-the-scenes look at the operation.

**March 2006:** At this meeting we discussed elevation issues, retaining walls and grading. Our annual elections were also held.

Thank you to all the board members for their hard work throughout the year. We look forward to moving ahead with new ideas and challenges in the year ahead.

*Respectfully submitted,*  
**Tim Cruickshanks**  
**Vice-President, 2005-2006**

## London

**President:** Michael Pascoe, CHT  
**Past President:** Bill Beamish  
**Provincial Board Rep:** Kees Govers  
**Treasurer:** Jack Parker  
**Secretary:** Daryl Bycraft, CHT  
**Directors:** Darcy Decaluwe, Marc Vanden Heuvel, Tim Craddock, Jeff Eidsness, CHT  
 Jay Murray, Jack Parker, Janet Anderson  
**Student Reps:** Nicole Hoftzyer, Susana Aires

### Chapter meeting highlights:

It has been a year of renewal and change for the London Chapter. We saw attendance at chapter meetings continue to increase, to the point that we are at capacity in the Labatt's Amber Lounge. Our new meeting format is very popular with many members who join us for pizza and a pint, courtesy of Labatt's Brewery. We had many dynamic speakers but the highlight was Jacki Ciphery who travelled all the way from Bala to fill in for J. Paul Lamarche (he will be in London this coming season). Jacki's presentation was entertaining and poignant and the meeting continued back at the hotel bar.

Due to a dedicated board we moved ahead with hiring a chapter staff person. Wendy Harry, a graduate of Fanshawe College, employee of Canadale Nurseries and former student rep on the London board, joined us officially in mid-summer. Wendy will split her time between London and Windsor and is already following in the footsteps of Lynn Lane, who has helped so much with Ottawa Chapter activities. Fanshawe College students continue to have a voice on our board — Nicole Hoftzyer and Susana Aires attended their first board meeting in September.

The summer golf tournament was a very successful event. Key board members played a pivotal role, along with Wendy, in organizing the first annual event. Not being a golfer, I actually dreaded the day, but cannot remember a time when I had so much fun. The event raised funds for the chapter coffers as well as a \$2,000 donation to Alex's



**London Chapter members enjoyed a behind-the-scenes tour at several Niagara growers.**

Butterfly Garden, which will be installed with the help of the London Chapter at London Health Sciences in 2007.

We are fortunate to have moved forward with such gigantic steps over the past year. The London board is truly energized and we are looking forward to increased membership and an even greater role in the London landscape industry.

I have officially left the board for a year on a sabbatical at the University of Sussex and the Royal Botanic Gardens, Kew. Bill Beamish has graciously agreed to assume my duties as required.

I would like to thank a few key members of the board who have made it such a rewarding year. Jay Murray, who is tireless and has an amazing can-do attitude; Bill Beamish for taking on the responsibilities of the provincial board rep and past president; and Kees Govers for assuming the role of president and for his assistance preparing the proposal for the chapter staff position.

A special thanks to Janet Anderson who left the board in 2006 and has been extremely busy in her role as president of the Perennial Plant Association. We let her go reluctantly. A special welcome to Jack Parker, formerly of Top Notch Nursery, who is

now involved in the Horticulture Technician program at Fanshawe College. Jack re-joins the board after a hiatus and becomes our new treasurer.

The chapter board has been very dedicated and has worked extremely hard to bring about change. I owe them a huge debt of gratitude for their investment of time and effort and cannot think of a more dedicated and fun group of individuals.

*Respectfully submitted,*  
**Michael Pascoe, CHT**  
**President, 2005-2006**

## Ottawa

**President:** Peter Cullen  
**Past President and Treasurer:** David Stewart, CHT  
**Provincial Board Rep:** Tim Kearney  
**Secretary:** Tim Dyer  
**Directors:** Mike O'Neill, Sarah Johnston, Chuck Yates, Patrick Charest, Sue Bedhun, Welwyn Wong, Bruce Morton, CIT  
 Sharon Urquhart

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

**October 2005:** Our meeting topic was Ornamental Grasses with Suzanne Patry of Whitehouse Perennials.

**November 2005:** Our meeting topic was Winter Interest and our speaker was Diana Froh of Sitescapes Garden Designs and Consultations.

**January 2006:** Our speakers were Tony DiGiovanni, LO executive director, and Gerald Boot, LO president. They discussed plans for the association and we held our annual meeting and elections. We also held a water gardening seminar at the RA Centre. For the fourth year in a row we sponsored a bus for Algonquin and Kemptville College students and staff to attend Congress 2005.

**February 2006:** We sponsored the Paradise Found Lecture Series, held at the Centre Point Theatre in Nepean. These lectures were given by Joanie Flynt and Karen Molson. The three lectures were on famous gardens in England and were very entertaining and informative. They were held on February 15, March 15, and April 12. We held a number of seminars in February, including Rockscaping with Natural Stone at Kemptville College and the Perennial Symposium at the Travel Lodge. We held the Green Trade Expo at Lansdowne Park and had our best attendance ever. We had a full show of exhibitors and numerous speakers throughout the day. Later in the month we did hold a Stone Masonry seminar at Kemptville College.



More than 100 exhibitors took part in this year's GreenTrade Expo.

**March 2006:** We had a number of seminars including First Aid and CPR, taught by a St. John's Ambulance instructor. Native Plants, with instructor Erica Thimm, was a half-day seminar at the RA Centre.

**April 2006:** We offered a WHMIS refresher course, presented by our local Farm Safety representative Sheila James.

**August 2006:** We held our golf tournament at the Canadian Golf and Country Club. It was a great day with close to 100 attendees enjoying a great meal and prizes after golfing. Thanks to Pat Charest for organizing this event and making the day a great success.

**Other highlights:**

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

Last autumn we spent some time developing our strategic plan and submitted it to the provincial board in February. We have found this plan to be most helpful in keeping us on course and meeting our goals.

We have worked very hard upgrading and refurbishing the landscape at Ronald McDonald House. The patio has been replaced with new stone and ramps instead of steps. The gardens have been replanted and much of the lawn has been resodded. We want to thank everyone who helped complete this project and especially thanks to Tim Kearney of Garden Creations for organizing the project. In the last week of September, horticultural students from Algonquin and Kemptville College, were in attendance and provided much of the labour to lay the patio. This was an outdoor classroom where students learned how a job site operates, rain or shine.

The Ottawa Chapter participated in a day of tribute at Beechwood Cemetery, the national military cemetery. There was a remembrance service in the morning and the afternoon was spent aerating, fertilizing, planting and pruning. We will participate in this again next year. Thank you to Sharon Urquhart for organizing this event.

*Respectfully submitted,*  
**Peter Cullen**  
 President, 2006

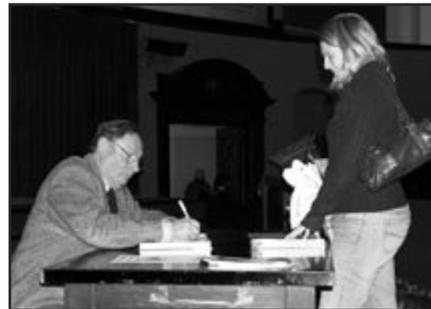
## Toronto

**President:** Caroline de Vries

**Past President and Provincial Board Rep:** Jeff Olsen

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

My, how time flies! My two-year term is over. We could not have been successful without such a great group of directors. Many thanks to all of you. The directors were totally responsible for the past year's events. I was absent for a couple of months on a short maternity leave and all the events went very smoothly — who needs a president?



**Renowned British garden designer John Brookes signed copies of his books after his seminar in November.**

I think I speak on behalf of the whole board when I say that our events were well received by the members this year. Our attendance was up across the board, but the golf tournament and our November speaker event seemed to draw the largest numbers.

We did implement several changes for our chapter. The first change is we agreed to re-establish the treasurer's position. We also decided to reinstate sponsorship opportunities at our chapter meetings. Going forward, we will be inviting all of the chapter past presidents to an annual dinner to review the board's plans. The board also decided that, after organizing two large speaker events, we need to fine-tune our expectations. International speakers are not necessarily the way we want to go anymore.

This year we will host our third speaker

event at Convocation Hall. Janet Rosenberg will speak on the latest trends in landscape architecture. We are well on our way to raising \$100,000 for the Toronto Botanical Garden. This year alone we raised \$20,000.

Our board spent an entire day at the LO home office. We developed our chapter goals, as mandated by the provincial board, under the guidance of Tony DiGiovanni. Tony also took the time to educate the board on Landscape Ontario's structure and programs. The day was very informative.

**Chapter meeting highlights:**

**September 2005:** Business of snow

**October 2005:** Selling, estimating and making money

**November 2005:** John Brookes Lecture

**February 2006:** Hosts of the Contractors Lecture Series and Perennial Symposium

**March 2006:** Safety and the bottom line

**July 2006:** Dick Sale Memorial Golf Tournament and Toronto Chapter Past Presidents' BBQ

**August 2006:** Baseball tournament

I look forward to being the past president. The chapter is lucky to have George Urvari as the next president. He will definitely shake things up!

*Respectfully submitted,*  
**Caroline de Vries**  
 President, 2005-2006

## Upper Canada

**President:** Terry Childs

**Past President:** Russ Loney

**Vice-President:** Stuart Sprout

**Provincial Board Rep:** Paul Doornbos

**Secretary:** Lisa Purves

**Treasurer:** Ann-Louise McLaughlin

**Directors:** Eugene Lazier, Brian VanDyk, Neil Bouma, Kurt Vanclief, Dan Clost, Diana Cassidy-Bush

I would like to thank the Upper Canada board of directors for its support of the chapter's growth. This year, the first annual Upper Canada Chapter Commercial Beautification Trophy was presented to the Park Motel. This award will be presented annually to the winner of the Trenton Garden Club award for best commercial property.

We held our second annual golf tournament at the Picton Golf and Country Club and it was a resounding success. September provided us with great weather for our dinner and sunset cruise on the St. Lawrence. A committee was set up to work with St. Lawrence College in Kingston to assist with its horticultural program.



(L to R) Marie Mitchell, president of the Trenton Horticultural Society; Bobby Sandhu, current owner of Park Motel; Walter and Doris Richards, previous owners of the motel and Terry Childs, president of the LO Upper Canada Chapter. Photo by Lisa Purves

**Chapter meeting highlights:**

In October, Terry Murphy gave us a presentation on human resource issues. In November, Rob Kennaley spoke to us about construction liens. What a great speaker! Arthur Skolnik of Shibui Landscaping did a presentation on Japanese gardens in January. Our February meeting had Stephen Pool discuss water gardens and Brian Cocks and Bob Adams from the provincial board also paid us a visit. We had our annual MTO meeting in March. These meetings seem to raise more complicated questions each year.

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

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

## Waterloo

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

**Chapter meeting highlights**

**September 2005:** Our meeting was held at the Army Navy Club in Kitchener. The meeting was sponsored by Ron Schiedel from Compact Sod. Ron talked about his new sod harvesting machines. The guest speaker for the evening was Liz Klose, co-author of *The Best Garden Plants for Ontario*. Liz is a very knowledgeable speaker and her presentation was well received. September also included the annual Waterloo Chapter Baseball Tournament which was held at the Bloomingdale Ball Diamonds. The tournament was won by Clintar Goundskeeping

with second place going to Kerr & Kerr Landscaping.

**October 2005:** The meeting was held again at the Army Navy Club in Kitchener. The meeting was sponsored by Delta Spring and Chassis. There were two speakers at this meeting — Wayne Volz of Profit Unlimited and Ken Marchant of the Canadian Food Inspection Agency (CFIA), who updated us on the emerald ash borer (EAB) and the Asian long-horned beetle. Ken heads up the fight to slow the spread of EAB.

**November 2005:** The meeting was held at the Army Navy Club in Kitchener and was sponsored by Kissner. Jeff Bowes talked about the new environmentally friendly de-icer products. Bob Adams and Brian Cocks spoke about certification programs and the Winter Seminars offered through LO.

The 26th Annual Fall Freeze-up Dinner and Dance was held November 18 at Golf's Steakhouse in Kitchener. We had a great turn out and a great time.



**Rob Kerr and Justin Baker of Kerr & Kerr Landscaping man the LO booth.**

**December 2005:** Our meeting and Christmas Social were held on December 7 at the Army Navy Club. The meeting was sponsored by Eloquip, Adams Landscape Supply, and Rogers Wireless.

Trevor Strauss of Rogers Wireless spoke about Rogers' fleet management solutions.

**January 2006:** This month's meeting was held at our new and current meeting venue, the Waterloo Knights of Columbus. The meeting was well attended. Guest speakers were Steve Gombos, Region of Waterloo and George Urvari, Oriole Landscaping. Steve spoke about the region's plan for improving water efficiency — water use is a hot topic in Waterloo. George gave a thought-provoking talk on pricing and running a small business.

**February 2006:** Our meeting was held at the Knights of Columbus on February 1. The meeting was sponsored by Laura Catalano of Nisco National Leasing and Ron Harper of Ticket Defenders. Laura spoke of the differences between leasing and purchasing. Ron spoke about the options you have when you get a traffic ticket. Our guest speaker was Christine Dwyer of the Business and Education Partnership of Waterloo Region.

**March 2006:** The meeting was held at the Knights of Columbus on March 1. The

meeting was well attended by members wanting to hear guest speaker Bill Stensson of Sheridan Nurseries. Bill spoke about new plants and production practices. We also held our elections at the March meeting. Long-serving board members Randy Adams, Cheryl Brown, and Klaas Sikkema stepped down to allow a new group of directors for next year. Many thanks go to Randy, Cheryl, and Klaas.

**April 2006:** The Spring Thaw dance was held at the Knights of Columbus in Kitchener on April 26. The food, music, and comedian all made for a fun evening. April also included an Arbor Day celebration with the planting of a large sugar maple by Fast Forest. The tree was planted at the office of the Kitchener-Waterloo Chamber of Commerce to celebrate its 120th anniversary. The planting was well attended by local dignitaries.

## Windsor

**President and Provincial Board Rep:**

Karl Klinck

**Past President:** Dan Garlatti

**Treasurer:** Don Tellier

**Secretary:** Jay Rivait

**Directors:** Jay Terryberry, Chris Power

**It's all about the weather**

The fall of 2005 was fairly dry and mild allowing contractors and garden centres to get most of their work done efficiently. Winter arrived dramatically with a cold snap and several snowfalls in late November and early December. By New Year's Day, most of the snow was gone and there was little accumulation for the rest of the winter. Some members complained about having too much salt left but the mild winter was great for plants in the landscape. Rabbit, rodent and wind damage were minimal and so were warranty-related replacement costs. Spring came early and April was the warmest and busiest in years. By June, the weakness in the regional economy was starting to show and most retailers reported flat sales by fall. Residential maintenance, installations, and irrigation work was steady but commercial work was hard to come by.

**It's the economy too!**

Looking forward, the networking and mentoring opportunities afforded by LO membership seem even more beneficial. Two major Ford plants will close in the coming year. The high dollar and competition from China has wreaked havoc on the tool and mould sector. The tourist trade is still reeling from perceived border difficulties since 9-11, new non-smoking laws, and a poor Michigan economy. Innovative, creative and

professional companies will adjust and take advantage of a glut of new early retirees, a stronger dollar, and more available labour. Unfortunately, some complacent companies will likely fail.

#### Hard-working volunteers

During the 2005-2006 fiscal year, the executive board organized many successful events and activities that benefited everyone in attendance. The highlight of the year was the inaugural Winter Blooms Garden Show.

#### Chapter meeting highlights:

Thank you Dan Garlatti for coordinating an interesting speaker program at our chapter meetings.

**October 2005:** Over two dozen people turned out to hear George Urvari of Oriole Landscaping speak about his experiences and lessons learned in business. George focused on estimating techniques, qualifying potential clients and motivating staff.

**November 2005:** Tony DiGiovanni facilitated a discussion on building prosperity, professionalism, ethics, and public trust in the landscape industry. Bob Adams and Brian Cocks spoke about industry certification programs. Bob Tubby led a mini-workshop in landscape lighting.

**February 2006:** Farley See of Moore's Water Gardens was the guest speaker. Farley discussed how to successfully establish a water garden. Chris Brown, landscape architect from the City of Windsor, was also on hand to share policy changes regarding site plan control. Bill Roesel, city forester, provided an update on the Windsor's progress with ash removal and replacement.

**March 2006:** Ken Parker of Sweet Grass Gardens spoke about indigenous plants and their use in the landscape, the kitchen and habitat restoration. He also shared many anecdotes about native plants, their historical significance and how they are used in traditional medicine.

#### Special events and other activities

**Awards of Distinction:** The second annual Awards of Distinction were presented at a wine and cheese in October. Next year, the award categories will be tweaked to be better aligned with the provincial LO Awards of Excellence. Gold, silver and bronze awards were given out in various landscape construction and maintenance categories. It is hoped the awards will help elevate the quality of work in the industry by encouraging healthy competition between members. Many winners have already used their awards successfully as a marketing tool. Winners also received attention in the local media.

The Civic Beautification Award was given to the winner in the amateur garden category. The contest was promoted on Don Tellier

and Jay Terryberry's radio call-in show and nomination forms were available at participating member garden centres. Winners were profiled in *Windsor Life* magazine.

**Chapter development:** In concert with the London Chapter, the Windsor Chapter was successful in gaining the support of the provincial board for more staff support. After interviews in the spring, Wendy Harry was hired as the new regional chapter representative. The Windsor Chapter is very excited to have Wendy aboard to help with communication, sponsorship, special event organization,



**Windsor Winter Blooms**

and membership recruitment.

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

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

**Winter Blooms:** Winter Blooms rose from the ashes of the defunct Growing Together Garden Show. Landscape Ontario partnered with St. Clair College to stage a consumer show and garden symposium in March. Over 20 member companies participated. More than 500 people attended daytime seminars and toured the display gardens. Another 100 turned out for an evening gala with special guest speaker David Tarrant. The volunteer support of our members and the horticulture students was invaluable. Thanks to our silent auction and gate receipts we were able to donate \$2,000 each to the St. Clair Scholarship Foundation and Hospice of Windsor. Thank you to all our sponsors. Thanks Don Tellier and Chris Power for their hard work. We look forward to an even better Winter Blooms II.

**Social Committee:** Members had a chance to network (and eat a lot of great food) in an informal atmosphere at the Bob Girard Memorial Golf Day in September at Deer Run golf course in Chatham. Thanks Jay Terryberry for organizing the day.

Everyone won a door prize thanks to our generous sponsors.

On behalf of the Windsor Chapter, thank you to all the volunteers and members whose time, effort and input have allowed us to promote the green industry in the Windsor, Essex and Chatham-Kent areas. Serving LO as a volunteer often requires a large personal commitment of time and energy. But, it is a very rewarding experience because volunteers get back far more than they put in. We have had a lot more participation by members this year. I encourage all of our local members to continue to step up and volunteer in this coming year. The outcome can only be positive when people work together.

*Respectfully submitted,*  
**Karl Klinck**  
**President, 2005-2006**

# Commodity Group Reports

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

## Garden Centre

### Chair and Provincial Board Rep:

Bob McCannell

**Members:** Perry Grobe, John Hawkes, Pauline Intven, Michael Johnson, Joan Johnston, Joe Peptonone, Bob Reeves, Kurt Reeves, Robert Richards

### Garden Centre Symposium

On October 16th the Garden Centre Commodity Group, with support from CNLA and LO, held a full-day symposium with topics ranging from human resources to marketing and technology relating to loyalty programs. The program was sold out with 160 attendees.

Speakers from leading garden centres in Europe, U.S. and Canada shared their knowledge and experience. A networking reception at the end of the day created further opportunities to exchange ideas. Registrants were the given a sneak peak of the Garden Expo show floor.

The group received nearly 100 survey sheets from participants with many positive comments and constructive suggestions to improve and expand the symposium in the future.

### On-Line newsletter

Ten on-line articles with colour pictures and timely consumer information were e-mailed to members every second Tuesday during the spring season. Garden centre members used these on their web sites or as editorial in local papers. Many thanks to Sarah Willis for creating these garden centre articles.

### Summer tour

Work is beginning for a retail garden centre tour early next summer. It is an opportunity to leave your nursery and see what's working at other retailers. More details will be made available in the near future.

### The future

Garden centres are very visible in the community and are a focus of how our

industry is represented. Every day we read and hear about climate change and environmental health concerns. Your Garden Centre Commodity Group will be meeting to discuss the retailer's role as stewards of the environment. Take a moment to consider your role as professionals and provide your feedback to me or a member of this committee.

Thank you to all of the group members, Landscape Ontario and CNLA for their support.

*Respectfully submitted,*

**Bob McCannell**  
Chair, 2005-2006

## Grounds Management

**Chair:** Bob Adams

**Provincial Board Rep:** Brian Cocks, CHT

**Members:** Gerald Boot, CLP, Jacki Ciphery, CLP, John Hewson, Martin Horsman, Roy Hummel, Bob Lawrie, Russel Loney, Brian Marsh, Jeff McMann, CHT, Steve Snider, Fiore Zenone

The Grounds Management Commodity Group underwent a rebirth last year. During the winter, provincial board rep Brian Cocks and group chair Bob Adams visited each chapter to explain and promote the group's plans for the future. At the same time, we gathered feedback from the membership on what was important to them, and looked for new members interested in joining the group. This tour was a huge success with several fresh minds joining our group. Thanks to all of the chapters for making us feel so welcome.

In April we resumed our group meetings and continued planning for a grounds maintenance symposium. This event will be held in London and Toronto in late March 2007.

In July our group took to the road and visited Bala, where Jacki Ciphery played host to our monthly meeting. After the meeting, the group visited several of her sites in the area, and most were surprised by the challenges faced by maintenance companies in this area.

In August, we visited Hank Gelderman's operation in Waterdown. At the end of the day his yard reminded me of a beehive. They certainly have an excellent set-up for their operations. Thank you to both members for hosting these meetings. It was very helpful to see how other members operate. We can always learn from each other. Thanks to the

entire committee and to all who have participated this past year.

*Respectfully submitted,*

**Bob Adams**  
Chair, 2005-2006

## Growers

### Chair and Provincial Board Rep:

John Moons

**Members:** David Braun, Bart Brusse, Chris Langendoen, Jen Llewellyn, Glen Lumis, Peter Olsen, Ted Spearing, Hans-Peter Werder

The Growers Group started the year with a very successful Growers Research Auction at Canadale Nurseries in St. Thomas. We raised more than \$21,000. This money will go towards industry research and scholarships. We are very grateful to Tom Intven, his family and the employees of Canadale Nurseries for making this day a great success. The auction also hosts the LO Growers Awards of Excellence and this was also very successful.



**Growers Summer Tour**

In December and March we held dinner meetings which were very well attended.

In February, Dr. Glen Lumis organized our annual Growers Short Course at the Royal Botanical Gardens in Burlington, where we welcomed 160 people. The featured speaker was Dr. Tom Yeager from the University of Florida. He spoke on irrigation and nutrient management as well as on best management practices (BMPs).

In March, Jennifer Llewellyn of OMAFRA organized and presented a series of IPM seminars around the province. She showed us what to look for when we have problems with pests and diseases. These seminars were all well attended.

Jennifer also organized our summer tour. This two-day event brought us to leading Ontario nurseries where, again, attendance was very good.

This year Christoph Kessel started

working for the growers of Landscape Ontario. He is focused on a business risk management study and is now the growers' liaison.

The Growers Group has serious problems organizing board meetings and the attendance is not always what I would like it to be, but in spite of that we managed to organize a good number of very successful events.

I would like to thank all the members who have given their time and effort over the last year.

*Respectfully submitted,*  
**John Moons**  
Chair, 2005-2006

## Interiorscape

**Chair:** Eric Endersby, CHT  
**Vice-Chair:** Alan Darlington  
**Treasurer:** Hella Keppo, CHT  
**Provincial Board Rep:** Charles Prenevost, CHT  
**Members:** Sally Harvey, CHT, CLP, Oliver McLeod, CHT, CLP, Fred Prescod, CHT

The Interiorscape Commodity Group focused on continuing education within the interiorscape sector as well as promoting the value of its work to architects and building designers.

Fred Prescod was contracted by the Professional Landcare Network (PLANET) to develop study manuals for the Certified Horticultural Technician Interior (CHTI) in Canada and the Certified Landscape Technician Interior (CLTI) in the U.S.



**Interiorscape Conference**

Members of the group conducted winter seminar study sessions at the Milton home office to prepare attendees for the CHTI examination.

Continued negotiations with PMRA resulted in the registration of Floramite as a product for use in interiorscapes.

The Interiorscape Commodity Group worked in conjunction with LO's Landscape Designer Group to develop and install an 800-square-foot display garden at IIDEX (International Interior Design Exposition) held at the National Trade Centre

September 28-29, 2006.

This year we held our 3rd Annual LO Interior Landscape Conference at the Toronto Botanical Gardens on October 27, 2006. We experienced record attendance.

Members of the group continue to provide interiorscape related articles for LO publications and we are currently planning a student competition to launch in 2007.

*Respectfully submitted,*  
**Eric Endersby, CHT**  
Chair, 2005-2006

## Irrigation

**Chair:** Harry Hutten, CIT  
**Provincial Board Rep:** Steve Macartney, CIT  
**Members:** Walter Afanasiew, Dean Armstrong, Rob Brogee, Joe Carter, Shawn Foley, CIT, Andrew Gaydon, Gillian Glazer, Kevin Jensen, CIT, Bruce Morton, CIT, Byron Pearson, CIT, Mike Ross, Chris Villeneuve, CIT, Chuck Yates, CIT

Nothing like some heavy fall rain to give me some time to write up this report. In the irrigation sector we are in the weather business! We went from experiencing very hot and dry weather last year to this season being much wetter than normal. But we take the weather as we receive it, and carry on servicing the irrigation needs of the green industry.

The role of the irrigation commodity group is to bring industry leaders together for their input and work on topics for the advancement of the irrigation industry. To help us maintain our sense of purpose, we created a strategic plan. After the dry season of 2005, there was a greater awareness for the importance of wise and responsible use of water. We developed a Water Stewardship Plan for the irrigation industry with the purpose of promoting water stewardship in our industry and with all stakeholders. The way this will be done is through best management practices, through an accredited environmental irrigation professional program and a code of ethics. Water is a precious resource and must not be wasted. The irrigation industry must be leaders and experts at responsible water use and stewardship.

Other needs and concerns of the irrigation industry, as outlined in the strategic plan, are education and certification, industry promotion and communication, industry advocacy and government representation, standards and internal governance.

We continue to meet during the off-season to move forward through the strategic plan to develop a prosperous, professional and ethical industry which will improve the way we serve the public.

And again, we would encourage all non-member irrigation contractors to become involved with Landscape Ontario. See you at Congress!

*Respectfully submitted,*  
**Harry Hutten, CIT**  
Chair, 2005-2006

## Landscape Contractors

**Chair:** Bruce Warren  
**Provincial Board Rep:** Phil Charal  
**Members:** Mark Bradley, Hank Gelderman, CHT, Steve Hary, Barry Hordyk, Tom Leedle, CHT, Graham Leishman, Brian Marsh, Matt Robertson, CIT, Arthur Skolnik, Kyle Tobin, Peter Toliias, Koos Torenvliet

Last year we focused on the topic of knowing your costs as landscape contractors as well as other issues.

We supported the CLP program. It will be an ongoing process, as more people take the exam. LO has raised the bar in the industry and we all strive for more professionalism in the workplace.



**Volunteer planting day at the TBG.**

In the spring, we helped with the planting at the revitalized Toronto Botanical Garden in Toronto. It was a chilly Friday in April and it was rewarding to see the great turnout. We all helped with the planting and had a great day with fellow contractors. I would like to thank everyone who participated in the event.

The Contractors Lecture Series, held every February, was again successful, well attended and enjoyed by all. Thanks to Peter Guinane of Oriole Landscaping and Walter Kehm, landscape architect, of Walter H. Kehm and Associates, for showcasing their work. We look forward to another lecture this coming February.

This year we are getting more involved and helping out with the feature gardens at Canada Blooms. We will be contacting past, present and future builders to enlist their support.

We are looking into the permit problems some contractors are having in Toronto and

continuing to review human resource issues in the industry.

There is always something on our table for discussion and we are always looking for new topics. We encourage new contractors to join our group and help put a new perspective on things. If any contractors wish to join our group please contact Landscape Ontario.

We look forward the coming year and its challenges.

*Respectfully submitted,*  
**Bruce Warren**  
Chair 2005 – 2006

## Landscape Designers

**Chair:** Beth Edney, CLD

**Vice-Chair:** Don Chase, CLD

**Provincial Board Rep:** Ron Swentiski, CLD

**Treasurer:** Connie Cadotte, CLD

**Members:** Ron Koudys, OALA, CLD, Kent Ford, CLD, Haig Seferian, CLD, Greg Scarlett, CHT, Anthony Lombardi, CLD, Nan Keenan, Jay Middleton, John Scanlan

What a busy year! Our goal was to boost our exposure to the public. This was achieved by a national ad promoting Certified Landscape Designers (CLD) that ran in the May issue of *Canadian Gardening* as well as in the *Canada Blooms Show Guide*. We created an entrance garden at the Metro Home Show in January promoting hiring members of Landscape Ontario and received an award for the best interpretation of the design theme at Canada Blooms.

We also partnered with the Interiorscape Commodity Group, planning and executing a feature garden display at the IDEX show, a trade-only interior design show, at the Direct Energy Centre (formerly National Exhibition Centre). The theme was a meditation garden focusing on the elderly and disabled. It was well received and we all enjoyed working with the Interiorscape Group. Thanks especially to Eric for his tireless efforts.

Don, Kent and Ron have been travelling across the country this year giving helpful workshops on behalf of CNLA for CLD certification. We are awaiting the results of the Occupational Analysis that was run this August. This will hopefully be a valuable tool to guide our future direction on the CLD manual, certification exam and our focus regarding workshops and conferences.

We are excited about our plans for our first Landscape Designers Conference on January 8 at the Doubletree International Plaza across from the Toronto Congress Centre. We have a full day of speakers and workshops, ending with a networking recep-

tion where we can gain from each other's experience and expertise.

The Landscape Designers Commodity Group meets monthly and bi-monthly during the busy season. I would like to thank the group for their active involvement at our meetings and enthusiasm toward our activities. I look forward to another progressive year.

*Respectfully submitted,*  
**Beth Edney, CLD**  
Chair, 2005-2006

## Lawn Care

**Chair:** Alan White

**Provincial Board Rep:** Chris Lemcke

**Members:** Pam Charbonneau, Gavin Dawson, John Ladds, Don McQueen, Darcy Olds, Kyle Tobin, Lou Van Haastrecht, Bill Van Ryn, Don Bradley, Don Voorhees, John Wright



**Work teams pitched in for the Day of Tribute.**

This year was very similar to last year. Unfortunately the pesticide issue still seems to dominate our agenda, however, many positive things have happened in 2006.

The pesticide debate continues to be an issue that takes considerable time to address. Last year, Croplife's appeal to the Supreme Court of Canada ended and the City of Toronto's pesticide bylaw was upheld. Although this limits lawn care companies in this geographic area, consumers still have until 2007 to comply with this decision. With the outcome of the Supreme Court ruling behind us, we saw an increase in the number of municipalities that wish to, or are being asked to, review the issue of pesticide bans by local environmental groups. As a result, there has been a resurgence in bylaw activity. Where they already exist, all the bylaws are different from each other, and regulations such as pre-posting are working their way into the mix. With a lack of provincial involvement and the fact that this is an election year, environmental issues were expected to be brought to the forefront and get a greater share of attention.

We are excited to have Ken Pavely back working on our behalf as our government

affairs co-ordinator. His primary goals are to liaise and manage municipal activity and be a source of information on regulatory issues affecting lawn care for our members. Ken will also help municipalities cope with the challenges being brought forward by various interest groups, and we will continue to build public education programs that build consumer confidence and promote environmental stewardship.

In the past, Ken helped develop the IPM Accreditation Program and most recently, with funding from Agriculture and Agri-Food Canada, spearheaded the launch of the Healthy Lawns, Healthy Gardens seminar series, showcasing healthy lawn and garden tips for consumers. This series has been presented by Denis Flanagan and Charlie Dobbins from HGTV and their entertaining presentation style has been very well received. More seminars are planned for next spring. We truly appreciate the time and energy that Ken and the staff of Landscape Ontario have put into this on our behalf. Thank you.

The popularity of the IPM Accreditation program continues to grow, as it is slowly being recognized as a viable solution in many regions of Ontario grappling with the issue of pesticide restrictions. The golf course industry and the municipal parks sector continue to be strong partners in this program. Again, congratulations to all those members that continue to be part of this important initiative.

Last year's Renewal and Remembrance project was a success, with members from various commodity groups helping to beautify ten acres of the War Memorial Site at Beechwood Cemetery in Ottawa. We are planning on doing it again in preparation for this year's Remembrance Day services. This is a truly unique experience. Thanks again to Chris Lemcke and Sharon Urquhart for all the hard work they put into making this happen.

Lastly, a thank you to Tony, his staff and our group members for their willingness to share and contribute to the advancement of the lawn care sector and show leadership as we grow —something we should all be proud of.

*Respectfully submitted,*  
**Alan White**  
Chair, 2005-2006

## Snow and Ice

**Chair:** Bob Wilton

**Provincial Board Rep:** Mark Bradley

**Members:** Gerald Boot, CLP, John Buikema, John Fulford, Wendy Gervais, Steve Hary, Ed Hewis, Bob Lawrie, Jim Monk, Rick Newbatt, John O'Leary, CHT, Darren Rodrigues, Willem Tiemersma, Peter Tolias, Tony Vaccari

Many LO members are in the snow and ice management business — that's why we started the Snow and Ice Group last year. Our purpose is to help advance the snow sector and to promote profitability and professionalism. At the beginning of the year we set ourselves the following goals.

- Maximize SIMA partnership
- Develop risk management course
- Develop equipment rate card
- Snow edition for *Landscape Trades*
- International Snow Symposium
- Contract improvement

I am pleased to report that we have achieved most of our goals and more. We have a great partnership with the Snow and Ice Management Association (SIMA) in the U.S. We are promoting membership in SIMA as a Landscape Ontario benefit. We have

two Canadian members on the SIMA board (I am one of them). This year we hosted a very successful Seven Habits management workshop in partnership with SIMA. This was held at the Landscape Ontario office.



**Guest speaker Dale Keep is an internationally recognized expert in snow and ice management.**

Insurance issues caused by slip and fall claims are a very serious threat to the snow business. Our main strategy to protect the industry is to convince members to use the LO contract. This has improved the situation immensely, however, there is more to risk management than good contracts. We intended to develop a course, but in the process of researching it was suggested that the new Certified Landscape Professional program promoted by CNLA has an excellent risk management module. We are therefore encouraging members to purchase the CLP

manuals. In addition, we constantly promote the LO contract and the topic of risk management is featured in the Snow Symposium.

We completed our equipment rate card this year. All of you will have received a copy. We are hoping to encourage the use of realistic charge-out rates by promoting the rate card. In addition the document promotes a standard approach to salt applications.

This year we were pleased to see the new *Landscape Trades* snow issue. It was a huge success. Landscape Ontario's publication team should be commended for a job well-done.

We continue to host the Snow Symposium. This year's event was the best attended yet. Unfortunately we had to turn people away. I want to recognize Pat Hilmer for her excellent coordination skills.

This year we also began work at developing standardized documents as another step to dealing with insurance risk. This will be completed soon.

The snow business provides excellent off-season opportunities for the Landscape Industry. We will continue to work on your behalf to direct and protect the snow industry.

*Respectfully submitted,*

**Bob Wilton**

**Chair, 2005-2006**

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

# Committee reports

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

## Building Management Committee

**Chair:** Karl Stensson

**Members:** Hank Gelderman, CHT, Paul Olsen, John Putzer, Haig Seferian, CLD, Marc Thiebaud, Rene Thiebaud, CLP, Bob Tubby, CLP, Monica van Maris, Neil Vanderkruk

Our long-term plan to develop the Milton site is slowly coming to fruition. Although your committee is impatient, each year we make incremental improvements. Our vision for the site as a centre for professional horticulture is ambitious and includes the development of a full-time school, demonstration gardens that act as an outdoor classroom for the trade, the public and students and a professional development and conference centre. We still struggle with the financial sustainability puzzle, but the pieces are slowly coming together.

Water and sewer services have arrived on Steeles Ave., but we are still not connected to them. This has stimulated development in the neighbourhood while escalating our property value. The Town of Halton Hills is planning to buy a portion of our property to build water retention ponds. This will generate income which will be used to build a new office and conference centre. At the same time, the ponds that have always been part of the master plan and will be built at no cost to Landscape Ontario.

Another financial sustainability strategy is to develop a full-time school in partnership with the community colleges. The idea is to develop a finishing school integrated with existing two-year programs. Our school will be focused on practical skills and business competence. The students will build, maintain and use the outdoor classrooms. Visitors

to the gardens will be stimulated with ideas that will be recreated at home. The students will eventually become members. This represents a wonderful circle of benefits that integrates well with our mission.

The long term vision is exciting. However, the site is currently bustling with member development activity. The parking lot is frequently full. Thousands of visitors participate in meetings, seminars and events each year. We continue to run the Humber College apprenticeship program in our buildings.



**Construction of the entrance walls began in January.**

This year we also made some entrance improvements. Natural stone gates now welcome visitors and act as a symbol of an association built on a solid foundation and positioned for longevity.

It is the intention of the committee to finish off the capping off the walls and gates, as well as the installation of the gardens around the gates, in the spring of 2007. While it will take a considerable amount of time to address the master plan in its entirety, your committee wanted to ensure that the entrance presented a quality image to our members and guests.

Your committee also reprioritized the Master Plan. Look for great progress within the next five years.

*Respectfully submitted,*

**Karl Stensson**  
**Chair, 2005-2006**

## Canada Blooms

**Chairs:** Phil Charal, Naneve Hawke  
**Directors:** Joe Murgel, Peter Guinane, Gerald Boot, Marthe Finkelstein, Nancy Love, Joyce Johnson, Marilyn Field-Marsham

Canada Blooms welcomed spring again this year, along with 90,000 garden enthusiasts, who visited the 2006 show themed Urban Mosaic. The show, held at the Metro Toronto Convention Centre, is a partnership between Landscape Ontario and The Garden Club of Toronto.

Our feature garden builders really took some chances this year with inspiring garden designs. Several showcased city garden installations, from an urban oasis (by Parklane on behalf of the show's presenting sponsor) to the Dry Stone Wall Association's depiction of City Hall. The City of Toronto also returned to the show this year with Mayor David Miller on hand for opening night, as well as the past show co-chairs. To celebrate the show's tenth anniversary, a cake was delivered by Kubota tractor and cut with a Lee Valley shovel. Both garden builders and visitors appreciated the superb quality of plant material.

The show's success relies heavily on its volunteer base. Many thanks to them, and our feature garden volunteers, who worked around the clock to install the gardens, then take them down after the show, moving over 1,400 tons of sand and 10 trailer loads of mulch.

Congratulations to LO for two highlights of the show: its unique Backstage garden, an ambitious project managed entirely by LO staff, and the always-improving *New Plants* consumer magazine, produced by the staff of *Landscape Trades*.



**The City of Brampton creates a display of blooms in unexpected places.**

Attendees shopped 'til they dropped at the marketplace, which featured over 200 exhibitors. The education series was well-attended, with standing room only at many presentations.

The best way to see the show is at the opening night Garden Party, where over 1,200 people gathered to kick off the show. Many thanks to Canada Blooms staff, Garden Club of Toronto volunteers, LO staff, volunteers and garden builders, and all of you who contributed to the success of Canada Blooms 2006. Be sure to volunteer during our next show, (the theme is Elements), March 7-11, 2007.

On the financial side of the ledger, the show had a drop in attendance revenue, which contributed to a loss for the year of \$63,000, after a small profit from the 2005 show. With a stronger base of sponsors, and

anticipated stronger attendance in 2007, plus the benefit of some cost-cutting efforts at the Blooms office (including a move to the Toronto Botanical Garden), we expect to see a return to profitability to support our philanthropic objectives in the future.

I would like to acknowledge our board of directors, three of whom are retiring, for their hard work and contribution to Canada Blooms. Canada Blooms is one of the best garden shows in the world, thanks to the board's tireless efforts. Thank you to Nancy Love, Joyce Johnson, Naneve Hawke, Martha Finkelstein, Marilyn Field-Marsham, Gerald Boot, Joe Murgel and Peter Guinane. Canada Blooms has contributed over \$500,000 towards building gardens in Ontario over the past 10 years.

Now we move forward with plans for 2007 and beyond. We will say good-bye and thank you to Marilyn Field-Marsham, Joe Murgel and Martha Finkelstein, as we welcome new board members Jeff Olsen, Judi Conacher and Michel Gauthier. We also welcome new co-chairs, Joyce Johnson representing the Garden Club and Gerald Boot representing LO. We all look forward to serving LO and the Garden Club in producing the best-ever Canada Blooms in 2007.

*Respectfully submitted,*

**Phil Charal**

**Co-chair, 2005-2006**

## CNLA

**Representative:** Bill Stensson

The Canadian Nursery Landscape Association is your voice on national issues. Every province has a representative on the CNLA board. I have had the pleasure of serving as your representative the last two years.

At the CNLA level, provincial representatives define common issues and work on plans that will direct and protect the horticultural sector. The concept of "aligned agendas" stimulates effective, efficient and unified teamwork.

Here are some of the important issues and initiatives we are dealing with.

### Human resource development

- Develop an "Employment Insurance Local Office Education Plan" that would ensure that EI offices realize the value of horticultural work as a full-time occupation and will not discourage employees from staying in the industry. This will include a template presentation that can be used by all provinces in this joint EI education campaign.
- Explore education and training schemes that provide training during layoff periods.
- Explore ways to help members retain employees, such as averaging hours.
- Form integrated provincial committees that will all work on different aspects of the Human Resource Plan.
- Continue government relations work using the CNLA Seasonality Report and Senator Rignette's dissenting report as a guideline.
- Develop strategic alliances with other groups, such as the construction industry, because they experience the same issues with respect to accessing seasonal labour.
- Continue focusing on the CHT and apprenticeship programs to elevate the competency levels in the industry.
- Leverage the new Agricultural Sector Council in accelerating the goals in the Human Resource Plan.
- Explore CNLA as a labour facilitation agent encouraging labour mobility from all areas of Canada experiencing high unemployment to areas with labour shortages.
- Convene a national human resource workshop that would produce detailed and prioritized plans to guide results in stimulating an adequate supply of qualified labour.
- Investigate the development of offshore worker programs.
- Develop a government relations plan that would have as its goal to amend the rules of the "low skill" program. The present program has a 13- to 18-week application process that needs to be shortened. There is a 12-month time limit that should be changed. The Bar Association has produced an excellent report that should be supported.
- Develop a closer relationship with Skills Canada because they represent a conduit into the high schools and we have similar human resource goals.
- Establish a taskforce to examine and improve the green industry image.
- Identify a proposal writer to write funding proposals based on human resource priorities.

### Environmental recommendations

- Continue to pursue the creation of Project Evergreen Canada in partnership with Project Evergreen USA. We embrace the mission "to raise the awareness of the environmental, economic and lifestyle benefits of landscapes and promote the significance of those who preserve and enhance green spaces at home, work and play."
- Create strategic alliances with municipal governments in the area of environmental improvement. Programs such as Communities in Bloom should be supported because they improve awareness for the quality of life enhancement benefits of green space.

- Identify potential projects that support environmental stewardship. Too often the real "green industry" does not appear to be green because some of our pesticide and equipment emission issues.

### Maintain and enhance CFIA relationships

The greatest risk facing growers is the threat of introduced and regulated pests. CNLA must continue to develop good relationships and programs that will mitigate this risk. The main activities include the following:

- Continue development of the Nursery Certification Program
- Continue work with AAFC in developing a Risk Management Program for the industry
- Invite CFIA to the summer meetings

### Other highlights:

- CNLA has taken on the management of the International Garden Centre Congress.
- CNLA is an active participant in the Value Chain Roundtable, an initiative of Agriculture Canada that will define major issues and maximize results through synergy between all parts of the value web. Some projects that may come out of this relationship include a study of the benefits of green space and the possible sponsorship of an international scientific symposium on research into the economic environmental, therapeutic and life enhancing benefits of horticulture
- The Agricultural Sector Council is now formed and awaits our project recommendations
- CNLA and the provinces will continue to promote Plant Health Care and IPM accreditation as a vehicle to minimize pesticide use.
- The Aligned Strategic Plan was developed in draft form.
- There is an estimated \$2,436,600 member saving due to CNLA programs.
- There have been 143 CLP sets sold.
- The next IGCA will be in Vancouver at the Westin Bayshore — BCNLA and CNLA will host
- Private sector risk management project has been awarded. Rita Weerdenburg will manage it.
- A new Ornamental Horticulture Alliance was formed between Flowers Canada, CNLA and the Quebec association. The new group will be known as the Ornamental Horticulture Alliance or the Environmental Horticulture Alliance.
- A new research committee was formed to focus on three main areas — National Grower Research Committee, IPM research and lobbying.
- Finances are healthy — a reserve equal to one year's dues has almost been achieved.

- The general insurance generates \$13 million in premiums and \$101,168 in administrative fees.
- On the health benefit side there is a 5.6 per cent increase (\$167,818) in administration fees.
- A RRSP program will be launched with Manulife.
- David Turnbull has completed his term as insurance rep and will be replaced by Rene Thiebaud. Thank you Dave for your excellent work!

I have had a wonderful experience representing your interests on the CNLA board, however, I am moving on to the executive committee in the role of growers chair. Gerald Boot will take my place at the February meetings. I also want to acknowledge the many years of exemplary service provided by CNLA executive director Chris Andrews who retired this year.

*Respectfully submitted,*  
**Bill Stensson**  
CNLA Representative

## Congress and Garden Expo

**Chair:** Barry Dickson

**Vice-Chair, Congress:** Mark Story

**Vice-Chair, Garden Expo/Florist Expo:**

Brian Lofgren

**Members:** Bob Adams, Scott Beaudoin, Brian Cocks, CHT, Doug Coote, Beth Edney, CLD, Klaas Sikkema, Nick Soltz, Monica Van Maris, Jack VandeRee, Bruce Warren

The Congress Committee was responsible for two successful trade shows last year — Garden Expo on October 18-19, 2005, and Congress 2006 on January 10-12, 2006, both held at the Toronto Congress Centre.

Total net revenue increased for both shows during this fiscal period, while visitor traffic at Congress broke all previous records with an 11.6 per cent increase. Congress 2006 was a success with over 750 exhibitors. Garden Expo had over 330 exhibitors.

Garden Expo/Florist Expo is Canada's retail buying show for garden centres and specialty retail operations with gardening departments. Attendance was down marginally for the 2005 show, but still remained ahead of other industry events.

For the first time, the LO Awards of Excellence ceremony for growers and garden centres was held on the Garden Expo show floor with great success. Also, new product demonstrations by Bob McCannell, a noted garden centre consultant, were well received by the attendees.

Congress presents a trade show and conference positioned for a broad market that includes landscape contractors and all sup-



**Congress conference attendance was up almost 10 per cent over last year.**

pliers associated with the green trades.

Innovations at Congress 2006 included an Internet café, a display of antique lawn and garden implements and a chainsaw competition. Congress also introduced a new sponsorship package which defined benefits for bronze, silver and gold levels of sponsorship. Aquascape Designs, General Motors of Canada, Husqvarna Forest and Garden and John Deere were Gold Sponsors.

The juried New Product Showcase remains a continuing draw at Congress. Congratulations go to Monica van Maris, who designed and installed the showcase. I would also like to thank the selection committee, including Hugh Floyd. Special thanks also go to Klaas Sikkema for his help.

Congress 2006 again partnered with the Canadian Fence Industry Association to produce Fencecraft, a "show within a show." Due to its success at Congress 2005, Fencecraft returned for Congress 2006 with expanded floor space.

The Congress Conference was successful with a 9.5 per cent increase in attendance — bringing total conference attendance to over 1,000 participants. Over 40 sessions were offered, and more than 20 education partners joined Landscape Ontario in promoting the importance and value of the conference.

The LO Awards of Excellence Ceremony, held on January 10, highlighted the first-class creative work of Landscape Ontario members in design, maintenance and construction.

Finally, it is my pleasure to thank LO staff, volunteers and committee members for all the help and assistance. Much of our success stems from the personal touch that our volunteers add to our events, and we are indeed fortunate to have so many people who are committed to the growth of the industry.

*Respectfully submitted,*  
**Barry Dickson**  
Chair, 2005-2006

## Education and Human Resources Committee

**Ontario Horticultural Human Resource Council (OHHRC)**

**Chair:** Tony DiGiovanni, CHT

**Director:** Terry Murphy, CLP

The Ontario Horticultural Human Resource Council is a regional council that continues to provide human resource management in the horticultural sector primarily for the Ontario landscape nursery industry. Landscape Ontario is the major supporter and our efforts are directed solely to this sector in 2006. We are available to help in other sectors as requested. One main focus this year was working with high school students in co-op programs. We continue to promote the need for a high school curriculum in horticulture. Our activities include areas such as worker training, human resources training, career path counseling and development, standards and accreditation, recruitment of labour, national certification, college and high school curriculum advisement, industry safety training and program development, human resource assistance and industry liaison. Human resource development is an important element in all our services.

The OHHRC has the following broad goals:

- To sponsor and promote regional youth initiative projects.
- To identify, investigate, and resolve training and HR issues.
- To promote careers in horticulture especially in high schools.
- To review sources of funds for sustainability by providing fee for service activities.
- To provide human resource management services to the landscape industry.

The following outlines some of the key priorities and areas of focus that the OHHRC has been involved with over the last 12 months.

### Safety and accident prevention

Our work continues to include Landscape Ontario Safety Sponsorship with WSIB on two programs, Safety Groups and Safe Communities Incentive Plan Programs (SCIP). This year has seen savings of millions going back to employers in reduced rates. Over 100 firms are participating and each has received a WSIB rebate. Our projected WSIB premium rates are reduced to \$4.52, or a five per cent reduction over 2006. SCIP and Safety Groups have returned over \$300,000 in incentives to the industry in the last four years.

**Apprenticeship coordination**

The OHHRC partnered with Humber College on a pre-apprenticeship proposal for 2007. Six apprenticeship programs were coordinated in Toronto, Oshawa and Milton in 2006.

**High school Specialist High Skills Major (SHSM)**

We have been privileged to work with the Ontario Ministry of Education on a new high school program that will allow students to graduate with a major in landscaping. This is a new concept that is structured under Bill 52, currently before the provincial government. The bill will require young people to stay in school until they are 18 years old (up from the current requirement of 16). The goal is to provide trade experience which will translate into credit toward a high school diploma.

**New labour**

We continue to attend career days, job fairs, and new employment endeavors and collect resumes, in addition to putting new potential employees in touch with LO members. Success in job fairs with the City of Toronto and some of the Youth Centres (OAYEC) provided new labour for LO members. We also have counselled many mature people who want a career in the landscape industry. The Congress job board continues to be very popular employment connection.

**High school and college involvement**

We continue to work with the Horticultural Ontario Secondary Teachers Association (HOSTA) and the Ontario Horticultural Educators Council (OHEC), representing high school and college teachers. Our primary goal is to get the CHT test into high schools and colleges as a standard part of the curriculum.

**Apprenticeship program IC coordination**

The OHHRC is the recording secretary for the Horticultural Technician Apprenticeship Program Industry Committee (IC). The OHHRC also acts as the coordinator for Humber College in coordinating the delivery of the Horticultural Technician apprenticeship programs in the Toronto area.

**Program funding**

We continue to write proposals and look for funding opportunities that will advance the goals and objectives of the industry in addition to achieving our goal of sustainability.

**Certified Landscape Professional (CLP) training**

Funding was secured from the Ministry of Training, Colleges and Universities (MTCU) to stage a one-week training program on

the seven modules of the CLP program. Candidates wrote the CLP exams after each session. The training was conducted in Milton.

**Sector Council**

Finally, an Agricultural Sector Council has been formed, with HRSDC and the OHHRC planning to work closely with CNLA to bring more training and research projects to the landscape industry.

The Education and Human Resource Committee is committed to achieving the goals of the Council and Landscape Ontario members in training, education and human resource development and management.

**Specific objectives for 2006-07:**

- Support work for the new Agricultural Sector Council.
- Introduction and promotion of the Certified Landscape Professional Program (CLP).
- Continue our efforts in the area of apprenticeship training and recruitment, health and safety management and new high school landscape programs.
- Give LO members human resource management assistance as required.
- Continue with our development work and a pilot high school project with the Ministry of Education to achieve a provincial curriculum in horticulture and an OSSD Grade 12 graduation diploma with a major in landscaping.

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

*Respectfully submitted,*  
**Terry Murphy, CLP**  
Director, 2005-2006

## Farm Safety Association

**Executive Chair:** Peter Olsen

The Farm Safety Association launched a brand new look this year with a new logo and colour. The intention was to reposition the association as an important service to the members of the agricultural, horticultural and landscape industries.

The Occupational Health and Safety Act now applies to the agricultural and horticultural sectors. With this new legislation, the association will be helping many clients adjust their safety policies and practices to fit better with the act that took effect on June 30, 2006. The act has always applied

to landscape companies so there are no changes there. Nursery growers and greenhouse operators are now under the act and should contact the Farm Safety Association office for clarification and requirements.

Association staff are busier than ever. Here are some of the things we are working on:

- Supervisor training involving regulations for equipment operators and the responsibilities of health and safety reps, employers and employees.
- Safety audits — consultants go through a business operation and check for potential hazards.
- Skid steer training.
- Sun sense training.
- WHMIS training and Train the Trainer programs.
- Sprains, strains and tears — these are the most common lost-time injuries.
- General health and safety issues.
- College training for landscape classes.

Here is a challenge for LO chapter members. Every February, the London Chapter puts on a Safety Day in conjunction with the FSA. Why not do the same thing in your area? They always have a great turnout. The Safety Day is an excellent way to make use of the off-season and earn some important ways to implement safety in your own company.

Remember — stay safe!

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

## IPM Symposium

**Chair:** Monica van Maris

**Committee:** Bob Adams, Pam Charbonneau, Jennifer Llewellyn, Jeff Lowartz, CHT, Doug Smith, Kyle Tobin, Eric Trogdon, Violet Van Wassenauer, John Wright

The 41st IPM Symposium took place February 13-16 in Barrie, London, Toronto and Ottawa respectively, with the theme of "Growing Answers." The Symposium is designed to interest all commercial pesticide applicators, parks and golf course technicians as well as lawn and turf care professionals.

The Symposium moved its dates to earlier in February to avoid a timing conflict with the Turfgrass Symposium, which takes place in the latter part of February at the University of Guelph during reading week.

Registration for the Symposium totalled 615, a decline from the previous year. The Symposium did break even financially, but lacked sufficient net proceeds to make its usual donation to support IPM research and

scholarships. The committee agreed it was essential to maintain the high quality of program content to reach as broad an audience as possible.

To stimulate interest and make it easier for people to attend the Symposium and other educational events, the committee decided to change the usual pattern of dates whereby presentations in all four cities were run consecutively.

The following dates were selected:

- January 8 in Toronto (paired with Congress, January 9-11).
- February 15 in Ottawa (paired with the Green Trade Expo, February 14).
- March 20 in Barrie (paired with the Georgian Lakelands Equipment Show, March 20-21).
- March 28 in London (paired with the Grounds Maintenance Symposium, March 27).

The committee also agreed that the pre-registration fee for the full-day seminar should be raised from \$55 to \$65 to help defray rising costs.

The committee includes representatives from both the Ministry of the Environment (MOE) and the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) as well as industry sector representatives. The committee was pleased to welcome a new member this year, Kyle Tobin of LawnSavers Plant Health Care.

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

*Respectfully submitted,*

**Monica van Maris**  
Chair, 2005-2006

## Ontario Horticultural Trades Foundation

**Chair:** John Wright

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

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

The capital in the Foundation has continued to grow despite very little organized

fundraising. Most of the funds are generated through association events and activities.

This year, we are pleased to report that Foundation assets have increased to over \$928,733.

The Foundation aims to give out \$20,000 per year in scholarships and bursaries. This year, we distributed \$24,500 in scholarships to students enrolled in horticultural programs across the province. Congratulations to this year's recipients!

**Post Secondary Scholarships:**

Jennifer Anderson, Lynn Anderson, Anna Blight, Cindy Buelow, Marie-Josée Cardinal, Cheryl Cox, Mathew Crooks, Daniel Paul DeVries, Peter DeVries, Jennifer Hendriks, Raoul Hendriks, Nicole Hoftyzer, Michael Johnson, Paul Krug, Christine Libon, Jeremy Loney, Linda Ann McDougall, Juliana Mae Nemeth, Jacqueline Tippins, Matt VanMoorsel, Sarah Wilson.

**Horticultural Scholarship:** Jesse Burdock, Rayne Wildwood.

**Post Graduate Scholarship:** n/a.

**Casey van Maris Memorial Scholarship:** Chad Loewen.

**Tony DiGiovanni Scholarship:** Amy Doan.

**ODH Scholarship:** Marlene Gilbert.

This year, the Foundation donated \$10,000 to the CHT permanent testing site at the Niagara Parks School of Horticulture.

The Foundation has also contributed to numerous research programs. In 2006, the Ontario Horticultural Trades Foundation contributed a total of \$45,100 to the following projects:

- Assisting Communities in Bloom Foundation with incorporation — \$5,000.
- Waterloo District School Board to fund hort programs in the schools — \$3,500.
- University of Guelph for research to develop a methodology to reduce seasonal nutrient loads — \$13,000.
- University of Guelph for research on the biology and control of tar spots on maple — \$10,800.
- CNLA for herbicide trials for PrePair in Ontario — \$2,800.

The Foundation committee is presently working on fundraisers for 2006/2007.

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

*Respectfully submitted,*

**John Wright**  
Chair, 2005-2006

## Pesticide Industry Council

**Chair:** John Wright

**Secretary:** Tony DiGiovanni, CHT

**Manager PIC-PTP:** Tom Somerville

**Members:** Gavin Dawson, Michael Goldman, Dave Price, Darcy Olds, Paul Pisani, James Doyle, Colin Nisbet

The Pesticide Industry Council has worked with the Ontario Ministry of Environment since 2000 to meet the new requirements of the Pesticide Act (Ontario Regulation 914). Under the new regulation, anyone who applies pesticides must be either licensed or have technician status.

Now all unlicensed assistants working with licensed exterminators must complete a basic pesticide safety course in order to legally apply pesticides. The Pesticide Technician Program meets the new requirements. The PTP is a basic two-part safety program that incorporates both practical and academic components in the training requirements.

The Pesticide Industry Council was formed on behalf of the pesticide industry by the Lawn Care Commodity Group to administer the Pesticide Technician Program. Landscape Ontario is the administrator of the Pesticide Technician Program, on behalf of the Ontario Ministry of Environment.

**PIC-PTP program participants:**

Year	Qualified examiners	Technicians
2006	10	1170
2005	23	1175
2004	30	1100
2003	35	1100
2002	50	1100
2001	64	1000
2000	386	1600
<b>Approx. totals</b>	<b>598</b>	<b>8245</b>

The Pesticide Industry Council has operated at a profit for the seventh year in a row.

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

Special thanks to Tom Somerville and

Tony DiGiovanni for their hard work over the past year.

*Respectfully submitted,*  
**John Wright**  
 Chair, 2005-2006

## Publishing Committee

**Chair:** Hank Gelderman, CHT

**Members:** Gerald Boot, CLP, Laura Catalano, Marty Lamers and Bob Tubby, CLP

Strong support for the green industry, throughout both the province and Canada, characterized Landscape Ontario's publishing activity in 2006.

*Landscape Trades* continued its leadership role, as Canada's premier horticultural trade publication. Every time we conduct a reader survey, *Landscape Trades* gets excellent marks. This confidence among readers is shared by advertisers, who value the publication as a respected and authoritative marketing opportunity. Year-end financial results showing strong ad sales confirm this confidence. In an editorial change this year, *Landscape Trades* dedicated its July-August issue to snow and ice management, which was appreciated by readers. *Landscape Trades* also provides unique service to Canada's other provincial trade associations, by giving each one an annual opportunity to report on its initiatives to a national audience.

Landscape Ontario members continue to hold special regard for *Horticulture Review*. The publishing team at LO is making extra effort to recognize members within its pages. Other improvements to the magazine were designed to strengthen and showcase LO's nine chapters. Vigilance over expenses keeps *Horticulture Review* a very cost-effective communication tool.

Members may not know that bulk shipments of *Landscape Trades* and *Horticulture Review* are sent free of charge to students in horticulture programs at five Ontario colleges. Approximately 375 students benefit from the program, and costs are covered by publication revenue.

*New Plants 2006*, published for Canada Blooms, marked the fourth year LO has published a free-distribution consumer magazine. Improved financial results this year came out of adjustments to its business model. Plans for next year's issue include expanded coverage of LO Awards of Excellence winners. Another important initiative to promote the trade, the association and the joys of horticulture was a six-week cooperative spring project with the *Toronto Sun* called the

*Gardeners Guide* series. LO's Denis Flanagan was responsible for initiating the project, reaching about 900,000 readers each week.

Efforts throughout the year by the LO Publishing Department have helped promote and market all of LO's initiatives: trade shows, educational seminars, chapter events, the Ontario Horticultural Trades Foundation, commodity groups, IPM, safety, recruitment, certification and more. In addition, staff has donated time and talent to assist the Ontario Horticultural Association and Communities in Bloom. The department has also provided national marketing assistance to promote the CLP designation.

Thanks are due to Committee members Gerald Boot, Laura Catalano, Marty Lamers and Bob Tubby. Please contact me if you are interested in serving on this committee – current members agree you will find it a valuable and educational experience.

*Respectfully submitted,*  
**Hank Gelderman, CHT**  
 Chair, 2005-2006

## Prosperity Taskforce

**Chair:** Bob Wilton

**Members:** Bob Tubby, CLP, John O'Leary, CHT, Stefan Bolliger, Gerald Boot, CLP, Jacki Ciphery, CLP, Tim Kearney, Rene Thiebaud, CLP, Gregg Salivan, Everett Dejong

The Prosperity Taskforce is a new group initiated by LO president Bob Tubby. The goal of the task force is to focus energy and attention on helping our members become financially successful through a focus on improving business skills. The job is to find ways to facilitate and accelerate business development activities in addition to the CLP and "know your costs" campaign.

We want membership in Landscape Ontario to be seen as a roadmap/passport/partnership to prosperity. This includes the following destinations:

- Business competency as defined by the CLP process and other educational tools such as budget and estimating systems, organizational templates, safety programs, risk management processes, human resource processes including effective employee recruitment and retention activities such as training programs, benefit programs etc.
- Technical competency as defined by the quality of employees and their designations. CHT, CLD, Apprenticeships, experience and equivalents.
- Government compliance through safety

systems, WSIB, vehicle safety etc.

- Ethics as defined though accepted codes of business practices and acceptance of complaint processes.
  - Image enhancement through the use of uniforms, clean trucks, professional communication materials, background checks for employees, etc.
  - Standards and comparative analysis processes.
  - Continual evaluation and improvement processes through evaluation systems.
- The task force is excited about completing this very important task in the new year.

*Respectfully submitted,*  
**Bob Wilton**  
 Chair

## Technology Committee

**Chair:** Roy Hummel

**Members:** Everett DeJong, Arie DenHollander, Ian Service, Bob Farrell, Vince Arone, Mike Malleck, CHT, Kyle Tobin, Mark Humphries, Gerald Boot, CLP, Patrick Kehoe, Greg Lawrie, Mark Bradley

The technology committee is a new group. It was formed as a subcommittee of the Grounds Management Commodity Group. The purpose of the group is to find or stimulate the development of fully integrated business software for grounds maintenance firms. There are many programs currently used in the trade, however, most companies are not satisfied.

The ideal software will:

- Be easy to use in all respects.
- Fully integrated with all business processes.
- Have a simplified or automated data entry method.
- Be scalable or modular.
- Fit the diversity of the industry.
- Be affordable with respect to upgrading and changes.
- Accessible with respect to off-the-shelf elements.

We look forward to completing our task in the new year.

*Respectfully submitted,*  
**Roy Hummel**  
 Chair

# Volunteers

**Abate Wori Abate**

Ministry of Training, Colleges  
& Universities

**Robert Adams**

Adams Lawncare Inc

**Randy Adams**

RM Adams Trucking Ltd

**Walter Afanasiew**

Aqua Turf Sprinkler Systems

**Bob Allen**

RW Allen Horticultural  
Services Inc

**Janet Anderson**

Janet Anderson, Distinct  
Perennials

**Chris Andrews**

Canadian Nursery Landscape  
Association

**Dean Armstrong**

Hunter Industries Inc

**John Bakker III**

JC Bakker & Sons Ltd

**Jarrod Barakett**

Deer Ridge Golf Course

**Jim Bauer**

Jim Bauer Landscape  
& Garden Maintenance

**Bill Beamish**

Beamish Landscape Services

**Scott Beaudoin**

Manchester Products

**Barry Benjamin**

Barry Benjamin & Associates

**Gerald Boot, CLP**

Boot's Landscaping  
& Maintenance Ltd

**Neil Bouma**

Picture Perfect Landscaping  
Quinte Ltd.

**Mark Bradley**

The Beach Gardener Inc

**Dave Braun**

Braun Nurseries

**Rob Brogee, CIT**

Resicom Contracting Inc

**Shannon Brown**

Suburban Landscaping

**Cheryl Brown**

TS Benefit Solutions

**Bart Brusse**

Sheridan Nurseries

**John Buikema**

Jan Gelderman Landscaping Ltd

**Owen Burmania**

Sunsational Landscapes Inc

**Daryl Bycraft, CHT**

Bycraft Gardens

**Connie Cadotte, CLD**

Home & Garden Retreat

**Joseph Carter**

Creative Irrigation Solutions Inc

**Diana Cassidy-Bush**

Connon Nurseries Ltd,  
CBV Holdings

**Laura Catalano**

Nisco National Leasing

**Michael Celetti**

OMAF

**Harry Chang**

Humber College

**Sally Harvey, CHT, CLP**

Green Design Landscaping Inc

**Phil Charal**

Allweather Landscape Co Ltd

**Pam Charbonneau**

Guelph Turfgrass Institute

**Don Chase, CLD**
**Terry Childs**

Nature's Way Landscaping

**Dr. Calvin Chong**

Horticultural Research Institute

**Jacki Ciphery, CLP**

Water's Edge Landscaping

**Dan Clost, CHT**

Connon/CB Trenton

**Brian Cocks, CHT**

Brian Cocks Nursery  
& Landscaping

**Michelle Cocks**

Brian Cocks Nursery  
& Landscaping

**Dave Colborne**

Turf Pro Professional  
Landscape Maintenance Ltd

**Nancy Collins**
**Douglas Coote**

DG Coote Enterprises

**Tim Craddock**
**Tim Cruickshanks**

Cruickshanks Property  
Services Inc

**Peter Cullen**

Cullen Landscaping Ltd

**Alan Darlington**

Air Quality Solutions Ltd

**Gavin Dawson**

GreenLawn Ltd - Toronto West

**Sonia Day**
**Darcy DeCaluwe**

Stone in Style Ltd

**Harold Deenen, CLP**

Hank Deenen Landscaping  
Limited

**Caroline DeVries**

TradeWinds International  
Sales Co Inc

**Horst Dickert**
**Phil Dickie**

Fast Forest

**Barry Dickson**

BR Dickson Equipment Inc

**Charlie Dobbin, CHT, CLP**

Paul Doornbos  
Mills Flowers

**James Doyle**

Davey Tree Expert Company  
Canada

**Lindsay Drake Nightingale**

Yorkshire Garden Services Inc

**Beth Edney, CLD**

Designs By The Yard Inc

**Kim Edwards**
**Jeff Eidsness, CHT**

Clintar Groundskeeping Service  
- London

**David Emmons**

Dave Emmons Plants

**Eric Endersby, CHT**

Key West Tropicals Ltd

**Kristen Farewell**
**Lorraine Flanigan**
**John Flatt**

Crimson Leaf Landscaping Ltd

**Shawn Foley, CIT**

The Waterboys Inground  
Sprinklers

**Kent Ford, CLD**

Kent Ford Design Group Inc

**Ann Fovargue-Jakins**

Stone Throw Too

**John Fulford**

Gerrits Property Services Inc

**Carol Fulford**

Gerrits Property Services

**Dan Garlatti**

Garlatti Landscaping Inc

**Jim Garret**

Mori Nurseries

**Andrew Gaydon**

Vanden Bussche Irrigation  
& Equipment Ltd

**Hank Gelderman, CHT**

Jan Gelderman Landscaping Ltd

**Harry Gelderman**

Jan Gelderman Landscaping

**Wendy Gervais**

Mr Grass Landscaping Ltd

**Gillian Glazer**

John Deere Landscapes Ltd

**Michael Goldman**

Ontario Pest Control Association

**Mark Goodman**

Enviroking Lawn Care Ltd

**Kees Govers**

Janet Anderson Distinct  
Perennials

**Earle Graham**

Lakelands Irrigation

**Chris Graham**

BritAli Gardens

**Perry Grobe**

Grobe Nursery

**Olya Grod**

Flowers Canada (Ontario) Inc

**Steve Hary**

The Landscape Company Inc

**Walter Hasselman**

Dutchman's Landscaping Ltd

**Mike Hayes**

Allgreen Tree Service Inc

**Edward Hewis**

Ground Control Contracting

**John Hewson**

Greenscape Lawn Maintenance

**David Holmlund**

D Holmlund Landscaping

**Barry Hordyk**

Shademaster Landscaping

**Martin Horsman**

Jan Gelderman Landscaping

**Gavin Hume**

Dutchman's Landscaping Ltd

**Roy Hummel**

Jan Gelderman Landscaping Ltd

**Peter Hummel**

Grandview Landscaping

**Mark Humphries**

Humphries Landscape Services

**Judith Humphries, CLD**

A Garden For All Season

**Harry Hutten, CIT**

Select Sprinklers

**Tom Intven**

Canadale Nurseries Ltd

**Pauline Intven**

Canadale Nurseries Ltd

**Kevin Jensen, CIT**

Turf Care

**Joan Johnston**

Peter Knippel Nursery Inc

**Alistair Johnston**

Strybos Barron King

**Tim Kearney**

Garden Creations of Ottawa Ltd

**John Keenan**

Wright Landscape Services

**Robert Kennaley**

McLaughlin & Associates

**Hella Keppo, CLD**

Stems Interior Landscaping

**Rob Kerr**

Kerr & Kerr Landscaping  
& Property Maintenance Inc

**Karl Klinck**

Orchard Farm Nursery Ltd

**Liz Klose**

Niagara Parks School  
of Horticulture

**Ben Kobes**

Kobes Nurseries Inc

**Ron Koudys, CLD**

Fanshawe College

**Terry Kowalski**

Kowalski Landscaping

**John Ladds**

Turf Management Systems Inc

**Marty Lamers**

Allan Block Retaining Walls

**John Langendoen**

Willowbrook Nurseries Inc

**Chris Langendoen**

Willowbrook Nurseries Inc

**Mike LaPorte**

Elwood Property

**Bob Lawrie**

Rust Oil Canada

**Eugene Lazier**

Lawn Care Professionals

**Graham Leishman**

Leishman Landscaping Ltd

- Chris Lemcke**  
Turf Operation Scarborough Inc  
(Weed Man-Scarborough)
- Jennifer Llewellyn**  
Ontario Ministry of Agriculture,  
Food and Rural Affairs
- Brian Lofgren**  
Horta-Craft Limited
- Anthony Lombardi, CLD**
- Russel Loney**  
Loney Landscaping Ltd
- Glen Lumis**  
University of Guelph
- Steve Macartney, CIT**  
Raintree Irrigation & Outdoor  
Systems
- Len Mancini**  
Holland Park Garden Gallery
- Brian Marsh**  
Townscaping Inc
- Bob McCannell**  
RL McCannell Enterprise
- Jim McCracken**  
Hugh McCracken Limited  
o/a McCracken Landscape Design
- Don McLaren**  
McLaren Equipment
- Ann-Louise McLaughlin**  
Limestone Construction  
and Landscaping
- Oliver McLeod, CHT, CLP**  
Beach McLeod
- Jeff McMann, CHT**  
Corporation of the Town of Markham
- Jim McMillen**
- Burke McNeill**
- Leo McPherson**  
MCP Landscape Contractors
- Don McQueen**  
Nutri Lawn - Oakville/Hamilton
- Beth Melanson**  
James Landscaping Company  
Limited
- Wayne Michaud**  
Nature's Pride
- Perry Molema**  
Colonial Nurseries
- Hank Mollema**  
TerraPro Corporation
- Jim Monk**  
Markham Property Services
- John Moons**  
Connon Nurseries/NVK  
Holdings Inc
- Bruce Morton, CIT**  
Greenscape Watering Systems Ltd
- Jay Murray**  
TLC Professional Landscaping
- Dave Nemeth**  
Elm Landscaping
- Rick Newbatt**  
Parkplace Property Management
- Terry Nicholson, CHT**  
Clintar Groundskeeping Service
- Colin Nisbet**  
National Golf Course Owner  
Association
- Darcy Olds**  
Aventis
- John O'Leary, CHT**  
Clintar Groundskeeping Service
- William Oliphant**  
Weed Man - Trenton
- Jeff Olsen**  
Brookdale Treeland Nurseries
- Peter Olsen**  
Brookdale Treeland Nurseries
- Paul Olsen**  
Brookdale Treeland Nurseries
- Peter Olsen**  
Royal City Nursery
- Michael Pascoe, CHT**  
Fanshawe College
- Matt Pawluk**  
Lakeshore Landscaping  
& Canadian Natural Stone
- Byron Pearson**  
Golfgreen Irrigation Services
- John Peets**  
John Peets Landscaping
- Fiona Penn Zieba**  
Fiona's Garden Gate
- Joe Peppone**  
Holland Park Garden Gallery
- Frans Peters**  
Humber Nurseries Limited
- Nick Pisano**  
National Research Council  
Canada
- Charles Prenevost, CHT**  
Plant Maintenance Group
- Fred Prescod, CHT**
- Chuck Pronger**  
Watergardens Unlimited
- Lisa Purves, CHT**  
Lisa Purves Garden Design  
& Consultation
- John Putzer**  
M. Putzer Hornby Nursery Ltd
- Robert Richards**  
Holland Valley Garden Centre
- Matt Robertson**  
Grower's Choice
- Darren Rodrigues**  
Sinclair-Cockburn Insurance  
Brokers
- Richard Rogers, CHT**  
RJ Rogers Landscaping Ltd
- Mike Ross**  
Rainbird
- Gregg Salivan**  
Salivan Landscape Ltd
- Greg Scarlett, CHT**  
Urban Landscape Solutions
- Haig Seferian, CLD**  
Seferian Design Group
- Gord Shuttleworth**  
Delaware Nursery Ltd
- Michael Skeggs**  
Skeggs Landscaping & Design
- Arthur Skolnik**  
Shibui Landscaping
- Greg Smith**  
Lange Transportation
- Irwin Smith**  
Flowers Canada (Ontario) Inc
- Steve Snider**  
Grobe Nursery
- Nick Solty**  
Solty & Sons Ltd
- Ted Spearing**  
Ground Covers Unlimited
- Suzie Sprout**  
Sprout's Premium Earth Products
- Stuart Sprout**  
Sprout's Premium Earth Products
- Karl Stensson**  
Sheridan Nurseries Ltd
- Howard Stensson**  
Sheridan Nurseries Ltd
- Bill Stensson**  
Sheridan Nurseries Ltd
- David Stewart**  
Custom Lawn Care
- Mark Story**  
Brampton Irrigation Inc
- Ron Swentiski, CLD**  
Trillium Associates
- Luba Taylor**  
BritAli Gardens
- Donald Tellier**  
St Clair College
- Jay Terryberry**  
St Clair College
- Robert Tester**  
TNT Property Maintenance
- Marc Thiebaud**  
OGS Grounds Maintenance  
Specialist
- Rene Thiebaud, CLP**  
OGS Landscape Services
- Mike Thomas**  
The Investment Guild
- Willem Tiemersma**  
Willand Grounds Maintenance
- Kyle Tobin**  
LawnSavers Plant Healthcare
- Edward Tooke**  
Ministry of Training, Colleges  
& Universities
- Koos Torenvliet**  
Environmental Design  
Landscaping Contractors Ltd
- Rhod Trainor**  
Hamilton Golf & Country Club
- Eric Trogdon**  
OPA
- Rodger Tschanz**  
University of Guelph
- Bob Tubby, CLP**  
Arbordale Landscaping/  
Moonstruck Landscape Lighting
- David Turnbull, CHT**  
David Turnbull & Associates
- Sharon Urquhart**  
Green Unlimited
- George Urvari**  
Oriole Landscaping Ltd
- Antonio Vaccari**  
Eco Solutions
- Louis Van Haastrecht**  
Dr Green Lawn Care
- Monica van Maris**  
Van Maris Holdings
- Bill Van Ryn**  
Bill Van Ryn Weed Control
- John van Staveren**  
The Garden Shop
- Darilyn Vanclief**  
Willowlee Sod Farms Ltd
- Kurt Vanclief**  
Willowlee Sod Farms Ltd
- Marc VandenHeuvel**  
Janet Anderson Distinct  
Perennials
- Jack VandeRee**  
Boot's Landscaping  
& Maintenance Ltd
- Dan Vanderkruk**  
Connon Nurseries Ltd, CBV
- Neil Vanderkruk**  
Connon Nurseries/NVK  
Holdings Inc
- Brent Vanderkruk**  
Connon Nurseries/NVK  
Holdings Inc
- Brian VanDyk**  
Landtech Design Landscape
- Chris Villeneuve, CIT**  
Nutri Lawn - Ottawa
- Don Voorhees**  
Noldus of Durham
- Bruce Warren**  
Hort Planners Consulting & BTN
- Mark Weavers**  
Plantscheme Contractors Ltd
- Margo Welch**  
Toronto Botanical Gardens
- Hans-Peter Werder**  
Pan American Nursery Co
- Alan White**  
Turf Systems Inc
- Ted Whitworth**  
Farm Safety Association
- Bruce Wilson**  
CA Building Products
- Robert Wilton**  
Clintar Groundskeeping Service
- Jarrett Woodard**  
The Stone Place
- Stephen Woods**  
Native Woods Nurseries
- John Wright**  
Wright Lawn Care
- David Wright**  
Wright Landscape Services
- David Wylie**  
Braun Nursery Limited
- Chuck Yates**  
Yates Exterior Services Inc
- Joseph Yu, CLD**  
ECO Landscape
- Fiore Zenone**  
Tumbleweed Lawncare and  
Landscaping
- Gary Zielke**  
John Deere Limited

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

**BALANCE SHEET**

	<b>2005 Audited Statements</b>	<b>2006 Audited Statements</b>
<b>Assets</b>		
Cash	316,947	544,629
Investments	1,284,553	1,203,708
Accrued Interest	35,061	61,696
Accounts Receivable	1,468,673	1,481,808
Prepaid Expenses	524,042	560,174
Building	1,254,137	1,254,137
<b>Total Assets</b>	<b>4,883,412</b>	<b>5,106,151</b>
<b>Liabilities &amp; Surplus</b>		
Accounts Payable	208,776	265,813
Accounts Payable-Garden Centre Group	31,538	31,747
Accounts Payable-Growers Group	1,234	7,582
Accounts Payable-IPM Symposium	(3,865)	1,600
Accounts Payable-Special Projects	268,708	164,277
Deferred Revenue	2,349,836	2,476,905
Hort. Centre Improvement Fund	600,850	561,923
Hort. Industry Development Fund	229,911	193,141
Technology Fund	0	26,123
Promotion Fund	0	0
Surplus-Members Equity	1,046,568	1,046,568
Net Income	149,855	330,471
<b>Total Liabilities &amp; Surplus</b>	<b>4,883,412</b>	<b>5,106,151</b>

**FUND ALLOCATIONS**

	<b>2005 Audited Statements</b>	<b>2006 Audited Statements</b>
<b>Horticultural Industry Development Fund</b>		
Opening Balance	281,900	284,839
Expenditures	(57,341)	(100,711)
Industry Funding/Donations	5,352	9,013
Transfer from Net Income	54,928	145,236
<b>Closing Balance</b>	<b>284,839</b>	<b>338,376</b>
<b>Horticultural Centre Improvement Fund</b>		
Opening Balance	632,321	655,778
Expenditures	(31,472)	(93,854)
Transfer from Net Income	54,928	145,236
<b>Closing Balance</b>	<b>655,778</b>	<b>707,159</b>
<b>Technology Fund</b>		
Opening Balance	0	40,000
Expenditures	0	(13,877)
Transfer from Net Income	40,000	20,000
Closing Balance	40,000	46,123
<b>Promotion Fund</b>		
Opening Balance	0	0
Expenditures	0	0
Transfer from Net Income	0	20,000
<b>Closing Balance</b>	<b>0</b>	<b>20,000</b>

LANDSCAPE ONTARIO ANNUAL REPORT 2006

AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

INVESTMENTS

Investments	Maturity Date	Rate of Return	Opening Value at Cost Sep 1/05	Purchases at Cost	Disposals	Gain/Loss Disposals	Realized Interest on Disposals	Accrued Interest Aug 31/06	Closing Value at Cost Aug 31/06	Market Value Sep 30/06
Province of BC Coupon	Jun 4, 2012	5.97 %	39,264		(54,870)	5,555	10,051			
Province of Ontario Coupon	Dec 2, 2011	4.22 %	236,624					26,489	236,624	274,017
Province of Ontario Coupon	Jun 2, 2012	4.40 %	170,206					12,909	170,206	185,914
Aim Canada Growth Fund			59,768		(55,639)	(4,129)				
Province of BC Coupon	Jul 9, 2018	5.02 %	78,691					5,621	78,691	88,260
Province of Ontario Coupon	Jan 13, 2013	4.08 %		200,000				5,298	200,000	203,865
Province of Ontario Coupon	Aug 7, 2016	4.33 %		362,787				10,200	362,787	370,006
Ontario Savings Bond	Jun 21, 2012	2.35 %	500,000		(500,000)		5,875			
Ontario Savings Bond	Jun 21, 2013	3.90 %		155,400				1,179	155,400	156,363
RBC Cdn Money Mkt Fund				56,907	(57,031)	125				
Royal Bank - GIC	Nov 23, 2006	2.50 %		250,000	(250,000)		2,315			
Royal Bank - GIC	Oct 18, 2006	2.25 %		400,000	(400,000)		7,447			
Royal Bank - GIC	Sep 21, 2006	2.00 %		200,000	(200,000)		1,808			
Royal Bank - GIC	Aug 10, 2006	1.75 %	200,000		(200,000)		1,975			
<b>Totals</b>			<b>1,284,553</b>	<b>1,625,093</b>	<b>(1,717,540)</b>	<b>1,551</b>	<b>29,471</b>	<b>61,696</b>	<b>1,203,708</b>	<b>1,278,425</b>

INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
General	84,305	197,301	167,000	191,000	191,000
Membership	777,893	864,198	780,000	943,500	943,500
Publications	922,614	1,011,439	879,400	957,500	957,500
Congress	1,565,844	1,664,926	1,762,000	1,686,075	1,686,075
Garden Expo	593,676	601,984	593,700	605,000	605,000
Education	277,458	275,172	200,000	230,000	230,000
<b>Total Revenue</b>	<b>4,221,790</b>	<b>4,615,019</b>	<b>4,382,100</b>	<b>4,613,075</b>	<b>4,613,075</b>
<b>Expenses:</b>					
General	1,819,784	1,964,686	1,968,500	2,069,563	2,069,563
Membership	442,562	478,274	526,684	562,896	562,896
Publications	428,818	438,086	391,250	418,750	418,750
Congress	846,058	887,384	938,500	1,005,710	1,005,710
Garden Expo	269,852	272,516	276,200	313,950	313,950
Education	264,861	243,602	232,000	229,500	229,500
<b>Total Expenses</b>	<b>4,071,934</b>	<b>4,284,548</b>	<b>4,333,134</b>	<b>4,600,369</b>	<b>4,600,369</b>
<b>Net Income (Loss)</b>	<b>149,856</b>	<b>330,471</b>	<b>48,966</b>	<b>12,706</b>	<b>12,706</b>

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

## INCOME STATEMENT - GENERAL

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
Rent	96,973	99,956	95,000	98,000	98,000
Administration Fees	26,877	32,250	26,000	32,000	32,000
Earned Interest	26,922	56,624	40,000	55,000	55,000
Gains/Losses - Investments	(67,427)	1,551	5,000	5,000	5,000
Miscellaneous	959	6,920	1,000	1,000	1,000
<b>Total Revenue</b>	<b>84,305</b>	<b>197,301</b>	<b>167,000</b>	<b>191,000</b>	<b>191,000</b>
<b>Expenses:</b>					
Administrative Expenses					
Property Taxes	38,707	48,109	42,000	55,000	55,000
Telephone	30,284	38,031	30,000	35,000	35,000
Hydro	29,598	30,603	30,000	30,000	30,000
Heat	25,451	22,456	26,000	27,000	27,000
Maintenance - Building	60,707	62,117	60,000	70,000	70,000
Maintenance - Yard	25,846	31,011	32,000	32,000	32,000
Office Supplies	35,508	36,799	38,000	38,000	38,000
Office Equipment	17,464	15,687	30,000	30,000	30,000
Computer Equipment/Software	14,321	24,899	30,000	30,000	30,000
Postage	24,712	23,267	25,000	26,000	26,000
Courier	3,248	3,666	4,000	4,000	4,000
Audit	15,000	14,000	13,000	14,000	14,000
Legal Fees	3,698	1,945	2,000	2,000	2,000
Advertising	1,500	2,172	2,000	2,500	2,500
Insurance Expense	14,347	18,064	15,000	17,000	17,000
Meeting Expenses	12,286	17,565	13,000	17,000	17,000
Travel	46,918	60,376	50,000	55,000	55,000
Dues & Subscriptions	7,427	8,398	8,000	8,000	8,000
Donations	4,394	2,450	4,000	2,500	2,500
Training (Staff)	4,973	3,265	10,000	5,000	5,000
Miscellaneous Expenses	7,835	8,432	14,000	15,000	15,000
Interest Expense (Loan)	0	1	500	500	500
Interest Expense (Mortgage)	0	0	0	0	0
Bank Charges & Interest	32,568	39,059	34,000	36,000	36,000
(Gain) Loss on Foreign Exchange	(713)	(3,084)	0	0	0
Administration Costs	0	4,000	0	5,000	5,000
	<b>456,079</b>	<b>513,287</b>	<b>512,500</b>	<b>556,500</b>	<b>556,500</b>
<b>Compensation:</b>					
Wages	1,193,148	1,258,539	1,270,000	1,330,000	1,330,000
Benefits	102,270	121,617	112,000	105,000	105,000
Source Deductions	68,286	71,243	74,000	78,063	78,063
<b>Total Compensation</b>	<b>1,363,705</b>	<b>1,451,399</b>	<b>1,456,000</b>	<b>1,513,063</b>	<b>1,513,063</b>
<b>Total Expenses</b>	<b>1,819,784</b>	<b>1,964,686</b>	<b>1,968,500</b>	<b>2,069,563</b>	<b>2,069,563</b>
<b>Net Income (Loss)</b>	<b>(1,735,479)</b>	<b>(1,767,385)</b>	<b>(1,801,500)</b>	<b>(1,878,563)</b>	<b>(1,878,563)</b>
<b>Wage Allocations</b>	<b>969,464</b>	<b>1,037,061</b>			
<b>Overhead Allocations</b>	<b>501,309</b>	<b>564,917</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>(264,706)</b>	<b>(165,407)</b>			

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

## INCOME STATEMENT - MEMBERSHIP SERVICES

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue</b>					
Membership Dues	696,009	779,446	710,000	865,500	865,500
Awards of Excellence	12,174	17,805	12,000	15,000	15,000
Merchandise/Services	19,673	13,276	13,000	13,000	13,000
Referral Fees	50,036	53,670	45,000	50,000	50,000
<b>Total Revenue</b>	<b>777,893</b>	<b>864,198</b>	<b>780,000</b>	<b>943,500</b>	<b>943,500</b>
<b>Expenses - General:</b>					
CNLA Membership Dues	146,880	213,635	227,000	250,000	250,000
Member Subscriptions	60,000	60,000	60,000	66,000	66,000
Awards Of Excellence	57,802	57,789	58,000	60,000	60,000
Membership Plaques	3,492	8,444	5,000	8,000	8,000
Annual Report	1,894	1,800	3,000	2,000	2,000
Web Site Maintenance	14,534	13,977	15,000	15,000	15,000
Merchandise	6,480	4,620	3,000	3,000	3,000
Membership Brochure	4,660	1,473	5,000	2,500	2,500
Membership Campaign	9,909	2,994	10,000	10,000	10,000
Membership Booth	6,050	4,818	5,000	5,000	5,000
Promotion	42,791	35,420	45,000	45,000	45,000
<b>Total General Expenses</b>	<b>354,493</b>	<b>404,969</b>	<b>436,000</b>	<b>466,500</b>	<b>466,500</b>
<b>Expenses - Chapters/Commodity Groups:</b>					
Windsor	3,556	3,560	3,560	3,500	3,500
London	4,696	2,399	6,108	6,316	6,316
Golden Horseshoe	8,616	8,814	8,814	9,100	9,100
Waterloo	5,630	6,784	6,784	6,944	6,944
Ottawa	5,250	5,484	5,484	5,640	5,640
Toronto	6,164	12,206	20,452	21,496	21,496
Georgian Lakelands	5,926	5,874	5,874	6,368	6,368
Durham	5,718	6,016	6,108	6,472	6,472
Upper Canada	3,290	3,238	3,500	3,560	3,560
Chapter Assistance	19,353	0	0	0	0
Growers Group	3,320	3,009	3,000	3,000	3,000
Lawn Care Group	2,085	760	3,000	3,000	3,000
Garden Centre Group	1,711	1,238	3,000	3,000	3,000
Landscape Contractors Group	6,960	249	3,000	3,000	3,000
Grounds Maintenance Group	979	2,407	3,000	3,000	3,000
Designers Group	1,052	2,778	3,000	3,000	3,000
Interiorscape Group	933	2,893	3,000	3,000	3,000
Snow & Ice Group	0	1,051	0	3,000	3,000
Irrigation Group	2,829	4,544	3,000	3,000	3,000
<b>Total Chapter/Commodity Expenses</b>	<b>88,069</b>	<b>73,305</b>	<b>90,684</b>	<b>96,396</b>	<b>96,396</b>
<b>Total Expenses</b>	<b>442,562</b>	<b>478,274</b>	<b>526,684</b>	<b>562,896</b>	<b>562,896</b>
<b>Net Income (Loss)</b>	<b>335,331</b>	<b>385,924</b>	<b>253,316</b>	<b>380,604</b>	<b>380,604</b>
<b>Wage Allocations</b>	<b>(315,654)</b>	<b>(368,479)</b>			
<b>Overhead Allocations</b>	<b>(125,327)</b>	<b>(141,229)</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>(105,650)</b>	<b>(123,784)</b>			

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

## INCOME STATEMENT - CONGRESS

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
Exhibit Space	1,498,255	1,579,900	1,700,000	1,605,325	1,605,325
Exhibit Space - CFIA	66,150	74,250	75,000	82,000	82,000
Registration	112,098	130,836	120,000	130,000	130,000
Miscellaneous	17,107	14,809	10,000	12,000	12,000
<b>Total Revenue</b>	<b>1,693,610</b>	<b>1,799,796</b>	<b>1,905,000</b>	<b>1,829,325</b>	<b>1,829,325</b>
<b>Discounts:</b>					
Member Discounts	121,316	127,520	135,000	135,000	135,000
Member Discounts - CFIA	6,450	7,350	8,000	8,250	8,250
<b>Total Discounts</b>	<b>127,766</b>	<b>134,870</b>	<b>143,000</b>	<b>143,250</b>	<b>143,250</b>
<b>Gross Revenue</b>	<b>1,565,844</b>	<b>1,664,926</b>	<b>1,762,000</b>	<b>1,686,075</b>	<b>1,686,075</b>
<b>Expenses:</b>					
Exhibit Hall	289,000	308,000	303,000	328,610	328,610
Security	22,765	22,391	24,000	25,000	25,000
Show Services	101,168	110,475	110,000	118,000	118,000
Feature Area	4,769	5,251	5,000	7,000	7,000
Garden Subsidy	0	4,453	5,000	5,000	5,000
Speakers	21,291	24,061	40,000	35,000	35,000
Registration Services	37,159	39,003	38,000	40,000	40,000
Audio Visual Equipment	23,365	26,274	27,000	30,000	30,000
Entertainment	12,171	19,394	14,000	23,000	23,000
Receptions	25,911	31,131	32,000	32,000	32,000
Printing	42,158	42,343	45,000	42,000	42,000
Promotion	29,710	14,401	30,000	20,500	20,500
Public Relations Services		0	0	9,000	9,000
Survey		0	0	6,000	6,000
Advertising	39,056	35,713	43,000	45,000	45,000
Photography	1,944	1,944	2,000	2,600	2,600
Flowers	3,701	3,901	4,000	5,000	5,000
Gifts/Gratuities	2,082	0	2,500	2,500	2,500
Move In/Move Out	60,188	64,245	65,000	72,000	72,000
Travel	44,448	45,232	45,000	45,000	45,000
Snow Removal	0	0	10,000	10,000	10,000
Insurance	8,613	6,453	10,000	7,000	7,000
Postage	12,033	16,905	13,000	17,500	17,500
Parking	6,830	7,544	7,000	8,000	8,000
Police	1,109	1,170	1,500	1,500	1,500
Janitorial	27,500	29,050	31,000	33,000	33,000
Software	5,090	4,455	6,000	6,000	6,000
Labour	3,310	3,240	4,000	4,500	4,500
Commissions - Others	14,600	17,225	15,500	19,000	19,000
Miscellaneous	6,087	3,130	6,000	6,000	6,000
<b>Total Expenses</b>	<b>846,058</b>	<b>887,384</b>	<b>938,500</b>	<b>1,005,710</b>	<b>1,005,710</b>
<b>Net Income (Loss)</b>	<b>719,786</b>	<b>777,542</b>	<b>823,500</b>	<b>680,365</b>	<b>680,365</b>
<b>Wage Allocations</b>	<b>(192,717)</b>	<b>(168,030)</b>			
<b>Overhead Allocations</b>	<b>(125,327)</b>	<b>(141,229)</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>401,742</b>	<b>468,283</b>			

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

## INCOME STATEMENT - GARDEN EXPO

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
Exhibit Space	563,840	565,500	566,000	577,000	577,000
Exhibit Space - Florist Expo	44,225	49,200	48,000	50,000	50,000
Miscellaneous	1,101	9,221	1,000	2,000	2,000
<b>Total Revenue</b>	<b>609,166</b>	<b>623,921</b>	<b>615,000</b>	<b>629,000</b>	<b>629,000</b>
<b>Discounts:</b>					
Member Discounts	13,890	19,763	19,000	21,000	21,000
Member Discounts - Florist Expo	1,600	2,175	2,300	3,000	3,000
<b>Total Discounts</b>	<b>15,490</b>	<b>21,938</b>	<b>21,300</b>	<b>24,000</b>	<b>24,000</b>
<b>Gross Revenue</b>	<b>593,676</b>	<b>601,984</b>	<b>593,700</b>	<b>605,000</b>	<b>605,000</b>
<b>Expenses:</b>					
Exhibit Hall	98,300	87,510	92,000	92,800	92,800
Security	7,438	7,231	7,000	7,600	7,600
Show Services	32,440	33,390	34,000	36,000	36,000
Registration Services	11,304	11,772	12,000	13,000	13,000
Printing	20,470	21,876	22,000	24,000	24,000
Promotion	6,245	8,790	8,000	10,000	10,000
Public Relations Services		0	0	5,000	5,000
Survey		0	0	5,000	5,000
Advertising	24,480	27,221	26,500	33,350	33,350
Move In/Move Out	27,764	29,228	29,000	33,000	33,000
Travel	8,030	8,203	8,000	9,500	9,500
Postage	6,658	7,113	7,300	8,000	8,000
Parking	1,007	1,260	1,200	1,500	1,500
Receptions	3,645	4,775	4,000	6,000	6,000
Janitorial	7,500	7,500	8,500	8,500	8,500
Software	3,000	4,221	3,700	4,700	4,700
Commissions - Others	10,154	11,275	11,000	12,000	12,000
Miscellaneous	1,417	1,151	2,000	4,000	4,000
<b>Total Expenses</b>	<b>269,852</b>	<b>272,516</b>	<b>276,200</b>	<b>313,950</b>	<b>313,950</b>
<b>Net Income (Loss)</b>	<b>323,825</b>	<b>329,468</b>	<b>317,500</b>	<b>291,050</b>	<b>291,050</b>
<b>Wage Allocations</b>	<b>(79,546)</b>	<b>(110,269)</b>			
<b>Overhead Allocations</b>	<b>(93,995)</b>	<b>(105,922)</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>150,284</b>	<b>113,277</b>			

AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

**INCOME STATEMENT - *HORTICULTURE REVIEW***

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
Advertising	151,287	180,523	162,000	167,000	167,000
Polybag	7,385	3,796	6,000	5,000	5,000
Classified Ads	23,367	28,366	20,000	25,000	25,000
Subscriptions	1,594	1,898	2,000	2,000	2,000
Member Subscriptions	30,000	30,000	30,000	33,000	33,000
<b>Total Revenue</b>	<b>213,632</b>	<b>244,583</b>	<b>220,000</b>	<b>232,000</b>	<b>232,000</b>
<b>Discounts:</b>					
Member Discounts	24,449	30,940	28,000	28,000	28,000
Agency Discounts	916	293	600	500	500
<b>Total Discounts</b>	<b>25,365</b>	<b>31,233</b>	<b>28,600</b>	<b>28,500</b>	<b>28,500</b>
<b>Gross Revenue</b>	<b>188,267</b>	<b>213,350</b>	<b>191,400</b>	<b>203,500</b>	<b>203,500</b>
<b>Expenses:</b>					
Printing/Artwork	44,441	49,185	50,000	42,000	42,000
Freelance Editorial	350	1,392	1,500	1,500	1,500
Editorial Travel	1,594	1,022	2,000	2,000	2,000
Mail Preparations	4,367	4,541	3,000	3,200	3,200
Poly Bag Costs	1,796	1,105	1,500	1,500	1,500
Postage (2nd Class)	15,785	15,855	16,000	15,000	15,000
Postage (Foreign)	983	1,099	1,000	1,000	1,000
Courier Charges	379	323	500	500	500
Promotion/Media Kits	387	302	500	500	500
Photo Supplies/Processing	19	16	0	0	0
Miscellaneous	0	75	250	250	250
Bad Debts	0	0	1,500	1,000	1,000
<b>Total Expenses</b>	<b>70,101</b>	<b>74,915</b>	<b>77,750</b>	<b>68,450</b>	<b>68,450</b>
<b>Net Income (Loss)</b>	<b>118,166</b>	<b>138,435</b>	<b>113,650</b>	<b>135,050</b>	<b>135,050</b>
<b>Wage Allocations</b>	<b>(104,508)</b>	<b>(113,328)</b>			
<b>Overhead Allocations</b>	<b>(31,332)</b>	<b>(35,307)</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>(17,674)</b>	<b>(10,200)</b>			

**PUBLISHING SPECIAL PROJECTS**

Revenue	90,506	98,581	42,000	80,000	80,000
Expenses	62,482	51,751	32,000	60,000	60,000
Net Income (Loss)	28,024	46,830	10,000	20,000	20,000
Wage Allocations	(16,206)	(7,335)			
Overhead Allocations	0	0			
Net Income (Loss) Net of Allocations	11,818	39,495			

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

**INCOME STATEMENT - LANDSCAPE TRADES**

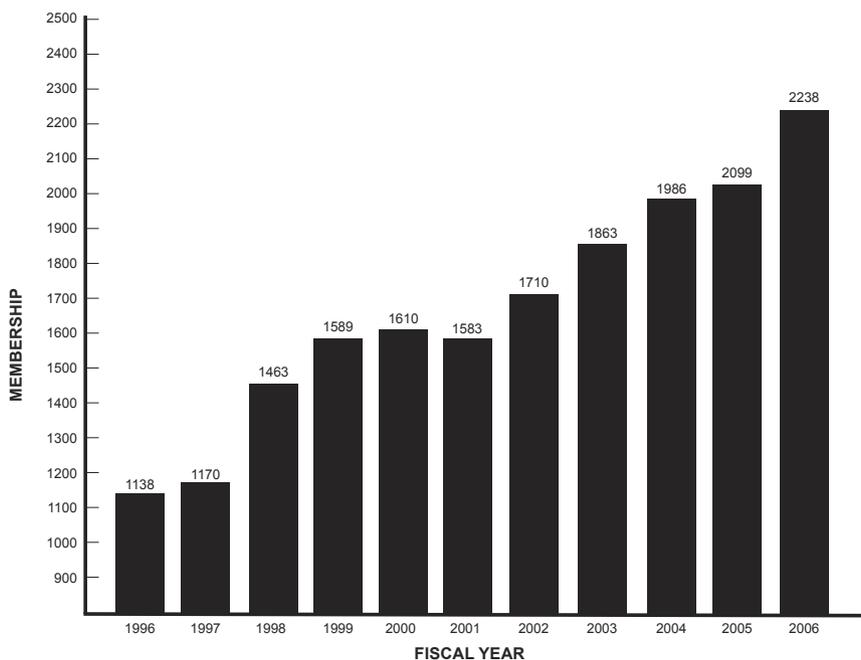
	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
Advertising	658,135	710,413	662,000	695,000	695,000
Polybag	31,399	44,211	25,000	28,000	28,000
Classified Ads	6,777	5,715	7,000	6,000	6,000
Subscriptions	13,993	11,571	20,000	12,000	12,000
Member Subscriptions	30,000	30,000	30,000	33,000	33,000
<b>Total Revenue</b>	<b>740,304</b>	<b>801,910</b>	<b>744,000</b>	<b>774,000</b>	<b>774,000</b>
<b>Discounts:</b>					
Member Discounts	71,632	73,068	76,000	75,000	75,000
Agency Discounts	24,831	29,334	22,000	25,000	25,000
<b>Total Discounts</b>	<b>96,463</b>	<b>102,402</b>	<b>98,000</b>	<b>100,000</b>	<b>100,000</b>
<b>Gross Revenue</b>	<b>643,841</b>	<b>699,508</b>	<b>646,000</b>	<b>674,000</b>	<b>674,000</b>
<b>Expenses:</b>					
Printing/Artwork	154,424	163,319	153,000	153,000	153,000
Freelance Editorial	28,959	26,971	23,000	24,000	24,000
Editorial Travel	2,510	803	4,000	3,000	3,000
Sales Travel	19,034	25,073	17,000	20,000	20,000
Mail Preparation	8,224	9,108	7,000	7,500	7,500
Poly Bag Costs	6,415	10,902	6,000	6,500	6,500
Postage (2nd Class)	44,862	47,075	40,000	45,000	45,000
Postage (Foreign)	3,178	4,449	4,000	5,000	5,000
Courier Charges	4,017	3,246	2,500	2,800	2,800
Subscription Campaign	0	0	4,000	2,000	2,000
Promotion/Media Kits	17,324	14,050	14,000	15,000	15,000
CCAB Circulation Audit	4,856	4,840	4,500	5,000	5,000
Miscellaneous	769	588	500	500	500
Bad Debts	1,662	996	2,000	1,000	1,000
<b>Total Expenses</b>	<b>296,234</b>	<b>311,420</b>	<b>281,500</b>	<b>290,300</b>	<b>290,300</b>
<b>Net Income (Loss)</b>	<b>347,607</b>	<b>388,088</b>	<b>364,500</b>	<b>383,700</b>	<b>383,700</b>
<b>Wage Allocations</b>	<b>(172,765)</b>	<b>(161,028)</b>			
<b>Overhead Allocations</b>	<b>(62,664)</b>	<b>(70,615)</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>112,178</b>	<b>156,445</b>			

## AUDITED FINANCIAL STATEMENTS - YEAR ENDED AUGUST 31, 2006

## INCOME STATEMENT - EDUCATION

	2005 Audited Statements	2006 Audited Statements	2006 Revised Budgets	2007 Revised Budgets	2008 Proposed Budgets
<b>Revenue:</b>					
Special Projects	83,659	43,462	15,000	15,000	15,000
Trade Courses	141,192	171,598	140,000	160,000	160,000
Certification	52,606	60,111	45,000	55,000	55,000
<b>Total Revenue</b>	<b>277,458</b>	<b>275,172</b>	<b>200,000</b>	<b>230,000</b>	<b>230,000</b>
<b>Expenses:</b>					
Special Projects	42,049	22,486	10,000	10,000	10,000
Trade Courses	91,036	89,252	90,000	90,000	90,000
Certification	30,817	36,120	30,000	30,000	30,000
Promotion	18,859	13,743	20,000	17,500	17,500
OHHRC Funding	70,100	70,000	70,000	70,000	70,000
Foundation Scholarships Funding	12,000	12,000	12,000	12,000	12,000
<b>Total Expenses</b>	<b>264,861</b>	<b>243,602</b>	<b>232,000</b>	<b>229,500</b>	<b>229,500</b>
<b>Net Income (Loss)</b>	<b>12,597</b>	<b>31,570</b>	<b>(32,000)</b>	<b>500</b>	<b>500</b>
<b>Wage Allocations</b>	<b>(88,068)</b>	<b>(108,592)</b>			
<b>Overhead Allocations</b>	<b>(62,664)</b>	<b>(70,615)</b>			
<b>Net Income (Loss) Net of Allocations</b>	<b>(138,135)</b>	<b>(147,637)</b>			

## MEMBERSHIP COUNT 1996-2006



## MEMBERSHIP BREAKDOWN 2006

