

HORTICULTURAL TRADES ASSOCIATION
landscape ontario.com



EASTERN ONTARIO EVENTS

Ottawa and Upper Canada Chapters
November 2009 to May 2010

Prosperity
Partners



Sales success
Financial health
Professional operations
Customers for life
Leadership excellence

Contents and Registration Information

Landscape Ontario members and non-members are invited to participate in all educational offerings.

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Registration Form.....Back Inside Cover

How to Register for Seminars:

You can register:

- 1) By mail or fax - please use the form on facing page or at the back of this brochure
- 2) On-line at www.horttrades.com/ottawaseminars beginning November 1st. A simple password system is used on this site; please follow the directions to receive your password. Members and non-members can use the password system at no charge.

Chapter Meetings:

There is no charge for the education at chapter meetings, and registration is not required. Potential members are invited to come to chapter meetings to see what Landscape Ontario is all about.

Please refer to each seminar description for details and contact information. Unless otherwise indicated, please direct questions to the LO Ottawa office at (613) 796-5156.



17th Annual GreenTrade Expo 2010

Eastern Ontario's Landscape Professionals Trade Show

February 17th, 2010

9am – 4pm

Lansdowne Park, Ottawa



GreenTrade Expo 2010... The Green Industry's Products & Services Showcase For Eastern Ontario...

Mark Your Calendars for... Wednesday, February 17th, 2010
Lansdowne Park, Ottawa – 9 am to 4 pm

Now in its 17th year, **GreenTrade Expo**, is *the* 'must-attend, don't miss it' business-building, new products and networking event for Eastern Ontario & Western Quebec green industry & **landscape professionals**. Typically over 100 companies display thousands of new products, services and ideas to help you grow your business, and save time and money on your business needs.

Attend our **Profit Builders Luncheon** (details below), and be among the first to get all the latest and greatest advances... and see what's new for 2010 growing season!

Featured for GreenTrade 2010...

Our 3rd Annual Profit Builder's Luncheon...

featuring Mr. Jim Paluch, Speaking about 'A Better Way'

The economy's been tough... finding good people, even tougher. Add to that the seemingly uncooperative weather the last couple of seasons... and you have an almost perfect storm for our industry. Founder of **JP Horizons**, Jim will take us through the details of '**A Better Way**,' a movement to unite contractors, suppliers, educators, and consultants through a common vision – putting the **green** back in the **green industry**. Embracing solid, ongoing marketing, along with the **A Better Way** approach will help us capture the business opportunities of today, while creating a better world for tomorrow. It's a perfect fit with Landscape Ontario's **Green for Life** initiatives.

Jim will describe how we can accomplish these noble goals by focusing on these three, essential, bottom line results...

- ◆ **Your People** – Finding a better way to grow personally, while energizing others to improve themselves
- ◆ **Your Profit** – Finding a better way to drive your revenue and reduce costs, while taking action to improve your financial performance and quality of life
- ◆ **The Planet** – Finding a better way to work and live today... that will sustain the world for our children... and their children.

By focusing on these, key points we can grow our teams & our businesses, **and** create a sustainable future & better world for all those we serve.

Join us as Jim cultivates and inspires the *actipreneur* in each of us.

Questions?

Visit www.GreenTrade.ca...

Or call the GreenTrade information line at – **613.796.5156**

Proudly presented by...
The Ottawa Chapter
Of Landscape Ontario

Call for Details ... **613.796.5156**
www.GreenTrade.ca

HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com



Eastern Ontario Events at a Glance

Please see more details on these events, listed by date starting on page 6 of this book

Educational Events for Fall 2009 to Summer 2010:

ABC's of Irrigation - Wednesday, February 9, 9 a.m.- 4 p.m. - <i>Strathcona Paper Centre, Napanee</i>	21
Certification Exams-all - Wednesday, February 17, 3:30 p.m. - <i>Ottawa Civic Centre, Ottawa</i>	14
Chapter Meeting - Ottawa, Tuesday October 20, 9:30 a.m. - <i>RA Centre</i>	6
Chapter Meeting - Ottawa, Tuesday, November 17, 9:30 a.m. - <i>RA Centre</i> ,.....	7
Chapter Meeting - Ottawa - AGM and Elections, Tuesday, January 19, 9:30 a.m. - noon - <i>RA Centre</i> ,.....	8
Chapter Meeting - Upper Canada, Wednesday, January 20, 2010 - <i>Strathcona Paper Centre, Napanee</i>	20
Chapter Meeting - Upper Canada, Wednesday, February 10, 2010 - <i>Strathcona Paper Centre, Napanee</i>	21
Chapter Meeting - Upper Canada, Wednesday March 10, 2010 - <i>Strathcona Paper Centre, Napanee</i>	22
CHT - Practical Evaluations - Friday Sept. 17, 2010, 8 a.m. - 6 p.m. - <i>Kemptville College, Kemptville</i>	19
CHT - Written Evaluations - Thursday, Sept. 16, 2010, 1-5 p.m. - <i>Kemptville College, Kemptville</i>	19
CHT Prep-Soft & Hardscape Installation - Monday, November 9, 9 a.m. - noon <i>Garden Creations, Ottawa</i>	6
CHT Prep-Turf & Ornamental Maintenance - Monday, November 9, 1 - 4 p.m. <i>Garden Creations, Ottawa</i>	7
CIT (Certified Irrigation Technician) Exam - Wednesday, March 24, time and location <i>To Be Confirmed, Ottawa</i>	17
CIT (Certified Irrigation Technician) Seminar - Tuesday, March 23, 9 a.m. - 4 p.m. <i>Greenscape.ca, Ottawa</i>	16
CLD-Equipped to Design - Friday, February 26, 2010, 9 a.m. – 4 p.m. <i>Strathcona Paper Centre, Napanee</i>	22
CLD-Equipped to Design - Thursday, February 25, 9 a.m. - 4 p.m. - <i>Monterey Inn, Ottawa</i>	14
Corporate Financial Management (CLP module and stand-alone course) Tuesday, January 26, 9 a.m. - 4 p.m. - <i>Garden Creations, Ottawa</i>	10
Day of Tribute - Friday October 30, 9 a.m. - noon - <i>National Military Cemetery, Ottawa</i>	6
Estimating for Profit - Wednesday, February 3, 9 a.m. - 4 p.m. - <i>Monterey Inn, Ottawa</i>	11
Family Fun Day - Saturday, December 5, 2 p.m. - <i>Kings Creek Trees, Ottawa</i>	8
Fees vs. No Fees - Thursday, February 4, 9 a.m. - noon - <i>Monterey Inn, Ottawa</i>	11
First Aid & CPR: One-day Recertification - Wednesday, March 10, 8:30 a.m. - 4:30 p.m. <i>St John Ambulance, Ottawa</i>	15
First Aid (Standard) with Level 'A' CPR - Wednesday and Thursday February 10-11, 2010 8:30 a.m. - 4:30 p.m. - <i>Strathcona Paper Centre, Napanee</i>	21
First Aid (Standard) with Level 'A' CPR - Wednesday & Thursday March 24-25, 8:30 a.m. - 4:30 p.m. - <i>St John Ambulance, Ottawa</i>	17
Gaining an Edge with Selling Skills - Tuesday March 30, 9 a.m. - 4 p.m. - <i>RA Centre, Ottawa</i>	17
Grading & Drainage and Other Practical Calculation: An Introduction Wednesday January 20, 9 a.m. - 4 p.m. - <i>Monterey Inn, Ottawa</i>	9
Grading & Drainage-Advanced-Get It Right the First Time! - Wednesday, February 10, 9 a.m. - 4 p.m. - <i>Monterey Inn, Ottawa</i>	13
GreenTrade Expo 2010 - Wednesday, February 17, 9 a.m. - 4 p.m. - <i>Ottawa Civic Centre, Ottawa</i> ..	14

Human Resource Management PLUS Leadership and Corporate Citizenship (CLP module and stand-alone course) - Wednesday, January 27, 9 a.m. - 4 p.m. <i>Garden Creations, Ottawa</i>	10
ICPI Concrete Paver Installer Certification Course Level 1 Thursday and Friday, November 12-13 - <i>Trattoria Caffe Italia, Ottawa</i>	7
IPM Symposium - Tuesday, February 23, 8:30 a.m. - 4:30 p.m. - <i>Travelodge Hotel, Ottawa</i>	14
Law: What You Don't Know Can Hurt You! - Thursday, January 21, 9 a.m. - 4 p.m. <i>Monterey Inn, Ottawa</i>	9
Managing Work Crews More Profitably - Thursday, March 11, 9 a.m. - 4 p.m. - <i>Monterey Inn, Ottawa</i>	16
MTO and Bylaw - What You Don't Know Will Cost You - Friday February 5, 9 a.m. - 4 p.m. <i>RA Centre, Ottawa</i>	12
Ornamental Grasses in the Norther Garden - Monday March 29, 9 a.m. - noon - <i>RA Centre, Ottawa</i>	17
Paluch (Jim) / 'A Better Way' Event at GreenTrade Expo - Wednesday, February 17 <i>Ottawa Civic Centre, Ottawa</i>	14
Prosperity Partners-Best Practices - Tuesday, December 8, 9 a.m. - 4 p.m. <i>Garden Creations, Ottawa</i>	8
Prosperity Partners-Best Practices - Tuesday, January 19, 9 a.m. - 4 p.m. <i>Strathcona Paper Centre, Napanee</i>	20
Prosperity Partners-Best Practices - Tuesday, February 9, 9 a.m. - 4 p.m. <i>Garden Creations, Ottawa</i>	13
Prosperity Partners-Intro - Monday, November 2, 9 a.m. - 4 p.m. - <i>Garden Creations, Ottawa</i>	6
Prosperity Partners-Intro - Monday, January 18, 9 a.m. - 4 p.m. <i>Strathcona Paper Centre, Napanee</i>	20
Prosperity Partners-Intro - Tuesday, February 2, 9 a.m. - 4 p.m. - <i>Garden Creations, Ottawa</i>	11
Rideau Hall Grounds & Residence Tour - Thursday April 1, 10 a.m. - noon - <i>Rideau Hall, Ottawa</i>	18
Risks, Contracts & Legal Requirements PLUS Marketing and Sales Management (CLP module and stand-alone course) - Thursday, January 28, 9 a.m. - 4 p.m. <i>Garden Creations, Ottawa</i>	10
Roadmap to Retirement Planning - Thursday, February 4, 1 - 4 p.m. - <i>Monterey Inn, Ottawa</i>	12
SCIP - Friday February 5, 12, 19 and 26, 8:30 a.m. - 12:30 p.m., <i>Ottawa</i>	12
Seize Control of Your Operating Budget - Wednesday-Friday, December 2-4, 9 a.m. - 4 p.m. <i>Monterey Inn, Ottawa</i>	7
Skid Steer Certification Training - Monday, March 22, 9 a.m. - 2 p.m. <i>Battlefield Equipment, Ottawa</i>	16
Strategic Planning (CLP module and stand-alone course) - Monday, January 25, 9 a.m. - 4 p.m. - <i>Garden Creations, Ottawa</i>	9
Tree & Shrub Pruning-Introduction - Tuesday, April 6, 9 a.m. - 4 p.m. , <i>Garden Creations, Ottawa</i>	18
Unleash Your Green Potential! - Thursday, February 11, 9 a.m. - 4 p.m. - <i>Monterey Inn, Ottawa</i> ..	13
WHMIS Supervisor Training - Thursday, March 4, 8:30 a.m. - 12:30 p.m. - <i>ODHA, Ottawa</i>	15
WHMIS Train-the-Trainer - Thursday, March 11, 2010, 9 a.m. - noon <i>Strathcona Paper Centre, Napanee</i>	22
WHMIS Train-the-Trainer - Thursday, March 4, 1:30 - 3:30 p.m. - <i>ODHA, Ottawa</i>	15
WHMIS - Wednesday March 31, 10 a.m. - noon - <i>ODHA, Ottawa</i>	18
WHMIS - Thursday April 29, 8:30 - 10:30 a.m. - <i>ODHA, Ottawa</i>	18
WHMIS - Thursday May 27, 8:30 - 10:30 a.m. - <i>ODHA, Ottawa</i>	19

Ottawa Chapter Events:

Tuesday October 20, 10 a.m. – noon

October Ottawa Chapter Meeting

PLUS! Prosperity Partners Program, Accreditation, 'Red Seal' and the Horticultural Apprenticeship training program. MTCU will be onsite to help you sign up apprentices after the meeting

Speaker: To be confirmed

Location: RA Centre, 2451 Riverside Dr., Ottawa (613-733-5100 for directions)

Cost: No Charge to attend

Friday October 30th, 2009, 9 a.m. - noon, Rain or Shine

Day of Tribute - The Green Industry Honours our Fallen Service Men & Women

Please join us in paying tribute to our service men & women by volunteering a few hours to do what we do best: caring for the grounds at the National Military Cemetery. VOLUNTEERS are needed for: Aeration, fertilizing, overseeding, applications of gypsum, cutting back perennials, pruning roses, etc.

DONATIONS are needed of: fertilizer (lawn & tree/shrub), gypsum, grass seed and equipment to apply these Call today to volunteer; our industry is proud to once again serve our soldiers and their families.

Location: National Military Cemetery, Beechwood Cemetery, St. Laurent Boulevard, Ottawa

Questions? David Stewart—613-720-2333 davidstewart@rogers.com or

Lynn Lane—613-796-5156 llane@landscapeontario.com

Monday, November 2, 2009, 9 a.m. - 4 p.m.

Prosperity Partnership Seminar (Introduction)

This introductory seminar will get you started on to the road of success. The program is intended to help green industry members clarify what they excel at, and what components of their business need attention and improvement. A seminar workbook will be provided. LUNCH INCLUDED

Course Code: PP001-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Recommended for: Owner/Manager

Questions? For Prosperity Partners Roundtable Sessions near you, check www.horttrades.com/prodev.

Monday, November 9, 2009, 9 a.m. - noon

CHT Prep Seminar: Soft and Hardscape Installation

For all those interested in pursuing CHT accreditation, this intense half-day seminar will help. CHT instructors will review specific elements that tend to challenge participants. Components include 1.01 Common Core/Safety, 5.02 Softscape Plan Reading, 5.03 Softscape Horticultural Principles, 5.52 Plant Layout, 6.05 Hardscape Plan Reading, 6.06 Hardscape Principles and Calculations, 6.61 Grading and Drainage and 6.62 Instrument. Study manuals are mandatory and should be reviewed before attending. Manuals can be purchased at www.horttrades.com, under the professional development tab. LUNCH NOT INCLUDED

Course Code: LC023-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: CHT Instructor

Maximum: 10 participants for each seminar

Cost: \$50 for LO Members, \$85 for non-members (GST Included)

Recommended for: Landscape Construction/Contractors, Parks, General Interest

Unless otherwise noted, register at www.horttrades.com/ottawaseminars

Monday, November 9, 2009, 1 p.m. - 4 p.m.

CHT Prep Seminar: Turf and Ornamental Maintenance

For all those interested in pursuing CHT accreditation, this intense half-day seminar will help. CHT instructors will review specific elements that tend to challenge participants. Components include 1.01 Common Core/Safety, 8.09 Turfgrass Maintenance Calculations, 8.08 Turfgrass Maintenance Principles, 9.14 Ornamental Maintenance Calculations, 9.12 Ornamental Maintenance Horticultural Principles, 9.23 Lateral Repair and Head Adjustment, and 1.14 Chainsaw. Study manuals are mandatory and should be reviewed before attending. Manuals can be purchased at www.horttrades.com, under the professional development tab. LUNCH NOT INCLUDED.

Course Code: LC024-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: CHT Instructor

Maximum: 10 participants for each seminar

Cost: \$50 for LO Members, \$85 for non-members (GST Included)

Recommended for: Landscape Maintenance, Parks, General Interest, Garden Centres, Tree Care/Arborists, Irrigation

Thursday and Friday, November 12-13

ICPI Concrete Paver Installer Certification Course Level 1

Sponsored by Ottawa Brick & Stone with Techo-Bloc

Location: Trattoria Caffè Italia (254 Preston St. corner of Gladstone Ave.)

Cost: \$195 for LO Members, \$250 for non-members (GST Included)

To register: Contact Gilles Gravel (Ottawa Brick & Stone) gillesgravel@bellnet.ca or Cell 613-227-9179

Recommended for: General Interest, Parks, Landscape Construction/Contractors

Tuesday November 17, 9:30 a.m. - noon

November Ottawa Chapter Meeting

Don't confuse having a job/business with having a life. And what is a successful life anyway? Do you ever feel like your work is eating too much of your life and that your life really isn't in balance? Do you have trouble sleeping because your mind is going over all the things you need to do tomorrow? Will you make a lot of money only to succumb to stress related illness? This presentation gives you the tools to restore balance to your life immediately, so you can enjoy the fullness of a successful life. Networking and coffee begins at 9:30 a.m., meeting starts at 10 a.m.

Speaker: Sheila James - "Richness in Life Doesn't come from Money"

Location: RA Centre, 2451 Riverside Dr., Ottawa. For directions call 613-733-5100

Cost: No Charge to attend

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Wed-Fri December 2- 4, 2009, 9 a.m. - 4 p.m.

Seize Control of Your Operating Budget

Landscape Ontario and The Landscape Management Network present an intense, three-day workshop designed for owners and financial managers. Come prepared with basic financial statements from your company. Leave with a vision, a plan, and a financial budget, pricing, and operating system designed for your company with your numbers. Devise meaningful sales targets, estimate and price work accurately, understand the wage levels your company can support to retain your best people. The operating budget will inform every key decision you face in your business. For more information see www.landscapemanagementnetwork.com.

Course Code: LBM018-OT (Ottawa)

Location: The Monterey Resort and Conference Centre, 2259 Prince of Wales Dr. Ottawa. For directions call 613-288-3500

Instructor: Mark Bradley

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants

Prosperity Partners Pillars: Financial Health, Professional Operations

Recommended for: General Interest, Owner/Manager

Saturday December 5, 2 p.m.

December Family Fun Day

Family fun day for LO members, spouses and children... something for the entire family! While you spend time with your family and meeting other members, the day will feature:

- Activities for young and old: Come enjoy outdoor activities on the beautiful Kings Creek Trees property – bring your sleds for the sledding hill, take a stroll on meandering trails, or bring your snowshoes or cross-country skis.
- Crafts: (small charge applies to cover the cost of supplies) Adults and children alike can make a stunning evergreen wreath (\$20), festive centerpiece (\$10) or sassy door swag (\$5). All in the heated workshop at Kings Creek Trees. Supply fees can be paid on site by cash or cheque.
- Enjoy light refreshments while meeting old friends and new acquaintances.

For a map, visit: <http://www.kingscreektrees.com/company/contact.html>. To attend, you must RSVP by calling the Ottawa office at 613-796-5156 or emailing llane@landscapeontario.com. Deadline is Dec. 1, 4 p.m.

Location: Kings Creek Trees, 427 King's Creek Road, RR#3, Ashton. For directions call 613- 253 4126

Tuesday, December 8, 2009, 9 a.m. - 4 p.m.

Prosperity Partnership - Best Practices Seminar

If you have completed the Introductory Prosperity Partnership seminar, this is the next step on your journey. Join landscape professionals and facilitators as they share best practices compiled from industry champions. Best practices will be looked at in five areas: Financial Health, Professional Operations, Sales Success, Leadership and Developing Customers for Life. Note: An online template library is provided exclusively to participants of this seminar LUNCH INCLUDED.

Prerequisite: Introductory Prosperity Partners Seminar

Course Code: PP002-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$250 for LO Members, \$320 for non-members (GST Included)

Maximum: 25 participants for each seminar

Recommended for: General Interest, Owner/Manager

Tuesday January 19, 2010, 9:30 a.m. - noon

January Ottawa AGM and Elections

LO President Tom Intven and Executive Director Tony DiGiovanni will be looking for your input on association initiatives for the upcoming year, as well as outlining the details of the '2010 LO Plan'. Networking and coffee begins at 9:30 a.m., meeting starts at 10 a.m.

Speakers: LO President Tom Intven and Executive Director Tony DiGiovanni

Location: RA Centre, 2451 Riverside Dr., Ottawa. For directions call 613-733-5100

Cost: No cost to attend

Recommended for: Owner/Manager

Wednesday January 20, 2010, 9 a.m. - 4 p.m.

Grading and Drainage and Other Practical Calculations: An Introduction

The ability to accurately carry out applied calculations, particularly with grading and drainage, can go a long way to making today's landscape operation successful. Grading issues must be addressed in virtually every landscape project. Similarly, accurate quantity take-offs can greatly increase a company's profitability. This seminar presents a practical approach to typical industry calculations, including gradients. Both systems of measurement are highlighted. The impact of surface drainage requirements on design and construction decisions and the manipulation land form are investigated, along with the presentation of typical grading standards. Participants will be expected to carry out typical calculations. Please bring a scientific calculator and extra paper to this seminar.

Course Code: LC019-OT (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: Jeff Scott, CHT

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants for each seminar

Supports: CLD and CHT Test Component: Grading and Drainage.

Recommended for: Landscape Construction/Contractors, Landscape Design, General Interest

Thursday, January 21, 2010, 9 a.m. - 4 p.m.

The Law: What You Don't Know Can Hurt You!

What do I need to know about hiring and firing employees, and about the differences between an employee and a subcontractor? How can I best deal with subcontractors and subcontractor issues? How can we protect ourselves through contracts? Which type of insurance do I need for my business? How does the Construction Lien Act work? How has small claims court changed, and how can it help me get paid? How can I avoid conviction under the Occupational Health and Safety Act? What are the unique legal risks of supplying design services or estimates? What are the responsibilities of a project manager or consultant? Based on his popular workshop which has been offered in Milton for years, the instructor, a lawyer and former contractor, will address these issues as well as others, to help you manage business risks. Issues and interests raised by the group will also be addressed. LUNCH NOT INCLUDED

Course Code: LG010-OT (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: Robert Kennaley

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants

Supports: CLP Test Component: Risk, Contracts and Legal Requirements, Communication Practice

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Recommended for: General Interest, Owner/Manager

Monday, January 25, 2010, 9 a.m. - 4 p.m.

Strategic Planning

(A stand-alone business course and a Certified Landscape Professional (CLP) Module)

This CLP module, Strategic Planning, will review the basic process of establishing a strategic plan for your business. You will leave with a better understanding of how to make your vision into a plan, providing direction for employees so your company moves forward.

Course Code: CLPSP-OT (Ottawa)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Maximum: 15 participants for each seminar

Recommended for: General Interest, Owner/Manager

Tuesday, January 26, 2010, 9 a.m. - 4 p.m.

Corporate Financial Management

(A stand-alone business course and a Certified Landscape Professional (CLP) Module)

Monitoring and guiding financial performance is key to the success of any business, regardless of its size. Completing this seminar will guide you towards smarter fiscal management and will alleviate some of the frustrations that can accompany managing financials.

Course Code: CLPFM-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Prosperity Partners Pillar: Financial Health

Maximum: 15 participants for each seminar

Recommended for: General Interest, Owner/Manager

Wednesday, January 27, 2010, 9 a.m. - 4 p.m.

Human Resource Management and Leadership and Corporate Citizenship

(A stand-alone business course and a Certified Landscape Professional (CLP) Module)

The CLP module Human Resource Management addresses one of the industry's greatest challenges. Learn how to apply theory and principles to better develop and retain your human assets. Seminar will cover recruitment, hiring, compensation, training and safety. The Leadership and Corporate Citizenship portion will review organizational culture, business structure and conflict resolution along with change and change management, within both your business and the community. This is a must for owners and managers in today's business climate.

Course Code: CLPHR-LC-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Maximum: 15 participants for each seminar

Recommended for: General Interest, Owner/Manager

Thursday, January 28, 2010, 9 a.m. - 4 p.m.

Risk, Contracts and Legal Requirements; Marketing and Sales Management

(A stand-alone business course and a Certified Landscape Professional (CLP) Module)

The CLP module Risk, Contracts and Legal Requirements covers risk management, contract law and business structures. Smart business owners ensure that their companies perform with due diligence at all times. This topic will help the business owner to minimize day-to-day risk. The second part of the day, on the CLP module Marketing and Sales Management, covers an important component of your strategic plan and a major pillar guiding healthy growth. Discuss pricing strategies, market research, promotion, competitive bidding, contract negotiation, as well as customer service and effective communication. NOTE: A brief review on the CLP module Exterior Production Operations, including time for questions, will be held at the end of each seminar.

Course Code: CLPRC-MS-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Prosperity Partners Pillar: Sales Success, Leadership Excellence,

Maximum: 15 participants for each seminar

Recommended for: General Interest, Owner/Manager

Unless otherwise noted, register at www.horttrades.com/ottawaseminars

Tuesday, February 2, 2010, 9 a.m. - 4 p.m.

Prosperity Partnership Seminar (Introduction)

This introductory seminar will get you started on to the road of success. The program is intended to help green industry members clarify what they excel at, and what components of their business need attention and improvement. A seminar workbook will be provided. LUNCH INCLUDED

Course Code: PP001-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Recommended for: General Interest, Owner/Manager

Questions? For Prosperity Partners Roundtable Sessions near you, check www.horttrades.com/prodev.

Wednesday, February 3, 2010, 9 a.m. - 4 p.m.

Estimating for Profit

This is a seminar for the business owner or estimator in your firm. This seminar will focus on the logic of estimating in order of operations, with real-life practical estimating exercises. It will also focus on how a good estimate cultivates good clients, and how staff can use an estimate for ordering materials and tracking progress on projects. Participants will leave understanding how overhead is derived from the Income Statement and passed on through estimates.

Course Code: LBM016-OT (Ottawa)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: George Urvari, BA

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 20 participants

Prosperity Partners Pillar: Sales Success and Financial Health, CLP

Recommended for: General Interest, Owner/Manager

Thursday February 4, 2010, 9 a.m. - noon

Fees vs. No Fees

Why should you charge for your time? Business owners, designers and their sales staff should attend this half-day seminar that will demonstrate why it is necessary to charge for design work in order to develop a prosperous company. People who value time and creativity will always pay for consultations. This seminar teaches how to start charging for your time. LUNCH NOT INCLUDED

Course Code: LBM017-OT (Ottawa)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: George Urvari, BA

Cost: \$50 for LO Members, \$85 for non-members (GST Included)

Maximum: 20 participants

Prosperity Partners Pillar: Sales Success and Financial Health, CLP

Recommended for: General Interest, Landscape Design, Owner/Manager

Thursday, February 4, 2010, 1 p.m. - 4 p.m.

A Roadmap to Retirement Planning

This session is for anyone looking to know how to manage their personal finances better. Tips from an expert will cover a variety of topics. Tax brackets, when to contribute to an RRSP and when not, asset mix and many other themes are equally applicable to all. Participants should bring their questions and come away with answers to these and other questions. Note: Owners may have business succession issues, or be interested in the merits of an IPP (Individual Pension Plan), but case-by-case scenarios are best addressed by your accountant. LUNCH NOT INCLUDED

Course Code: LG011-OT (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: Malcolm B. Fletcher

Cost: \$35 for LO Members, \$55 for non-members (GST Included)

Maximum: 20 participants

Prosperity Partners Pillar: Financial Health, CLP

Recommended for: General Interest, Owner/Manager

Friday February 5, 2010, 9 a.m. - 4 p.m.

MTO and Bylaw - What you don't know will cost you

This two-part day will interest many industry members. Listen as an Ottawa by-law officer addresses a variety of issues. Find out where and how to get reliable information on fencing, decks, hot tubs, water features, irrigation, tree removal etc. The second part of the day will be hosted by the MTO. You will learn about this year's changes regarding trucks, trailers, licensing, circle checks, logs and inspections. LUNCH NOT INCLUDED

Course Code: LG012-OT (OTTAWA)

Location: RA Centre, 2451 Riverside Dr., Ottawa. For directions call 613-733-5100

Instructors: Ottawa by-law officer and MTO representative

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants

Prosperity Partners Pillar: Professional Operations

Recommended for: General Interest, Landscape Construction/Contractors, Tree Care/Arborists,
Landscape Maintenance Landscape Design, Owner/Manager

Friday February 5, 12, 19 and 26, 8:30 a.m. - 12:30 p.m.

Safe Communities Incentive Program (SCIP)

(Location to be confirmed: four 4-hour sessions)

SCIP is a health and safety awareness program designed for small business. Through the program the owner of senior manager will receive hands-on training on how to develop a health and safety program. Upon successful completion of the program the firm will receive a one-time 5% discount on their WSIB Premium rate. Call Robert Harper at (800) 663-6639 x2120 or robert_harper@wsib.on.ca.

Location: TerraPro Corporation, 145 Loretta Ave. North, Ottawa

Tuesday, February 9, 2010, 9 a.m. - 4 p.m.

Prosperity Partnership - Best Practices Seminar

If you have completed the Introductory Prosperity Partnership seminar, this is the next step on your journey. Join landscape professionals and facilitators as they share best practices compiled from industry champions. Best practices will be looked at in five areas: Financial Health, Professional Operations, Sales Success, Leadership and Developing Customers for Life. Note: An online template library is provided exclusively to participants of this seminar. LUNCH INCLUDED.

Prerequisite: Introductory Prosperity Partners Seminar.

Course Code: PP002-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Tim Kearney, CLP

Cost: \$250 for LO Members, \$320 for non-members (GST Included)

Maximum: 15 participants for each seminar

Recommended for: General Interest, Owner/Manager

Questions? For Prosperity Partners Roundtable Sessions near you, check www.horttrades.com/prodev.

Wednesday February 10, 2010, 9 a.m. - 4 p.m.

Advanced Grading and Drainage – Get it Right the first Time!

This seminar is for those who have had some exposure to grading design and installation. A detailed, in-depth study of both surface and sub-surface drainage considerations is presented. Areas covered include detailed grading standards and associated requirements, cut and fill, erosion control, ground rules for effective and safe grading practices and design and construction requirements for retaining walls. Participants will be required to prepare a full grading plan case study for a residential site with non-typical grading issues. LUNCH NOT INCLUDED

Course Code: LC020-OT (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: Jeff Scott, CHT

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants for each seminar

Supports: CLD and CHT Test Component: Grading and Drainage

Recommended for: Landscape Construction/Contractors, Landscape Design, General Interest

Thursday February 11, 2010, 9 a.m. - 4 p.m.

Unleash Your Green Potential!

It's new! It's exciting! Best of all, this one-day seminar gives you the tools you need to increase your profits in the new lawn care marketplace. With the demand for alternative solutions and products on the rise, an industry expert has developed a system to take the guesswork out of everyday practices for lawn care operators and turf professionals.

This seminar is offered through Turf Revolution. Topics will include the changing marketplace, learning to identify your customer's need and wants, grass anatomy 101 - types of grass and their nutrient requirements. **For more details and to register email info@turfrevolution.com or call 1-800-823-6937 (lunch included).**

Course Code: TM011 (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructors: Tim Craddock and Phil Bull

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 60 participants

Supports: CHT Turf Maintenance

Prosperity Partners Pillar: Professional Operations

Recommended for: Landscape Maintenance, Parks, General Interest, Lawn Care, Owner/Manager

Wednesday February 17th, 2010. 9 a.m. - 4 p.m.

GreenTrade Expo 2010

Eastern Ontario's meeting place for the industry' and the biggest showcase of products and services for the landscape industry. See over 100 exhibitors and thousands of new and essential products to make your business more profitable. This year's show will feature the ever popular 'Profit Builder's Lunch' and education sessions. For more details and to register online, visit www.greentrade.ca. Register on-line to have your name entered in our draw. On-line registration closes 5 p.m. on Feb. 11, 2010. After this, registrations will be accepted on-site at the show entrance. Plus, Jim Paluch will be featured at GreenTrade Expo. See details on page 14.

Location: Ottawa Civic Centre, Lansdowne Park, Ottawa.

Prosperity Partners Pillar: Leadership Excellence, Professional Operations

Recommended for: General Interest, Owner/Manager, Landscape Construction/Contractors, Landscape Design

Wednesday, February 17, 2010, time to be confirmed

Profit Builders Event at GreenTrade Expo – 'A Better Way'

Just Announced! Jim Paluch of JP Horizons brings a 'cutting-edge, never-before seen in North America' afternoon to GreenTrade Expo. This explosive afternoon is about green sustainability – how can we all capitalize on 'green' – in our business, in our profitability and in the environment. During this powerhouse presentation and optional expanded workshop, Jim Paluch will help establish a path to accomplish goals in three essential focus areas – The People, The Profits and The Planet – that will lead to the success and sustainability of YOUR company and YOUR industry. This 'must-participate' event is called "A Better Way", and it's about sustainability. For all of us.

Questions? To register and for more details, visit www.greentrade.ca.

Wednesday, February 17, 2010, 3:30 p.m. - 8 p.m.

Certifications Exams – all Certifications (CLP, CIT, CLD, CHT)

Exams are concurrent with GreenTrade Expo

Location: Lansdowne Park, Ottawa Civic Centre, Assembly Hall

Questions? To register or for details, contact Rachel Burt at 1-800-265-5656 Ext 326 or rachelb@landscapeontario.com.

Tuesday, February 23, 2010, 8:30 a.m. - 4 p.m.

Integrated Pest Management (IPM) Symposium

This year's theme: 'Successful Plant Health Care: Roots of Success'. Who should attend: Parks, Lawn Care.

NOTE: Registration closes February 17, 2010.

Location: Travelodge Hotel, 1376 Carling Ave – Carleton Ballroom

Pre-registration: \$70 per person (GST included). On-site registration: \$95 (GST included)

Register at: www.horttrades.com/c?c=1204

Thursday, February 25, 2010, 9am – 4pm

CLD - Equipped to Design

Need some design motivation or empowerment? Geared for all landscape designers — spend a day and be filled with design information. Discussion topics include design fee structures, design contracts, design inspiration, design principles, CLD requirements and drawing components, including Dynascape and Sketchup. LUNCH NOT INCLUDED

Course Code: LD019-OT (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: Beth Edney, CLD

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Questions? Contact Rachel Burt at rachelb@landscapeontario.com.

Thursday March 4, 2010, 8:30 a.m. - 12:30 p.m.

WHMIS Supervisor Training**

Your supervisors are key to getting the job done right - and safely. According to the Occupational Health and Safety Act, your supervisors (that is, anyone in charge over another worker) shall be familiar with the Act. This seminar will introduce management, supervisors and foremen to their responsibilities under this safety law. They will learn how to keep written records to prove due diligence, and how to motivate workers to do jobs safely. This seminar teaches improved communication skills and training methods on how to instruct workers. Contact Farm Safety to purchase a binder at 613-253-7028. **Sorry, no on-site registrations.** LUNCH NOT INCLUDED

**Please note firms must have WSIB coverage to be able to attend this seminar.

Course Code: LS012-OT (OTTAWA)

Location: Ottawa District Hockey Association, 1247 Kilborn Place, Suite D300, Ottawa

Instructor: Sheila James (FSA)

Cost: \$21 (GST Included)

Maximum: 40 participants

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Recommended for: General Interest, Owners/Managers

Thursday, March 4, 2010, 1:30 p.m. - 3:30 p.m.

WHMIS Train-the-Trainer**

Employers are required to review WHMIS training with workers annually. It is much easier to have a trainer on staff, and this seminar qualifies you to be a WHMIS in-house trainer. Consider enrolling more than one person for your company, to ensure that you will always have someone on staff to give this training. If your company has a training manual (only one is needed per company), please bring it to the seminar. **If your company needs to buy the training manual the cost is \$100 plus GST, and you will need to contact Sheila James at 613-253-7028 or email sjames@farmsafety.ca by February 24.** The course fee does NOT include the cost of the training manual, if required. **Sorry, no on-site registrations accepted.** LUNCH NOT INCLUDED **Please note firms must have WSIB coverage to be able to attend this seminar.

Course Code: LS008-OT (OTTAWA)

Location: Ottawa District Hockey Association, 1247 Kilborn Place, Suite D300, Ottawa

Instructor: Sheila James, F. Safety

Maximum: 40 participants

Cost: \$21 (GST included)

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Recommended for: General Interest, Owners/Managers

Wednesday, March 10, 2010, 8:30 a.m. - 4:30 p.m.

First Aid and CPR: One-day Recertification

This course is designed for persons holding a valid St. John Ambulance Standard First Aid certificate, who want to renew before it expires. Certificates may be renewed only once. Further renewal must be alternated with attendance of a full seminar. Participants are strongly advised to review seminar material before attending. Activity brochures are not provided, but are available for purchase through your local St. John's branch. Completion of this seminar meets WSIB requirements and the Canada Labour Code. LUNCH NOT INCLUDED

Course Code: LS009-OT (OTTAWA)

Location: St. John Ambulance, 5 Corvus Court, Ottawa. For directions call 613-722-2002

Instructor: St. John Ambulance Continuing Education Credit

Maximum: 18 participants for each seminar

LO Member Price: \$100.00 Non-member Price: \$170.00 (GST inc)

Recommended for: General Interest

Unless otherwise noted, register at www.horttrades.com/ottawaseminars

Thursday, March 11, 2010, 9 a.m. - 4 p.m.

Managing Work Crews More Profitably

Current or aspiring owners, managers and supervisors, as well as anyone who is responsible for people and results, should attend this seminar. It will review the important factors involved in managing crews productively. The session will also look at the human side of supervising, communication, motivation, supervisory techniques, discipline, conflict management, managing time, setting goals, and the duties of a supervisor. You'll leave a better leader and a better communicator. Learn how to establish discipline for productivity, motivate employees and more. LUNCH NOT INCLUDED

Course Code: LBM019-OT (OTTAWA)

Location: Monterey Resort and Conference Centre, 2259 Prince of Wales Dr., Ottawa, For directions call 613-288-3500

Instructor: Terry Murphy, CLP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants

Prosperity Partners Pillar: Professional Operations, Leadership Excellence

Recommended for: General Interest, Owner/Manager

Monday, March 22, 2010, 9 a.m. - 2 p.m. (Approx.)

Skid Steer Certification Training

Individuals who want to learn how to operate a skid steer safely and correctly should attend this seminar. It will include instruction on basic operator safety, inspection, and equipment characteristics in accordance with applicable OSHA regulations and equipment manufacturers' guidance. Each participant will receive classroom evaluation in a simulated job-site environment. LUNCH NOT PROVIDED

Course Code: LS003-OT (OTTAWA)

Location: Battlefield Equipment Rentals, (Off Moodie Dr., near Barrhaven 92 Alti Place, Ottawa For directions call 613 828-5121

Instructor: Jeff Turney

Maximum: 10 participants for each seminar

LO Member: \$110 (GST included)

Potential Member: \$170 (GST included)

Supports: CHT Test Component Skid Steer Operation

Prosperity Partners Pillar: Professional Operations,

Recommended for: Landscape Construction/Contractors, Landscape Maintenance, Parks, General Interest, Garden Centres, Growers, General Interest

Tuesday March 23, 2010, 9 a.m. - 4 p.m.

Certified Irrigation Technician (CIT) Seminar

This seminar is designed to answer your irrigation questions and prepare you for the Certified Irrigation Technician written exam. Your instructor is a CIT, has designed many residential and commercial irrigation systems, runs his own irrigation company and has more than 20 years of experience in the business. The optional CIT exam will be held the following day at a different location. LUNCH NOT INCLUDED

Course Code: LI010-OT (OTTAWA)

Location: Greenscape Watering Systems, 54 Cleopatra Dr., Ottawa. For direction call (613) 723-8528

Instructor: Bruce Morton CIT, CIC

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 12 participants

Supports: CIT Test, CHT

Recommend for: General Interest, Irrigation, Lawn Care, Interior Plantscapers, Landscape Construction/Contractors, Owner/Manager

Unless otherwise noted, register at www.horttrades.com/ottawaseminars

Wednesday, March 24, 2010, time to be confirmed

Certified Irrigation Technician (CIT) Exam

Location: Location to be confirmed.

Questions? To register or for details, contact Rachel Burt rachelb@landscapeontario.com.

Wed-Thurs March 24-25, 2010, 8:30 a.m. - 4:30 p.m.

Standard First Aid with Level "A" CPR

This two-day practical first aid course meets WSIB requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have a member with first aid training to assist injured workers. Level A CPR training is included. Participants must bring a blanket. You will receive a St. John Ambulance certificate at a later date. Please note, some branches charge administration fees for re-issuing lost or misplaced certificates. To arrange a seminar date specifically for your company, call your local branch of St. John Ambulance.

LUNCH NOT PROVIDED

Course Code: LS007-OT (OTTAWA) Continuing Education Credit

Location: St. John Ambulance, 5 Corvus Court, Ottawa. For directions call 613-722-2002

Instructor: St. John Ambulance

Cost: \$150 for LO Members, \$220 for non-members (GST Included)

Maximum: 18 participants for each Seminar

Recommended for: General Interest

Monday March 29, 2010, 9 a.m. - noon

Ornamental Grasses in the Northern Garden

This half-day seminar is aimed at landscape contractors, landscape designers, garden maintenance contractors, plant buyers at garden centres and anyone with an interest in horticulture. Participants will learn how they can save on plant costs, particularly when comparing giant grasses to trees, while producing extraordinary and stunning landscapes using ornamental grasses of all sizes. LUNCH NOT INCLUDED

Course Code: LP023-OT (OTTAWA)

Location: RA Centre, 2451 Riverside Dr., Ottawa. For directions call 613-733-5100

Instructor: Sue Dyer

Cost: \$50 for LO Members, \$85 for non-members (GST Included)

Maximum: 25 participants

Recommended for: Landscape Maintenance, Landscape Construction/Contractors, Garden Centres, Parks, Landscape Design, General Interest

Tuesday March 30, 2010, 9 a.m. - 4 p.m.

Gaining an Edge with Selling Skills

Your sales success is everything, and your ability to make sales happen can give you the competitive advantage you need and desire. Closing sales and delivering on contracts ensures a steady and comfortable cash flow that keeps your business viable. Selling is also about being passionate and enthusiastic about your products and services, and learning the steps involved in the sales cycle. This course appeals to anyone in your business that comes face-to-face with customers. Participants will leave more confident in knowing how to make the sale happen. LUNCH NOT INCLUDED.

Course Code: LBM005-OT (OTTAWA)

Location: RA Centre, 2451 Riverside Dr., Ottawa. For directions call 613-733-5100

Instructor: Michael Lewis

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants

Support: CLP Test Component: Sales and Marketing

Prosperity Partner Pillar: Sales Success

Recommended for: General Interest, Owner/Manager

Wednesday March 31, 2010, 10 a.m. - noon

Workplace Hazardous Materials Information System (WHMIS) **

Employers are required to provide annual WHMIS training for their workers. This course outlines the legislated requirements of this law. Enroll your staff in this training, as they have the right to know about hazardous products they are working with. **Sorry, no on-site registrations.** For more details, contact Sheila James at 613-253-7028 or email sjames@farmsafety.ca. LUNCH NOT PROVIDED

**Please note, firms must have WSIB coverage to attend this seminar.

Course Code: LS090-OT (OTTAWA)

Location: Ottawa District Hockey Association, 1247 Kilborn Place, Suite D 300, Ottawa (Register by March 29, 2010)

Instructor: Sheila James (FSA)

Cost: \$10 (\$.50 GST included)

Maximum: 40 participants

Recommended for: General Interest

Thursday April 1, 2010, 10 a.m. - noon (Approx)

Rideau Hall Tour

Landscape Ontario Ottawa Chapter members are invited to take a guided tour of the Rideau Hall grounds at 10am and residence at 11am on April 1st 2010. Watch the Ottawa newsletter for more details as they become available.

Location: 1 Sussex Drive, Ottawa

Questions? Please RSVP to the Ottawa office or llane@landscapeontario.com

Tuesday April 6, 2010, 9 a.m. - 4 p.m.

Introduction to Tree and Shrub Pruning

By combining both aesthetics and science, pruning can be among the most effective methods for landscape professionals to significantly improve the form, growth and health of trees and shrubs. This seminar is for anyone who is going to be pruning, and includes classroom and practical instruction to develop participants' skills and confidence in pruning basics, and to answer the what, where, why and how of successful tree and shrub pruning. Please be sure to dress for the weather when attending this seminar, and bring PPE (personal protection equipment): gloves, eyewear, etc., and pruners, as outdoor practical instruction is included. LUNCH NOT PROVIDED

Course Code: LA003-OT (OTTAWA)

Location: Garden Creations of Ottawa, 5100 Bank St. K1X 1G8, Ottawa. For directions call 613-822-0716

Instructor: Bill Bitz

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 15 participants

Thursday April 29, 2010, 8:30 a.m. - 10:30 a.m.

Workplace Hazardous Materials Information System (WHMIS) **

Employers are required to provide annual WHMIS training for their workers. This course outlines the legislated requirements of this law. Enroll your staff in this training, as they have the right to know about hazardous products they are working with. **Sorry, no on-site registrations.** For more details, contact Sheila James at 613-253-7028 or email sjames@farmsafety.ca. Allstaff requiring annual training should attend. LUNCH NOT PROVIDED

**Please note, firms must have WSIB coverage to attend this seminar.

Course Code: LS090-OT (OTTAWA)

Location: Ottawa District Hockey Association, 1247 Kilborn Place, Suite D 300, Ottawa (Register by April 27, 2010)

Instructor: Sheila James (FSA)

Cost: \$10 (\$.50 GST included)

Maximum: 40 participants

Recommended for: General Interest

Unless otherwise noted, register at www.horttrades.com/ottawaseminars

Thursday May 27, 2010, 8:30 a.m. - 10:30 a.m.

Workplace Hazardous Materials Information System (WHMIS) **

Employers are required to provide annual WHMIS training for their workers. This course outlines the legislated requirements of this law. Enroll your staff in this training, as they have the right to know about hazardous products they are working with. Sorry, no on-site registrations. For more details, contact Sheila James at 613-253-7028 or email sjames@farmsafety.ca. LUNCH NOT PROVIDED

**Please note, firms must have WSIB coverage to attend this seminar.

Course Code: LS090-OT (OTTAWA)

Location: Ottawa District Hockey Association, 1247 Kilborn Place, Suite D 300, Ottawa (Register by May 25, 2010)

Instructor: Sheila James (FSA)

Cost: \$10 (\$.50 GST included)

Maximum: 40 participants

Recommended for: General Interest

Thursday, September 16, 2010, 1 p.m. - 5 p.m.

Certified Horticultural Technician (CHT) Written Evaluations – Ornamental Maintenance, Turf Maintenance, Softscape Installation and Hardscape Installation

Location: Kemptville College, AJ Logsdale Building

Register at: www.horttrades.com/cht

Questions? For information on CHT, contact Rachel Burt at rachelb@landscapeontario.com.

Friday, September 17, 2010, 8 a.m. - 6 p.m.

CHT Practical Evaluations – Ornamental Maintenance, Turf Maintenance, Softscape Installation and Hardscape Installation

Location: Kemptville College, AJ Logsdale Building

Register at: www.horttrades.com/cht

Questions? For information on CHT, contact Rachel Burt at rachelb@landscapeontario.com.

Upper Canada Chapter Meetings and Events:

Monday January 18, 2010, 9 a.m. - 4 p.m.

Prosperity Partnership (Introduction) Seminar

This introductory seminar will get you started on to the road of success. The program is intended to help green industry members clarify what they excel at, and what components of their business need attention and improvement. A seminar workbook will be provided. LUNCH INCLUDED

Course Code: PP001-UC (UPPER CANADA)

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: TBA

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Tuesday January 19, 2010, 9 a.m. - 4 p.m.

Prosperity Partnership (Best Practices) Seminar

If you have completed the Introductory Prosperity Partnership seminar, this is the next step on your journey. Join andscape professionals and facilitators as they share best practices compiled from industry champions. Best practices will be looked at in five areas: Financial Health, Professional Operations, Sales Success, Leadership and Developing Customers for Life. Note: An online template library is provided exclusively to participants of this seminar. LUNCH INCLUDED.

Prerequisite: Introductory Prosperity Partners Seminar

Course Code: PP002-UC (UPPER CANADA)

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: TBA

Cost: \$250 for LO Members, \$320 for non-members (GST Included)

Questions? For Prosperity Partners Roundtable Sessions near you, check www.horttrades.com/prodev.

Wednesday January 20, 2010, 9 a.m. - 3 p.m.

January Upper Canada Chapter Meeting

Knowing your costs

1. Find out how you are doing compared to your competitors.
2. Setting your benchmarks for productivity, downtime and overhead.
3. Establishing your breakeven price for any job or by the hour.
4. Find out which work you should or should not be doing.
5. How to pay your people and especially yourself more.
6. Learn an estimating system so simple all you need is a calculator.

This seminar is for you no matter how big or small you are! This seminar is for landscaping, sodding, arborists, aggregate delivery, pool companies, property maintenance.

The time that you invest will be fun!

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: John Paul Lamarche

Tuesday February 9, 2010, 9 a.m. - 4 p.m.

ABCs of Irrigation

This hands-on seminar will provide an introduction to irrigation systems for landscape applications. Emphasis is placed on irrigation components, what they look like, how they work and how parts go together to create an irrigation system. This beginning seminar is a good foundation for all the classes that follow. After attending this seminar you'll know about low volume component introduction and their water efficient uses and irrigation controllers and their Smart ET water management capabilities. New employees and those who want to learn about irrigation and irrigation products will enjoy this seminar.

Course Code: LI003-UC (UPPER CANADA)

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: Lorne Haveruk, CWCM, CID, CIC, CGIA, CLIA, WCP

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 25 participants for each seminar

Supports: CHT Test Component: Irrigation ID, CIT Test

Recommended for: General Interest, Irrigation, Lawn Care, Parks, Interior Plantscapers,
Landscape Construction/Contractors, Landscape Maintenance

Wednesday February 10, 2010, 10 a.m. - 2 p.m.

February Upper Canada Chapter Meeting

Planning, budgeting, benchmarking - Practical and everyday uses of pricing systems and how to make them work for you. We will work through and tailor the systems to work for you and your business. You will be surprised on how these systems will work for you and make your season much more profitable.

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: Paul Doornbos

Wednesday and Thursday February 10-11, 2010, 8:30 a.m. - 4:30 p.m.

Standard First Aid with Level "A" CPR

This two-day practical first aid course meets WSIB requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have a member with first aid training to assist injured workers. Level A CPR training is included. Participants must bring a blanket. You will receive a St. John Ambulance certificate at a later date. Some branches charge administration fees for re-issuing lost or misplaced certificates. To arrange a seminar date for your company, call your branch of St. John Ambulance. LUNCH NOT PROVIDED

Course Code: LS007-UC (UPPER CANADA)

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: St. John Ambulance

Cost: \$150 for LO Members, \$220 for non-members (GST Included)

Maximum: 18 participants

Wednesday February 17th, 2010, 9 a.m. - 4 p.m.

GreenTrade Expo 2010

Eastern Ontario's 'meeting place for the industry' and the biggest showcase of products and services for the landscape industry. See over 100 exhibitors and thousands of new and essential products to make your business more profitable. This year's show will feature the ever popular 'Profit Builder's Lunch' and education sessions. For more details and to register online, visit www.greentrade.ca. Register on-line to have your name entered in our draw. On-line registration closes 5 p.m. on Feb. 11, 2010. After this, registrations will be accepted on-site at the show entrance. Plus, Jim Paluch will be featured at GreenTrade Expo. See details on page 14.

Location: Ottawa Civic Centre, Lansdowne Park, Ottawa.

Prosperity Partners Pillar: Leadership Excellence, Professional Operations

Recommended for: General Interest, Owner/Manager, Landscape Construction/Contractors,
Landscape Design

Friday February 26, 2010, 9 a.m. - 4 p.m.

CLD - Equipped to Design

Need some design motivation or empowerment? Geared for all landscape designers — spend a day and be filled with design information. Discussion topics include design fee structures, design contracts, design inspiration, design principles, CLD requirements and drawing components, including Dynascape and Sketchup. LUNCH NOT INCLUDED

Course Code: LD019-UC (UPPER CANADA)

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: Beth Edney, CLD

Cost: \$100 for LO Members, \$170 for non-members (GST Included)

Maximum: 15 participants for each seminar

Supports: CLD Test

Recommended for: General Interest, Landscape Design, Landscape Construction/Contractors

Questions? To register or for details, contact Rachel Burt at rachelb@landscapeontario.com.

Visit www.horttrades.com

Wednesday March 10, 2010, 1 - 4 p.m.

March Upper Canada Chapter Meeting and AGM

MTO, elections - Are you ready for the road? Join the Chapter for this annual meeting featuring representatives from the MTO on all the new rules for the road before you start the season. Elections will also be held at this meeting.

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Thursday March 11, 2010, 9 a.m. - noon

Workplace WHMIS Train-the-Trainer**

This half day seminar will review the Workplace Hazardous Materials Information System as it relates to the supplier, labels, Material Safety Data Sheets, hazardous products and symbols, and employer/employee duties. You will learn the material to facilitate an in-house WHMIS seminar for your staff. The Train-the-Trainer package has been developed for employers, not outside consultants. The WHMIS Train the Trainer package is \$100 per package. LUNCH NOT PROVIDED.

**Please note firms must have WSIB coverage to be able to attend this seminar.

Course Code: LS008-UC (UPPER CANADA)

Location: Strathcona Paper Centre, 16 McPherson Dr., Napanee. For directions call 613-354-4423

Instructor: Fred Young (FSA)

Cost: \$50 for LO Members, \$85 for non-members (GST Included)

Manual: \$100 (per firm)

Maximum: 25 participants for each seminar

Recommended for: General Interest

Thursday, September 16, 2010, 1 p.m. - 5 p.m.

Certified Horticultural Technician (CHT) Written Evaluations – Ornamental Maintenance, Turf Maintenance, Softscape Installation and Hardscape Installation

See page 19 for details.

Friday, September 17, 2010, 8 a.m. - 6 p.m.

CHT Practical Evaluations – Ornamental Maintenance, Turf Maintenance, Softscape Installation and Hardscape Installation

See page 19 for details.

HORTICULTURAL TRADES ASSOCIATION
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For information on any chapter activities listed in this booklet,
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