

Landscape Ontario Horticultural Trades Association

2017

Annual Report



PRESIDENT'S MESSAGE

Success comes from supporting each other



It is hard to believe this is my last written report as LO president. The two years have whirled by at an incredible rate. We have all had that conversation with an uncle or a grandparent, where they state that as they have gotten older, life and time have appeared to speed up. I had started to see the truth to this, and the last two years have really shown this to be true.

There have been so many initiatives over the past year, it is hard to capture them all in a single, brief report.

We have been getting closer and closer to a final plan from LO's Building Committee for our planned home office renovation. I look forward to the day we can actually break ground, and take that first, exciting step towards creating a visual representation of our world-class association that embodies the spirit of our actions of leading the horticultural profession.

LO Executive Director Tony DiGiovanni recently attended a world horticulture event, and they have embraced the language of referring to us as a profession. What a big difference one year (and stubborn determination) can make!

While celebrating this success, we begin the journey faced by a new challenge. The new minimum wage requirements and changes to employment standards are likely one of the largest issues our profession and association have ever faced. Many sectors within our profession rely heavily on a minimum wage labour force. Combine this with the mandatory overtime possibility, and I am told costs may go up as much as 30 per cent. As business owners, we cannot absorb this internally. The coming year will be challenging as our society adjusts to the changes.

Despite record-breaking rain this year, many members have had their best year ever. Let us hope this trend continues, while we also plan for the changes coming down the line.

Discussions with the Ontario Association of Landscape Architects (OALA) continue to create positive results and collaboration on many different projects. Many of our allied professionals are realizing the value of collaboration and the greater results to be achieved when we all work towards common goals.

Living green infrastructure has been very slow to take off, but we are seeing this come more and more to the forefront in municipal planning. The Fusion Landscape Professional (FLP) program managed by LO for both Peel and York Regions is a great example of this. The Toronto and Region Conservation Authority (TRCA) has recently expressed an interest in this project as well. Large municipalities and conservation authorities becoming part of the project brings credibility to the work and makes it easier to reach the general public. New legislation in 2018 regarding water conservation and water management will make initiatives like this even more important.

It is simply amazing that LO is really being asked to manage projects like these. It shows how valuable and relevant our profession is.

I continue to look forward to the ongoing transformation of the LO websites. Our new look is starting to portray a professional image, which makes it easier to tell our story.

Our dedicated staff at LO's home office in Milton continue to make it easy for all of us volunteers to make informed decisions, get work done, and make a difference out in the field. I cannot thank all of them enough for all that they do. Without their commitment to our varied and vast initiatives, we would not be as successful and relevant as we are.

Finally to all the volunteers, thank you so much. With your help, we are all professionals each and every day.

Respectfully submitted,

Paul Brydges

President 2017

TREASURER'S REPORT

Strong finances help to accelerate our vision



Landscape Ontario continues to do well. Membership, Publishing and Trade Show departments exceeded budgets and last year's performance. Education was down slightly, because we offered fewer courses in anticipation of renovations to the building. In addition, our investments have been doing very well, with a net gain of over \$700,000.

I am happy to report, after operating costs, the association was left with \$112,000 in retained earnings. These earnings were then allocated to the Industry Development Fund and Technology Fund. The association maintains a number of funds. Year end balances are:

Horticultural Industry Development Fund: \$1,386,908

Horticulture Centre Improvement Fund: \$4,181,487

Technology Fund: \$30,507

Legacy Fund: \$5,657,348

Promotion Fund: \$21,066

Total \$13,735,694

We are thankful to be in such a great position to accelerate our vision of a prosperous, professional, ethical, recognized and valued profession.

Respectfully submitted,

Lindsay Drake Nightingale

Treasurer 2017

MEMBERSHIP AND PUBLIC RELATIONS REPORT

Promoting professional members through successful initiatives



Landscape Ontario continues to spread the word about our amazing members as well as the many benefits of our profession through numerous initiatives targeted to consumers, media and potential members.

Media members

Our recent campaign to enlist members of the media continues to be very successful. We offer media (including garden writers, bloggers and broadcasters), a complimentary membership in Landscape Ontario that entitles them to free admission to our trade shows and events. We also send them exclusive press releases that keep them up-to-date on activities involving the green profession. We encourage media to share the information with their own audiences.

Canada Blooms

This year, Canada Blooms was once again a showcase for our members. Stunning gardens and a new display by LO's Growers Group featured both quality nursery stock and excellent craftsmanship and design. We saw a large increase in media impressions this year. A report from the public relations firm, Enterprise Canada, showed the festival received over seven million impressions this year. The increase was attributed to social media hits, particularly the large number posts that were retweeted.

Home and garden shows

LO chapters continue to create and staff displays at local home and garden shows. In Windsor, Waterloo and Ottawa, chapter members answered questions from the public and handed out copies of our popular *Garden Inspiration* magazine.

Garden Inspiration magazine

Our main consumer publication, featuring award-winning gardens, new plant varieties and real-life accounts of the many benefits to working with a professional member of Landscape Ontario saw distribution of over 30,000 copies at Canada Blooms and 20,000 at other events.

Garden Days

This national program promotes gardening and encourages people to visit public gardens during the days leading up to Father's Day. Previously a week-long event, Garden Days was expanded to 10 days this year. Combined with celebrations for Canada's 150 Birthday, events across the country this year numbered in the thousands.

Membership increase

After a successful membership campaign in January and February, we witnessed a healthy increase in membership this spring. A survey revealed the most popular reasons for joining LO continue to be the excellent networking opportunities, access to educational events and the financial (member savings) programs.

Member days

Your LO membership department continued to hold the popular membership days this year. We set up our display at several Associate member locations and greeted existing members and promoted membership to other contractors.

Canada 150 celebration

In late June, we held a special barbecue lunch at LO's home office in Milton to celebrate Canada's 150th Birthday. Several members and their families also joined us to dedicate newly-planted trees in memory of some of our pioneer members: John Putzer, Paul Grobe and Horst Dickert. Attendees gathered around a newly-planted Vimy Oak provided by Cannon Nurseries NVK. Several endorsed suppliers had exhibits and as usual, networking appeared to be the most popular activity.

Membership activities

Many events happened during the summer across all chapters, creating a chance for companies to include their team members in golf, baseball, and other events.

International recognition

Several of our independent garden centre members were showcased during a tour of the International Garden Centre Association (IGCA) Congress. More than 250 visitors from over 20 countries enjoyed the hospitality and excellent displays at some of Ontario's best nurseries and retailers.

Summary

2017 has been a very positive year for membership. Thanks goes to membership department staff, Myscha Stafford and Meghan Greaves, and to the other LO departments that help to promote and support our initiatives and our members. Thank you also to the many chapter and sector volunteers who work tirelessly to support the association across the province.

Respectfully submitted,

Denis Flanagan CLD

Manager of Membership and Public Relations 2017

EXECUTIVE DIRECTOR'S REPORT

Leading the way as a profession



The landscape and horticulture profession has been very busy this past year. One of the wettest springs on record proved to be a real challenge, putting most members a few weeks behind schedule. Through months of hard work, that gap narrowed, and some exceptional fall weather helped many to catch up. In the end, most members are reporting strong growth.

The perennial concern for our profession continues to be the lack of qualified labour.

Anecdotal comments from many say they could handle 30 per cent more work if they had sufficient employees.

We are addressing the issue with numerous short- and long-term strategies, but the situation is not improving. We have a full-time person dedicated to promoting the benefits of the Apprenticeship Program. We also continue to promote the Specialist High School Major (SHSM) Program and *landscape.jobs* website. Our Human Resource Development Committee (chaired by Harold Deenen and managed by Sally Harvey) is broad, complex and extensive. Human resource development is by far the number one priority of our association as well as most associations across North America. We look forward to making progress on this significant issue.

The following is a summary of recent projects and activities:

Building update

We are planning a major renovation to the home office building to accommodate a better classroom environment and expanded offices for Landscape Ontario, CNLA, Ontario Parks Association and Canada Blooms. An architect has been engaged to develop renovation options. We expect renovations to begin in 2018. In addition, CNLA will be purchasing a 10 per cent stake in the property for \$1 million.

Branding LO and the profession

LO's Branding Committee's vision is to develop a North American landscape authority website similar to Trip Advisor. This vision is long-term and complex. The concept involves a content-rich, customer-centric website that will attract organic Google searches.

We have developed the technical infrastructure (backend programming) which will simplify the process for uploading content. All content is then tagged so users see content related to what they originally searched for, plus additional content they may also be interested in.

Our second step is to improve the 'Find a Company' function on *LandscapeOntario.com*, which will better match customers with members.

In addition, LO staff have redesigned the *HortTrades.com* site and are in the process of redesigning the *Landscape Trades*, Source Book and consumer websites. Look for more exciting changes in 2018.

Labour Standards Act review

In the spring of 2017, the government announced its intention to make significant changes to the *Labour Standards Act* and *Employment Standards Act*. The changes are wide spread and will affect our sector more

than most. The current exemptions for horticulture and agriculture are at risk. We are dealing with this issue under the umbrella of the Labour Issues Coordinating Committee.

Minimum wage increases

The minimum wage in Ontario is increasing to \$14 per hour on Jan. 1, 2018 and to \$15 on Jan. 1, 2019. This represents a 30 per cent increase. Many of our members outside the GTA, including garden centres and growers, are concerned the change is too much and happening too fast.

A 30 per cent increase is difficult to deal with, especially when many long-term contracts are already signed. Extra costs must be passed on to the customer.

Insurance issues: hold harmless clauses

LO's Snow and Ice Sector Group is dealing with the issue of insurance risk. Slip and fall claims are making it difficult for many to obtain insurance. In many cases, property managers are transferring their risks to contractors through "hold harmless" clauses. Even though we encourage members to use LO's *Standard Form Snow and Ice Maintenance Contract*, many property managers are forcing contractors to sign unfair contracts. We are currently investigating a legislative solution based on some jurisdictions in the U.S. We are also working with SIMA on this issue.

Insurance claims guidelines

In addition to a legislative remedy, we are also working with Marsh Canada insurance to develop guidelines on how best to deal with claims to prevent issues from going beyond the discovery phase. Most claims are settled before they go to court. Many are dropped at the discovery phase based on how well a contractor has documented their work and managed the claims against them. The proposed guidelines will help.

Proposed horticulture school at Cullen Central Park

We held a meeting with top officials (including the president of Durham College and the Mayor of Whitby) to promote the idea of a practical horticultural school at Cullen Central Park in Whitby, Ont. The school would emulate the Niagara Parks School of Horticulture model. The meeting went very well. A delegation also visited the Niagara Parks School of Horticulture to learn how their experiential learning model might be applied.

Highway of Heroes Living Tribute

The Highway of Heroes Living tribute has a goal of planting 117,000 trees along Hwy. 401 from Trenton to Toronto, to recognize and honour those who gave their lives for our country. This is a mammoth task. The contribution-ethic of our membership is inspirational. Many have donated their time, skill, equipment and products to this project. Over 12,000 trees have been planted so far. The event is gaining momentum. Over \$1 million has been raised to date.

There were a number of very successful community tree-planting events held this spring and fall. We are using planting standards developed by Vineland Research and Innovation Centre to plant the trees.

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Maple Leaves Forever award

We received an award for our work on the Highway of Heroes Living Tribute campaign from Maple Leaves Forever. The private foundation, founded by Ken Jewett (second from the left in the above photo) provides funds to organizations that plant native maples.

OALA Practice Act and Landscape Designers Name Act

Work continues on this very important initiative. The relationship between our two groups has been very productive and amicable. We are supporting OALA efforts to obtain a *Practice Act* for landscape architects while they are supporting our efforts to obtain a *Name Act* for landscape designers.

Tree forecast project

We received a grant to create a forecasting tool that would easily allow all municipalities to list their eight-year forecasts for tree planting. This project will be a great tool for sharing information between municipalities, but more importantly, it will help growers to determine what tree species they should be producing in advance of the demand.

Video content proposal

As part of our efforts to add quality content to our evolving websites and promote the *Canadian Landscape Standard*, we received a grant to create a series of videos based on the *Canadian Landscape Standard*. So far, 18 videos have been created. The videos will serve as great content for LO's consumer website in the new year.

City of Toronto garden contest

We partnered with the City of Toronto to promote a city-wide garden contest that asked gardeners to nominate outstanding gardens within the city.

Green Infrastructure Coalition

The Coalition continues to promote the value of green infrastructure to policy makers and government. We are gaining momentum. Our goal is to promote the life-enhancing benefits of green spaces.

Leaf blower best practices video

A leaf blower education video is available to landscape professionals. We encourage all members to use it as a training tool for staff. Following the guidelines will not only improve our professional image, it will also reduce the risk of potential leaf blower bans in cities and towns. The video was produced in response to an initiative by the Town of Oakville that sought to ban leaf blowers.



Parkwood Estate donation

LO provided a grant to support the purchase of grounds equipment for Parkwood Estate in Oshawa, Ont. Parkwood is over 100 years old and was the home of Sam McLaughlin (founder of Buick Canada in Oshawa). The estate is maintained in part by students from Durham College. Parkwood's outstanding period gardens are open to the public.

Vaughan licensing

The City of Vaughan introduced a new licensing requirement that pertains to landscape installation businesses. LO members receive a discount. Vaughan will also recognize licenses from other jurisdictions.

Rain garden video series

LO received a grant from the Ministry of Environment and Climate Change (through Canada Blooms) to develop a series of videos promoting rain gardens. As climate change continues to be an important issue and as urbanization continues, the requirement for rain gardens will continue to grow. In some cases, municipalities are offering incentives for the creation of rain gardens. This is an emerging market for our members.

Hamilton zoning victory

After two years and many meetings, we finally received notification from the Ontario Municipal Board that 61 registered landscape companies would be allowed to operate from their residential properties indefinitely.

Grey to Green Conference

We were given an opportunity to promote the value of green infrastructure (including turf) at the annual Grey to Green Conference in Toronto. The conference was well-attended by green activists and policy makers.

American Public Gardens Association Conference

Landscape Ontario and CNLA participated on the planning committee of this event held in Hamilton and Niagara from June 19-23. The conference brought hundreds of public horticulture professionals together. Royal Botanical Gardens and Niagara Parks hosted the conference.

London Veterans Memorial Parkway project

The last tree-planting event for this multi-year project was held in July. LO members from the London area were instrumental in helping this very successful and inspirational project.

Dutch Consul tree planting

As part of the Highway of Heroes Living Tribute campaign, the Dutch Consul planted a tree to commemorate Canada's role in liberating Holland during the Second World War.



Canadian Tulip Festival

In May, LO President Paul Brydges attended the opening of the Canadian Tulip Festival in Ottawa. Paul made an excellent speech lauding the influence of the National Capital Commission on our profession. The festival included many additional exhibits and events in celebration of Canada's 150th Birthday.

Garden Promenade

We received a Canada 150 grant from the Ministry of Tourism to develop a Garden Promenade experience in Ottawa. Michel Gauthier was the architect of this wonderful event. Essentially, it connected many existing gardens in Ottawa into a garden experience that could be visited by foot, bike, car or bus. The brilliant project encourages existing gardens to upgrade their maintenance, while at the same time attract visitors to their site. This is a good model for other cities. The launch event was hosted at the Global Centre for Pluralism. The LO logo is prominently featured on the back decal.

Come Alive Outside

We have also accepted a board position with the Come Alive Outside organization. Come Alive Outside helps to reconnect children with nature and attract more young people into meaningful careers in the landscape profession.

The organization is also responsible for the community Green Streets Challenge where a street in a downtown location is sodded and the community is invited to play on the grass. The event took place in eight cities across Ontario this year.

Come Alive Outside also runs a very successful Design Challenge each year. The event has post-secondary students work together with high school and elementary students and with landscape professionals to design and build an outdoor-classroom style garden or playground at an elementary school.

Bug Finder App

We participated in funding and supporting the Bug Finder app that was officially launched at the LO Growers Short Course on Feb. 15, 2017. The app, available for iPhone and Android devices, is a unique and very powerful tool for identifying pests in the field.

Ontario Agricultural Hall of Fame Association

We accepted a nomination to participate on the board of the Ontario Agricultural Hall of Fame Association. The purpose of the association is to recognize individual contributions to the agriculture sector. This aligns with our long-term goal of raising the profile of landscape/horticulture within the agricultural community.



Monica van Maris award

The Toronto Botanical Garden's Woman-to-Woman event in May saw the first-ever Monica van Maris Influential Women in Horticulture award handed out. Monica van Maris is the first recipient of the award. As a past-president of LO and an active volunteer for several decades, we are very proud of Monica receiving this award.

Youth Fusion

LO President Paul Brydges is responsible for bringing this important organization to our attention. Youth Fusion is a Quebec-based organization focused on raising graduation rates in high school by giving students opportunities for experiential learning. The program was so successful in Quebec that the Ontario government supported their entry into Ontario schools. A university design or environmental student is hired by the high school to coordinate a program where students design and build an outdoor space. This project-based activity is proving very popular and relevant to students and LO is a partner. Our job is to connect students with members in our profession. LO was invited to a final award presentation at Evergreen Brickworks where the Minister of Environment was a keynote speaker. Afterwards, we met with Minister Glen Murray to promote jobs in our sector. We also spoke about using Cap and Trade funds to "electrify" the landscape profession. The Minister was intrigued with the idea and promised to help us navigate the complex process of getting grant approval.

The future

One of the most important activities for the new year is to revisit our Strategic Plan and plot our course for the future. Landscape Ontario has always been planning-oriented — it is a large part of our success so far. Previous plans have become prophetic documents, as the ideas from our leaders and members have turned into reality. We are one of the largest and most relevant horticultural trades organizations in the world because we have made the effort to listen to our members and develop programs and activities that focus on building a prosperous, professional, ethical, recognized and valued profession. The future looks very bright for the profession and our organization.

Respectfully submitted,

Tony DiGiovanni

Executive Director 2017

2017 Chapter reports

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

Durham

President: Norm Mills

Provincial board representative: Brian Baun

Treasurer and Secretary: Carol Fulford

Vice president: Brian Shelfoon

Directors: Brian Alcock, Christopher Arnts, Ben Gray, Mark Humphries, David Lewis, Christopher Muller, Mike Pennington, Janice Shingler

The Durham Chapter held meetings, usually on the first Tuesday of the month, at the Moose Lodge in Oshawa.

October 2016: Chapter members enjoyed a day in the moist Whitby air, planting hundreds of trees with the Highway of Heroes Living Tribute. Mark Cullen, (LO honorary lifetime member) was joined by local dignitaries and over 100 volunteers for the occasion, including about 20 members and their staff. Many thanks to all who gave their time, supplies, and their comradery to plant the donated trees. Special thanks to Mark Humphries of Direct Landscape Supply for the caliper maple and to Brian Baun from B.K. Baun Landscape for tilling the area in advance. The rain stopped just as the first shovel hit the ground, and started again as the last burger was eaten. Someone was watching over us!

The October chapter meeting saw over 20 attendees enjoy the "A to Z's of Landscape Design" with Paul Brydges, LO president, and gained good information about Landscape Ontario from Denis Flanagan, LO manager of membership and public relations.

November 2016: Our annual beer and wings night saw the return of Denis Flanagan with more great information from LO, as well as two full Congress passes as door prizes. Other suppliers donated an additional \$200 in prizes for attendees. The meeting format featured an open discussion of any and all concerns that anybody had. If anyone left the table hungry for food, beer or information, it was (as my mom would say) "their own fault."

January 2017: Congress days, AGM, trade show...what else to say?

February 2017: Our monthly meeting was postponed until April due to weather.

March 2017: Over 100 people filled the hall to hear Jim Slykhuis, (retired York Regional police sergeant) present our annual MTO Day, giving real factual info (not just the book stuff) on pre-trip inspections, load coverings, containment and security, and CVOR information. Workplace Safety and Prevention Services (WSPS) also informed us

regarding new noise rules, Workplace Hazardous Materials Information System (WHMIS) 2015, and workplace violence and harassment. March was also our election meeting where we welcomed new faces and thanked all of the previous volun-tolds.

April 2017: Fred Young of WSPS led over 60 people to their WHMIS 2015 certifications and Alex Gibson from LO spoke about the Apprenticeship Program.

In each case, the meetings after the meeting were beneficial to all. Acquaintances turned into friends, friends shared knowledge, knowledge improves everyone.

Attendance at meetings this year consistently increased. Maybe it's the higher education and compliance content, or maybe it's the food and beer. We don't know, but we won't turn down the results!

My first year as president has been both enjoyable, to say the least, and a learning experience. I would like to thank the entire executive and those who came before me for their contributions, with notable thanks to Janice Shingler for all of the fine food and to Carol Fulford, who, as secretary/treasurer (which is a lifetime position in the chapter), continues to keep everyone (especially me) on track, in line, and moving forward.

Respectfully submitted,

Norm Mills

President 2016-2017

Georgian Lakelands

President: Georgie Hamilton

Vice President: Michael Di Nunzio

Past President: Lexi Dearborn CLD

Treasurer: Jen Cuddie

Secretary: Laurie-Ann Stuart

Provincial Rep: Margot Byers

Directors: Lynne Barnes, Ken Dutka, Teresa Matamoros, Rob Reden, Debbie Wood

Our year started off with the third annual Cascades Putting Challenge at Blue Mountain Village in Collingwood, Ont. The rain held off for the over 40 putters in attendance and the evening concluded with a delicious dinner at Rusty's in the village where awards for our best and most honest putters were handed out.

This year, the Chapter partnered with Camphill Communities Ontario (CCO). CCO was established in 1986 and is part of a world-wide organization supporting persons with developmental disabilities and based on three essentials: the healthy spiritual nature of everyone — whatever their level of ability, a commitment to personal development and the building of communities that support and nourish the life of all its members. The Chapter initiated a greening project which involved cleaning out the gardens, weeding, resetting existing plants, resetting



The Georgian Lakelands Chapter's annual Ski and Spa Day continues to be a popular, mid-winter event.

stone edging to re-establish a medicine wheel, and planting new plants. Thank you to all of the volunteers who assisted with this project.

The second annual Georgian Lakelands Chapter Awards of Distinction was held Dec. 1 at Casino Rama. The awards recognize suppliers and staff within the Chapter. Nominations are accepted for each category, then members vote to determine the winners for: Best Hardscaping Material Supplier, Best Plant Material Supplier, Best Supplier to the Landscape Trades, Best Salesperson of the Year, Best Boss of the Year, and the Georgian Lakelands Chapter Volunteer of the Year. The awards night continues to grow and we look forward to expanding the chapter Awards program in the future. Congratulations to all our 2016 winners!

The Chapter continued to rotate meetings in our major regions, including: Huntsville, Barrie, Collingwood, Owen Sound and Wasaga Beach. We are continue to work on meeting members where they live and making the meetings more accessible to members across the chapter. Our full-day meeting format was very successful. It features a morning speaker or panel, followed by a group lunch, then an afternoon speaker. Meeting attendees were able to select all, or part of a meeting to attend, allowing them to select speakers and topics relevant to their business.

The January meeting in Collingwood featured a triple-threat of speakers and topics. The morning kicked off with Julie Card and Dan Plouffe sharing their insights on email and digital marketing, with key strategies to assist members. Carl Hastings shared an update on the latest and greatest products in landscape lighting, including popular installations and designs and the selling features that lighting can add to landscape designs. The afternoon concluded with our social media expert Mike Pennington. Mike walked us through the pros and cons of social media sites, how to navigate these spaces and even gave a hands-on demonstration of the popular social media phenomenon: the mannequin challenge.

The February chapter meeting in Huntsville had a packed agenda, including a morning session with guest speaker Frankie Flowers. Frankie shared his stories about becoming a popular horticulturist, and lessons learned from a digital world. Frankie's extensive resume and experience makes him a wealth of knowledge and he offered very valuable lessons for members to use in everyday business. The afternoon session was a showcase on new products in LED landscape lighting and app-based

business tools with Ron Iserhot of Vanden Bussche Irrigation. Our afternoon also included a sneak peak of plant products in the pipeline for the coming years with Sheridan Nurseries, as well as insight into the production and selection process for the plant materials you are choosing from.

Our 2017 Ski and Spa Day was anything but cold. Balmy temperatures and gorgeous sunshine made for a great day on the slopes.

The designer's day in Wasaga Beach offered the latest information, including a feature on new products and ways to incorporate them into landscape designs.

Our March meeting in Barrie was all about compliance. The morning panel was comprised of by-law officers that informed us on what members needed to know about getting permits, which elements need permits, and building codes in different municipalities within the chapter. The afternoon portion of the meeting was hosted by MTO officer Hank Dubee. Hank was able to answer questions about commercial vehicle safety and the regulations business owners and staff need to be aware of. This meeting was designed to help members and their staff take a proactive approach to compliance, both on the roads and on the job site.

Our final chapter meeting of the year was hosted in Owen Sound. Guest speaker, Kees Govers of Live Roof Ontario, gave an in-depth look at green roofs. Green roofs are becoming increasingly used and Kees provided attendees with great information on both design and installation techniques, as well as products used for these jobs.

To conclude our year, Ego's Garden Centre hosted our annual August barbecue and pig roast. This event always offers terrific networking with fellow green professionals and was a great break after a long summer. With over 50 attendees, members had loads of questions for our guest speaker Jeff McMann who presented, "Submitting your winning Awards of Excellence Entry." We hope to see lots of winners representing our Chapter.

Thank you to the Georgian Lakelands Chapter board members for their hard work in organizing these events and taking care of all the behind-the-scenes work. Thank you to our members who come out to, and support our events, including our generous sponsors, volunteers and everyone who helps to make these events a success. We couldn't do it without you!

We look forward to continuing to offer new education and training

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opportunities and the chance for members to meet and connect with fellow professionals in the 705 regions as we continue to grow and develop the Georgian Lakelands Chapter.

Respectfully submitted,
Georgie Hamilton
President 2016-2017

Golden Horseshoe

President: Fran MacKenzie
Provincial Board Rep: Tim Cruickshanks
Treasurer: Andrew Barz
1st Vice President and Gear Up for Spring Chair: Tim Rivard
Past President: Jeff Smith
Chicken Roast Committee Chair: Fiore Zenone
Meeting and Promotion Chair: Scott Duff
Directors: John Bos, Chris Church, Chris DeCock, Allard DeVries, Christopher Utter
Chapter Coordinator: Lee Rozon

What a busy year it has been!

Sep. 10: The Golden Horseshoe Chapter (GHC) board took part in the Niagara Parks School of Horticulture's "Rooted in the Garden" event. Board members met attendees and answered questions about membership in Landscape Ontario.

Sep. 15: The annual Chicken Roast was hosted at Ferrell Builders' Supply in Hamilton, Ont. The event was well-attended and proved to be another successful event with lots of roasted chicken and many fun activities and games for children.

Oct. 1: Landscapers' Expo at O'Neils Farm Equipment showcased equipment for winter needs with presentations on equipment maintenance for changing technology. Attendees enjoyed an afternoon of networking with LO members. A free barbecue lunch was supplied by O'Neils Farm Equipment, and also featured educational seminars, prizes and more.

Nov. 1: Landscape Ontario member Arvils Lukss of Landscapes by Lucin presented, "Marketing Myopia" in which he shared his wealth of knowledge about effective strategies in today's changing marketplace.

Feb. 2017: The GHC continued with their February tradition of hosting a family-friendly event combined with Family Day, to host a family bowling day at Splitsville Entertainment in Hamilton. The day was a complete success and proved to be an ideal setting for members to network and have fun with other members and their families.

March 28: Our Gear Up for Spring trade show continues to be an amazing event, growing again this year with a record turnout of over 300 visitors and sold-out exhibitor booth space. This event features presentations and seminars designed to get members thinking about, and up-to-speed on safety before the busy season begins. We are looking forward to an even bigger event in 2018.

April 1: A booth was set up at the Hamilton Home Show to greet attendees to the show. Chapter board members were on hand to answer questions about membership in Landscape Ontario.

April 25: Kelly Barnett from the City of Hamilton gave an informative and excellent presentation on bylaws for landscapers. There were lots of questions and answers and members who attended were very keen to

learn all about the bylaws that directly affect their business operations.

July 10: The Hamilton General Hospital Campus Community garden is an exciting new initiative developed in partnership with Hamilton Victory Gardens. The chapter presented a cheque for \$7,500 to HVC during the official opening ceremony. The garden will contribute to food security for local residents and provide innovative therapy for rehabilitation patients.

Aug. 19: Our annual golf tournament returned to Willow Valley Golf Course in Hamilton and saw a record turnout of golfers and sponsors this year. The tournament hosted representatives from the MS Society of Canada who stated the event was the most successful fundraising golf tournament of the season for them. Hats off to our golfers for being so generous! It was a great day and a great time was had by all.

Aug. 31: The chapter would love to thank Lee Rozon for her many years of dedication as Chapter Coordinator. Lee has retired from the position to spend time with her family in Florida. Lee's efforts and enthusiasm will be missed.

The chapter would like to welcome Mary Thompson as the new Chapter Coordinator.

Respectfully submitted,
Fran MacKenzie
President 2016-2017

London

President: Peter Vanderley CLM
Provincial board representative: Michael Pascoe CLT
Vice President: Matt Hart
Secretary: Kevin Marshall CLT
Treasurer: Bill Beamish
Directors: Cindy Buelow (member recruitment/retention), Bill Degraaf (golf), Derek Geddes (membership recruitment/retention), Michael Martins, Tyler Rancourt (meetings), Paul Snyders (social and trade events), Jarrett Woodard (social and trade events)
Chapter Coordinator: Wendy Harry CLT

September 2016 marked our 11th annual golf tournament which has been the major fundraising event for our chapter over those years. With nearly a full house and gorgeous weather, it was once again a wonderful day filled with great food, prizes and fun for our chapter.

In October, we began our 2016-17 chapter meeting season with guest speaker Jason Vettese, Sales Manager at Best Way Stone and ICPI Technical Instructor. Jason shared his professional experience and expertise to outline ICPI (Interlocking Concrete Pavement Institute) best practices when estimating and pricing hardscape jobs.

In November, Andrew Wall from Sandler Training, the world's largest management and leadership development and sales development company, shared how to identify communication styles and how to adjust our approach to increase our effectiveness in customer service and sales.

Our February 2017 meeting featured our plant symposium which we hope will become an annual event. The 120 people in attendance were treated to wonderful speakers: Brenda Gallagher from the Upper Thames River Conservation Authority spoke on "Neat Things about our Native Trees;" Ross McGee presented "Everything Roses;" Ben Stormes presented "Plant Collecting and Why It's Important," and the day finished

off with Liz Klose speaking on “Perennial Plants of the year: past and present.”

Our March meeting featured MTO’s Mike Turcotte reminding us once again on the importance of being compliant with the rules and laws of the province. Elections were held at the meeting and the chapter board was pleased to welcome five new faces.

In late April, a special black tie and gown gala was hosted by the Navy as a thank you to our chapter and those who participated in the building of the memorial garden at HMCS Prevost. Back in October, 24 volunteers from the chapter spent the morning planting 2,000 shrubs and 25 trees as part of the Battle of Atlantic Memorial, built to commemorate our fallen sailors during the Second World War.

The gala was a ticketed event, also open to the public. The evening featured a great meal and ended with a presentation from a University of New Brunswick professor who specializes on the Canadian effort during the Second World War. Many thanks to all those who helped make the memorial garden a success.

As I become the chapter’s past president in September, I have had time to reflect on the past decade I have served on the board of the London Chapter. The opportunity has allowed me to grow both personally and as a business owner. I consider my colleagues, both on the board and within the membership, as my good friends. I am amazed that as competitors, we truly care about one another and desire success for each of us in all of our endeavors. It has always been, and will continue to be, a delight to be a part of Landscape Ontario.

Respectfully submitted,

Peter Vanderley CLM

President 2016-2017

Ottawa

President: Ed Hansen

Vice President: Chris Urquhart

Past President: Sundaura Alford-Purvis CLD

Treasurer: Steve Neumann

Past President and Provincial board representative:

Ed Hansen/Tyler Owen

GreenTrade Expo Chair: Bruce Morton CLM CIT

Directors: Mike Fulcher, Cory MacCallum, Steve Montcalm,

Lindsey Ross, Stephanie Scott

Chapter Coordinator: Martha Walsh

Volunteers are the core of support for all Ottawa Chapter events, and even more so in 2017. To quote Helen Keller, “Alone we can do so little;



Members of LO's Golden Horseshoe Chapter toured Ottawa Chapter's GreenTrade Expo in February.

together we can do so much.”

Members from the Ottawa Chapter supported the following events in the past year: chapter meetings, Day of Tribute to the Canadian Military, maintenance at the Ottawa Cancer Survivors Park, Ottawa Awards of Distinction, GreenTrade Expo, Living Landscapes, and the annual Ottawa Chapter Charity Golf Tournament for the Children’s Hospital of Eastern Ontario (CHEO) Foundation. Along with continued support of these many events, volunteers are also mentors, alongside educators, to students in both the Horticultural Program, and the Apprenticeship programs at Algonquin College.

Volunteer members maintain the Ottawa Cancer Survivors Park. There is a core group of 11 companies volunteering monthly from May to October. The maintenance of the park also works as a mentoring program for students from Algonquin College, who gain invaluable hands on experience through support from member companies.

This year, the Ottawa Chapter Charity Golf Tournament for CHEO raised \$10,000, bringing the total donation to the Children’s Hospital Foundation to just over \$32,000 over the past five years.

Growing Futures is an innovative initiative that brings local businesses, community partners, and children together to foster a healthier, more financially resilient next generation. The Ottawa Chapter sponsored a Food Tower, which has been placed at the Ottawa Innovation Centre, and the produce of herbs and kale will be harvested and sold locally to ThinkLunch café on site.

Membership increased in the Ottawa chapter by 19 per cent in 2017, with more representation in sector groups and Chapter Associates noted. Chapter meeting topics this past year included a utilities panel comprised of Ottawa Hydro, Bell and Enbridge. Great attendance was noted as the Workplace Safety and Insurance Board (WSIB) Office of the Employer Advisor walked members through the process of completing WSIB Form 7. The final chapter meeting of the year took place in March and included a celebration of the gardens of Living Landscapes, presented by members of the Ottawa Chapter of Landscape Ontario as part of the

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Ottawa Home and Garden Show.

GreenTrade Expo, presented by the Ottawa Chapter, celebrated its 24th year on Feb. 15. Despite a 20 cm snowfall, attendance was good. With over 110 exhibitors, complimentary parking sponsored by Geosynthetic Systems and a day full of business-to-business seminars, the show concluded as another successful event. Both both student volunteers and members gave their time to make this chapter event a success.

The Ottawa Chapter Board would like to thank Sundaura Alford-Purvis for her two-year term as president, as well as for her continued support, especially her dedication to Living Landscapes and sustainable horticulture and landscaping.

Respectfully submitted,

Ed Hansen

President 2016-2017

Toronto

President: Jonas Spring

Treasurer: Sabrina Goettler

Vice President: Janet Mott

Past President: Ryan Heath

Secretary: Joe Pereira

Provincial Board Representative: Jon Durzi

Directors: John Bouwmeister, Paulo Domingues, Raffy Hanimyan, Steve Hary, Wendy Ladd, John Larsen, Skai Leja, Chaz Morenz, Say Saveall, George Schellingerhoud

It has been a busy year for the Toronto Chapter.

Chapter meetings started off with a bang as the Toronto Chapter tackled a topic prevalent on everyone's minds: staffing. The chapter partnered with Humber College and saw a great turnout with a mixture of business owners and future professionals. Guest speakers included an employment and labour lawyer, companies who specialize in off-shore labour, as well as a professor working with future green professionals.

Despite an early snow storm, the December meeting at Ryerson University had a great turnout to discuss the unique challenges of running a small business in the GTA. The "What's Up with the Little Guy?" meeting featured a showcase on how small businesses operate in a region dominated by larger competitors, the challenges of finding space for storing equipment and marketing a small business.

Our January meeting continued the "What's Up?" series with "What's Up with Weeds?" Sam Benvie and Sandra Pella spoke to a full house at the Toronto Botanical Garden to discuss native plants, the top choices for pollinator gardens and why native plants are associated with the term 'weeds.'

The chapter's full-day February meeting featured all things safety related. Attendees joined in a health and safety boot camp with Workplace Safety and Prevention Services (WSPS) in addition to a seminar on commercial vehicle safety and a sample walk-around vehicle inspection.

Chapter meetings concluded for the year with a showcase on water features with representatives from Aquascape and Genoscape presenting products, design, and the benefits of incorporating water gardens and features into the landscape.

New this year was the Toronto Chapter Bursary Program. Rather than supporting one community project, the Chapter decided to dis-

tribute their contribution through smaller grants of up to \$1,000 each. The Bursary Committee made up of Toronto Chapter Board members were looking to support projects that would enhance physical, mental and spiritual wellness; offer environmental benefit (such as pollinator or wildlife gardens); provide community or educational benefit (such as community gardens). In the end, 14 projects throughout the GTA were selected, including community, food and pollinator gardens, as well as seed exchanges. We look forward to continuing this project next year.

The Toronto Chapter introduced "shop talk sessions" across the GTA this spring. These sessions were inspired by "the meeting before/after the meeting," when green professionals network and have the chance to talk shop. There is no agenda and no speakers — just the chance to get together and talk about issues, problems, challenges and successes we all share. These were a great success and we look forward to continuing them in the future.

Despite a rainy summer, we were still able to host the chapter's annual golf and baseball tournaments. Our original golf date was rained out, so we returned to Nobleton Lakes Golf Club for a rescheduled tournament with over 100 golfers. Richmond Greens hosted the 2017 Hank DeJong Memorial Baseball tournament with seven teams competing. Thank you everyone who took time out of their extremely busy schedules to attend these events.

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

We look forward to seeing you in the new year and continuing to bring you learning opportunities as we foster the growth and strength of the Toronto Chapter.

Respectfully submitted,

Jonas Spring

President 2016-2017

Upper Canada

President: Paul Doornbos

Vice President: Jesse Perrin

Past president /Provincial board representative: Terry Childs

Treasurer: Pamela McCormick CLP

Secretary: Neil Bouma

Fundraising Chair: Pamela McCormick CLM

Directors: Judy deBoer-Bell, David Gunn, Andre Ypma

The Upper Canada Chapter continues to rotate meeting locations between Kingston and Belleville in an effort to make meetings more accessible to members across our wide-spread chapter.

The 2016-17 meeting season began with a round table discussion hosted in Belleville with a focus on character and how it can define your business.

The November chapter meeting in Kingston featured a presentation from Denis Flanagan on "debunking LO." This meeting offered members the chance to ask questions about the association, including the many benefits they are entitled to and the resources available to member companies and their staff.

The new year of meetings began in Belleville with a presentation from LO president Paul Brydges that focused on landscape architecture.

February's meeting in Kingston featured LO Durham Chapter member, Mike Pennington. The owner of Lakeridge Contracting, Mike shared his insights and unique strategies on building a brand and selling to your customers.

February also included the 6th annual chapter squash tournament in Trenton.

The March meeting in Belleville featured our AGM and annual elections.

Our final meeting of the year featured presentations on commercial vehicle inspections, workplace safety and locate agreements.

The Chapter partnered with the Upper Canada Stone Company to host the 2nd annual Upper Canada Drystone Festival: a two day, hands-on drystone introductory course presented by Dean McLellan and other professional drystone wallers in Madoc, Ont.

Due to the weather challenges faced for much of the first half of the season, our annual golf tournament was cancelled to allow members to make the most out of the better weather in August this year. We look forward to 2018 and being able to once again meet on the links with our colleagues.

Upper Canada was well represented this year on the LO Show Committee, as well as other provincial committees. The Chapter looks forward to continuing to offer local education and training opportunities for LO members and their staff.

Respectfully submitted,

Paul Doornbos

President 2016-2017

Waterloo

President: Jeff Thompson

Provincial Board Representative: Thomas Blatter

Treasurer: Robert Tester

Vice President: Richard Burch

Past President: Randy Adams

Secretary: Blake Sicard

Directors: Jason Dietrich, Trevor Garner, Eric Horst, Mike Silva

The Waterloo Chapter had an exciting and eventful year with chapter meetings and social events which continue to grow.

While fall is still a busy time of year in the landscaping world, our September meeting continues to see a great turnout. Robert Chiarantano of RDA Insurance (the company that provides telephone legal advice to all members through DAS Legal) weighed the benefits of different business structures, including sole proprietor, partnerships and corporations, and explained the pros and cons, as well as legal implications of each type of business structure.

October featured an examination on corporate tax planning and preparation with Craig Keller. Craig provided members with information on how to develop a personal tax plan, structuring taxes to minimize any amounts owing, what deductions and incentives are available to green professionals and current legislation impacting corporate taxation.

It wouldn't be November in the Waterloo Chapter without the annual snow and ice meeting. This meeting featured a panel discussion and

Q+A session with Dave Amadori, insurance adjuster with Hort Protect (Marsh Canada), Lisa Morrell, personal injury lawyer with Morrell Kelly and Dave Wright, landscape contractor and owner/operator of Wright Landscape Services.

November also included the annual Fall Freeze-up Dinner and Dance which featured live music, dancing, and raffles. This event offers a great way to end the season with family and staff and was enjoyed by over 150 members and guests.

The year ended with a feature on by-laws in the tri-cities. Representatives from the cities of Guelph, Cambridge, Kitchener and Waterloo by-law offices joined the chapter to discuss regulations in the cities and how they differ, and how you and your staff can ensure compliance on job sites.

The 2017 chapter meeting year began in February with a presentation from Chris Mace of Gelderman Landscape Services. Chris used case studies and shared personal experience to share lessons learned from implementing overtime payment for field staff.

The March meeting was all about social media with guest speaker Mike Pennington. A member of LO's Durham Chapter, Mike is well-known for his creative uses of social media for Lakeridge Contracting. He examined the different social media platforms and the pros and cons of each and discussed the ways in which using social media can help your business and build a unique brand.

Similar to all business this year, spring was a busy time for the chapter. Each spring we sponsor The Kitchener-Waterloo Home and Garden Show. Our booth saw over 2,500 attendees, each taking home a pine or spruce seedling for their yard.

Before everyone was out working in full force again, the Chapter hosted the annual safety meeting at Coleman Equipment. Richard Hutchinson of the Ministry of Labour (MOL) shared the latest updates on employer and employee responsibilities, current government legislation, rules and fines as well as what to expect during an MOL inspection. Landscape Ontario's apprenticeship coordinator, Alex Gibson, was also on-site to discuss apprenticeship opportunities and incentives for employers and employees and to answer any questions about the program.

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

Respectfully submitted,

Jeff Thompson

President 2016-2017

Windsor

President/Treasurer/Provincial Board Representative: Donald Tellier

Vice President/St. Clair College Liaison: Jay Terryberry

Secretary/LOWC Assistant: Jay Rivait/Violet Harris

Directors: Jessica Aytoun, Sal Costante, Dan Garlatti, Joe Santarosa Jr.

Landscape Ontario Windsor Chapter (LOWC) members had a very exciting year with the completion and dedication of the Legacy Garden at St. Clair College. Thanks to funding from Landscape Ontario head office

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The Legacy Garden built at St. Clair College recognizes founding members of LO's Windsor Chapter.

and very generous financial, material and labour support from a number of Windsor Chapter member companies and students/staff from St. Clair College, the beautiful garden was dedicated in early June. A crowd of over 60 people, consisting of a few of the original members of LOWC, families, friends, students and current members enjoyed a beautiful morning that included some very heartfelt speeches from some of the long standing members in attendance including: Lex Kraft, St. Clair College Vice President Ron Seguin, Landscape Ontario representative Denis Flanagan and LOWC President Donald Tellier. The event concluded with a ceremonial tree planting and the unveiling of a beautiful wall plaque that includes the names of the original executive members that are no longer with us. Thanks to all who volunteered for construction of the garden and to those who helped out on the dedication day.

In early April, LOWC member volunteers and horticulture students once again volunteered to build a large feature garden at the 2017 Windsor Home and Garden Show. LOWC presented the speaker series to help educate the public on the many different aspects of landscaping and gardening. Thanks again to the local LO members who gave the inspiring talks.

Our chapter meetings started off with a bang in October 2016 with an open forum discussion on all things landscape related. Students and members talked about a variety of things from wages to employee/ employer expectations and everything in between. Don Tellier moderated the event.

In November, Chris Vasey discussed health and safety for employers and employees including responsibilities, training and proper forms and paper work.

Our annual bowling night was very successful – a fun night out for members and their staff as the landscaping season wound down.

Landscape Ontario's Jeff Hicks headlined the January 2017 session with his very entertaining presentation about his time working in the Middle East and how leveraging resources can support development of our staff and member companies.

In February, Mike Pennington and Nancy Green from Lakeridge Contracting in LO's Durham Chapter, gave an interesting take on the designer/contractor relationship. Both Mike and Nancy talked about how important it is to have a good, professional relationship on the job site.

Our March meeting was delivered by Matthew Mitchell from MTO. This annual member favourite covers the latest rules of the road and a hands-on safety review of on-site equipment.

The LOWC Bob Girard Memorial Golf Tournament took place in September 2017 on a beautiful Saturday at Sutton Creek Golf Club. A great day of golf, food, prizes and networking was enjoyed by all.

LOWC was once again involved in a number of community initiatives including our annual fall clean up and upgrade of the Solidarity Gardens at the Hospice of Windsor and Essex County in late October. A similar clean up will also take place at the Children's Safety Village of Windsor this next spring.

Our fall meetings are set up and we are looking forward to another wonderful year in the LOWC. Thanks to all who volunteered their time or resources or both during the past year – we couldn't do what we do without the support of all our members.

Respectfully submitted,

Jay Terryberry

President 2017-2018

2017 Sector reports

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

Garden Centre

President: Norm Mills

Provincial board representative: Brian Baum

Treasurer and Secretary: Carol Fulford

Vice president: Brian Shelfoon

Past president: Greg Scarlett

Directors: Brian Alcock, Christopher Arnts, Ben Gray, Mark Humphries, David Lewis, Christopher Muller, Mike Pennington, Janice Shingler

Chair/Provincial board representative: Michael Van Dongen CHT

Members: Brian Alcock, Barry Benjamin, Perry Grobe, Kevin Jack, Kennedy Johnston CLT, Frans J.R. Peters, Art Vanden Enden CHT

With the support of the Landscape Ontario team, LO's Garden Centre Sector Group has put tremendous effort into the 2016/2017 year.

With the move of Garden Expo to Congress, the Garden Centre Symposium was held at Congress on Jan. 11, 2017. This half-day event included the Awards of Excellence ceremony for both the Garden Centre and Growers Program, followed by guest speaker, Tom Shay of Profits Plus Solutions who presented "The Science and Art of Buying and Selling" and "Advanced Professional Selling Skills." The presentation was followed by lunch and networking.

The Canadian Nursery Landscape Association (CNLA) and Garden Centres Canada, under the leadership of Anthony O'Neill, had a productive year. In September, 2017, Ontario hosted the annual International Garden Centre Association (IGCA) Congress. The tour and conference was attended by over 250 delegates from over 20 countries who gathered to celebrate Canada's 150th birthday. The group toured several of Ontario's finest garden centres and growers. Everyone benefited with participants from so many countries and cultures sharing stores, experiences and knowledge. The 2018 IGCA Congress will be hosted in Prague, Czech Republic.

The sector group continue to work on and discuss the following:

- Labour shortage of qualified workers
- Changes to labour under Bill 148, including the minimum wage increase
- Hosting a tour in 2018

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

Respectfully submitted,

Michael Van Dongen

Chair 2016-2017

Grounds Management

Chair: Brad Paton CLT

Provincial board representative: Brian Marsh

Members: Kevin Almeida, Sarah Beckon, Craig Cole, Jeff Fennema, Carmine Filice CLM, Brent Giles, John Hewson, Anthony Kampen, Jeff Lowartz CLT, Jeff McMann CLT, Steve Snider, Rodger Tschanz

A grounds management symposium has been the main focus for our group over the past year. In 2017, the symposium was again a joint event with LO's Landscape Contractors Sector Group. The event was held Feb. 28 at the Fontana Primavera Event Centre in Vaughan. The grounds portion of the event was held in the afternoon, followed by dinner and the contractors symposium. Guest speakers were: Jennifer Llewellyn, OMA-FRA, on "Improve your game – diagnosing tree health issues for better Customer Service;" Jeff McMann, Mount Pleasant Group of Cemeteries, on "The Importance of Inventory Management and mapping in relation to Maintenance;" and Rodger Tschanz, University of Guelph Trial Garden Manager, on "New Plants and the 2016 Trial Garden Results."

Rodger Tschanz had another successful season with his trial gardens. On display are over 164 rose cultivars planted in 2016 and 2017, 18 hydrangea cultivars and an assortment of other shrubs planted in 2016 and 2017 and over 300 different annuals and perennials in ground beds. The annual Trial Garden Open House was held Aug. 17, 2017 with guest speakers: Bob Reeves on "Mycorrhizal (Root Rescue) research;" Brenda Luckhardt, Sheridan Nurseries, on "2018 Emerging Trends in the Landscape;" and Shawn Murdy on "Invasive plants." The event also included a presentation of the Ontario Parks Association (OPA) "Canada 150 garden award."

The group is presently working on the 2018 Symposium.

Respectfully submitted,

Brad Paton CLT

Chair 2016-2017

Growers

Chair: John Mantel

Board Rep: Gerwin Bouman

CNLA Representative: Mark Ostrowski

Members: Jamie Aalbers, Rob Albrecht, Andrew Barbour, Dave Braun, Paul-Britman Rapai CHT, Steve Burgess, Jeff Gregg, Michael LaPorte, Serge Leclair, Jennifer Llewellyn, Glen Lumis, John Moons, Rob Naraj, Mark Ostrowski, Bill Putzer, Joel Schraven, Fred Somerville, Mark Verbinnen, Shane Way, Rita Weerdenburg, Jeanine West, Youbin Zheng

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LO's Trial Garden Open House in August attracted over 60 landscape professionals and media.

The LO Growers Sector Group executive has recently undergone some changes. Many thanks to Gerwin Bowman and Mark Ostrowski for serving as our representatives to LO's Provincial Board of Directors and the CNLA board for many years.

In September 2016, the annual Industry Auction was hosted at Dutchmaster Nurseries in Brougham, Ont. In September 2017, the auction was hosted by Brookdale Treeland Nurseries in Schomberg, Ont. Combined, these events raised \$47,000 for scholarships, research and industry development.

In November 2016, the annual Growers Fall Dinner Meeting was held at Teatro Conference Centre in Milton. Over 60 attendees enjoyed an evening of networking. Allan Arthurs, Senior Ecologist and President at St. Williams Nursery and Ecology Centre, spoke on why seed zones are important and how policies may affect nurseries in the future. Barbara Macdonell, Senior Environmental Planner for the Ministry of Transportation, spoke on the challenges of sourcing native, and local plant material on the large Rt. Hon. Herb Gray Parkway project in Windsor, Ont.

The annual Growers Short Course returned to the Royal Botanical Gardens on Feb. 15, 2017. Keynote speaker Mike Byland of Byland Nursery in Kelowna, B.C., spoke on product and inventory management strategies. Over 200 attendees also heard research updates, talks on marketing and soil management, and much more. The event also served as the official launch of the BugFinder app co-authored by Jennifer Llewellyn and Dave Cheung. Congratulations to both on all of their hard work in realizing this powerful new IPM tool.

Another new development for 2017 saw the hiring of Dr. Jeanine West as Grower Technical Analyst. Dr. West has worked with the Growers Group for many years in various capacities as a consultant. Her hiring brings much-needed stability and continuity to her work, particularly representing the growers' interest on the Ontario Invasive Plant Council.

In March, the Growers Group had an interactive display at Canada Blooms, the Toronto Flower and Garden Festival. The intent was to educate the public on the production of nursery plants here in Ontario and put a face to the men and women and families who provide quality plant

material in the province.

I would like to take this opportunity to thank the many volunteers and staff who work diligently on behalf of all growers in Ontario.

Respectfully submitted,

John Mantel

Chair 2016-2017

Hardscape

President and Chairman: Mike Riehm

Vice Chair: John Sanchez

Secretary and Treasurer: Shawn Giovanetti

Directors: Bill Beldham, Frank Bourque, Andrew Colautti, Nick Lang, Dave O'Malley (Social and fundraising), Collin Shotlander (education), Alan Van Haaster BLA, Jason Vettese (marketing), Mark Wilkie, Jarrett Woodard

LO Hardscape golf tournament

The 2017 golf tournament was a tremendous success for the committee. With over 120 golfers and a plethora of on-course experiences, the committee saw attendance and customer feedback far exceed expectations. From food tastings and massage stations to multiple hole-in-one contests for thousands of dollars...the tournament was outright FUN! All proceeds from the event go towards the committee's production of HardscapeLIVE! — a dynamic education experience at Congress. We are very excited about adding even more excitement to the 2018 tournament.

HardscapeLIVE! at Congress 2017

Our second year of HardscapeLIVE! was a great success for the committee and for Congress. This education-based feature saw hundreds of attendees watch and participate in each of the six unique sessions. Crowds poured into the aisle to catch a view and were hit with valuable hardscape-based education. From tools of the trade to the intricate design of raised patios and barbecues, HardscapeLIVE! brought Congress



Live judging of plant material at the annual Industry Auction.

to a whole new level. We are very excited to build upon the momentum from 2017 to provide an even bigger and better experience in 2018. With our qualified and experienced new host and lead instructor Frank Bourque, HardscapeLIVE! will be an experience that Congress has not seen the likes of thus far.

Respectfully submitted,

Mike Riehm

President and Chairman 2017

Irrigation

Chair and Provincial Board Representative: Steve Macartney CIC, CLIA, CIT

Members: Dean Armstrong, Paul Barker CIT, Tyler Burnell, Bruce Cullen, Mark Donohue, Jeremy Harris, Steve Hernandez, John Lamberink CIC, Chris Le Conte CIC, CLIA, Steve Marysiuk CIT, Don McQueen, Roy Neves CLIA, CID, CIC, Paul Proulx, Matt Sandink CLIA, CLC, CWM-L, Tony Serwatak, Natnael Taera

I would like to take this opportunity to personally thank the members of the LO Irrigation Sector Group for their hard work and dedication over the past year.

The year started off strong due to last year's dry weather. Rain and cool weather then set in, playing havoc with schedules. This slowed down the need for sprinklers, which left contractors scrambling for work in late summer.

Smart controllers are finding their place in the marketplace. Residential clients now have a cost-effective solution to accurately control their water usage. Controllers are easy to operate and control. Manufacturers continue to upgrade their products to keep pace with current requests for water efficient products.

In January 2017, the annual Irrigation Conference was held at Congress. The half-day event included lunch and networking. The following speakers presented:

- Warren Gorowitz, EMSL, Ewing Irrigation, Phoenix, Ariz., spoke on "Irrigation and Sustainability – the new Odd Couple" and also on "Smart Irrigation Technologies – How to Enhance your Business."
- Jeremy Harris, Region of Peel, provided an update on the Water Smart Irrigation Professional (WSIP) program.

A special thanks to our sponsors who help to ensure the quality of

presenters at our event.

The Irrigation Sector Group continues to work on a number of initiatives:

- Continue working with Peel and York Regions on the WSIP program.
- Promotion of the certification program.
- Labour issues: sourcing qualified workers.
- Promoting the professionalism of the irrigation sector.
- an irrigation library at Landscape Ontario.

The future looks good for irrigation contractors who keep up with new technologies and training. The Irrigation Sector Group will continue to work with municipalities to be part of the solution for effective and efficient water management.

Respectfully submitted,

Steve Macartney

Chair 2016-2017

Landscape Contractors

Chair/Provincial board representative: Peter Guinane

Members: Thomas Blatter CLM, Cathal Boyd, Janet Ennamorato, Jason Gaw, Ryan Heath CLM CLT, Eric Horst, Allan Kling, Arvils Lukks, Brian Marsh, Joseph Morello, Rob Redden

The annual Lecture Event returned in 2017, and was once again a joint effort between the Landscape Contractors Sector Group and LO's Grounds Management Sector Group. Held Feb. 28,, 2017 at the Fontana Primavera Event Centre in Vaughan, the contractor portion was held in the evening after the grounds portion and dinner. Guest speaker Pat Morello made a presentation from a landscape architect perspective, while brother Joe Morello presented from a contractor's perspective.

For the 2018 Lecture Event, both sector groups will co-locate to hold two separate events at the same venue. To date, guest speakers include: Mark Hartley for Landscape Architects and Chris Mace for contractors.

The Landscape Contractors Sector Group also assists each March with the feature gardens at Canada Blooms, the Toronto Flower and Garden Festival. The group views feature garden entries to ensure they meet industry standards and quality. The theme for the 2017 was "Oh Canada!" in celebration of Canada's 150th Birthday. The group will continue to assist with the feature gardens for Canada Blooms in 2018.

Items of interest:

- Labour issues: Finding qualified employees and training existing staff.
- The effects and costs of attracting and keeping staff under Bill 148, including the increases to minimum wage.
- The group's Labour Rate Card was reviewed and updated this past year and will be reviewed and updated in the future.
- Benchmarking industry production rates.

Respectfully submitted,

Peter Guinane

Chair 2016-2017

Landscape Designers

Chair/Provincial board representative: Chris Clayton OALA, CLD

Treasurer: Sabrina Goettler CLD

Members: Robert Boltman, Paul Brydges OALA CLD, Jen Cuddie CLD, Brandon Gelderman, Sabrina Goettler, Sean James, Kelly Keates,

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LO members continue to volunteer each spring to clean-up St. James Park in Toronto.

Mark Kimmerly, Ron Koudys OALA CLD, Carlyne Planck, Fred Post CLD, Haig Seferian OALA CLD, Ron Swentiski CLD, Audriana VanderWerf, Andrea Weddum

Annual Landscape Designer Conference

For the first time at the Landscape Designer Conference, in 2017 the Ontario Association of Landscape Architects (OALA) were named as our official guests. This reflects the growing cooperation between our two groups. OALA members were very impressed with how well the event was run and the breadth of topics covered by the speakers.

Landscape Designers Name Act update

This has been a fabulous year for landscape designers. With the active help of the LO's Designers Sector Group, Paul Brydges and Ron Koudys collaborated with the OALA on their *Practice Act* proposal to the government of Ontario. The OALA proposal uniquely uses the words "Landscape Designers" as persons who may prepare planting plans in addition to members of the OALA. This is a great step forward because our name is embedded within the legislation. If passed as written, we can then apply for our own *Name Act* to properly define who qualifies as a landscape designer. Paul Brydges signed a *Memorandum of Understanding* between OALA and LO to link the OALA *Practice Act* process to our *Name Act*. This memorandum will ensure the OALA has on-going commitment to our *Name Act* application.

Fusion Landscape Professional (FLP) program

Under the expert guidance of Sally Harvey, LO's Director of Education and Labour Development, this initiative with both York and Peel Regions is getting very close to certifying the first group of LO members as Certified Fusion Landscape Professionals. Several members of the Certified Landscape Designer (CLD) group participated in a day-long workshop to review the FLP manual. The information in the manual could also be

used to expand the teaching material in post-secondary courses in the future.

Membership

We have a great deal of interest from designers wanting to earn their CLD, especially from potential "grandfather" candidates. There are many designers with varying experience which challenges the standard definitions. The CLD Committee works out each individual application; this process is building a body of answers to further define what a "CLD" is.

Respectfully submitted,

Christopher Clayton LA CLD
Chair 2016-2017

Lawn Care

Chair: Steve Tschanz

Provincial board representative: Alan White

Vice-Chair: Kyle Tobin

Members: Scott Bowman, Dr. Michael Brownbridge, Gavin Dawson, Paul Gaspar, Rohan Harrison, Don McQueen, Ken Pavely, Tim Tripp MSc, Bill Van Ryan Jr, Tom Somerville, Don Voorhees, Kerry Whale

As usual, the Lawn Care Sector Group began a new year with a great IPM Symposium the day before Congress. The annual event featured outstanding education and allowed time for members to reflect on the trials and tribulations of working with our limited toolbox.

A relationship was formed with the Lung Association, which I hope will continue at a board level. This has the potential to benefit everyone involved.

We continue to focus on creating and implementing strategies to allow for, and expand effective product offerings for the lawn care sector. Through various conversations, it seems Ministry of the Environment and Climate Change (MOECC) staff are also frustrated with existing rules.

Many of their efforts are often dismissed when a prosecutor's plea bargain results in charges going away and resulting in only a slap on the hand.

Once again, we thank the Nursery Sod Growers Association (NSGA) for their donation of sod to include in our involvement at Canada Blooms, The Toronto Flower and Garden Festival. Promotion of healthy turfgrass, the lungs of the urban environment, continues to be our focused message. The annual clean up of St. James Park in Toronto was held again this spring, which included aerating and overseeding of the turf. Volunteers are always welcome and are also treated to a nice breakfast provided by the St. Lawrence Market Business Improvement Association.

Last year, we fought with severe drought. This year, our sector had its hands full with rain. The timing of applications was very difficult, as the main product available needs to have repeat applications that need to be timed appropriately. Proper timing was difficult to predict, and many times second applications would be delayed, resulting in a need to start the process over again. This made for a very tough year.

Respectfully submitted,

Steve Tschanz

Chair 2016-2017

Lighting

Chair: Carl Hastings

Provincial board representative: Jamie Riddell

Members: Terry Childs, Frank DiMarco, John Higo, Leon Hordyk, Ron Iserhot, Tim Kraemer, Cory MacCallum CIT, Ken Martin, Conrad Monteiro, Rob Redden, James Solecki

The Lighting Sector Group had a very busy year and continues its work in the areas of professional development, education, and eventually certification. The group is also working on initiatives that will help to raise the awareness of professional outdoor lighting design and installation.

Our 8th annual Landscape Lighting Conference was held on February 8, 2017 at the Lionhead Golf and Conference Centre in Brampton, Ont. This full-day event featured workshops throughout the day. Guest speakers included: John Higo on "Back to Basics and Standards," Carl Hastings on "Design 101 – Where to Start," Jerry McKay on "Lighting as an Integral part of the Architectural Design Process" and Jeff Smith on "Electrical troubleshooting for Landscape Lighting Systems."

Special thanks to all of our sponsors who helped support the event to ensure it was a success.

The group also participated in judging the landscape lighting categories in Landscape Ontario's annual Awards of Excellence program.

Once again, the group offered their services to the feature garden builders at Canada Blooms, and assisted with the planning of the 2017 event. We will continue to work with organizers for the 2018 festival.

In 2018, one of our main priorities is to continue to promote the value and significant role of the lighting sector.

Respectfully submitted,

Carl Hastings

Chair 2016-2017



Snowposium returned to LO's home office this September.

Snow and Ice Management

Chair: Jamie Perras

Provincial board representative: Mark Humphries

Committee: John Agg, David Amadori, Daniel Anisz, Craig Armstrong, Michael Boffo, Robert Boffo, Gerald Boot CLM, John Boot, Dan Booth CLT, Meghan Campbell, Brian Cotter, Eric Gordon, Lee Gould, William Jordan, Jeff Lowartz CLT, James Meerveld, Jim Melo, Brian Mettel, Jim Monk, John Morra, Brian Perras, Robert Roszell, Phil Sexton, Robert Tester

After a year off, the annual Snowposium returned to LO's home office in Milton, Ont. on Sept. 28, 2017. New this year, we offered a mock examination for discovery featuring lawyers Rob Kennaley and Ian Mair and Mark Humphries as a contractor. This feature, along with the other great speakers from Canada and the U.S., resulted in the best attendance for the event in years. Thank you to the many organizers and sponsors for their hard work and generosity that helped to bring back the Snowposium.

This past year, we focused our efforts on solutions to the issues surrounding slip and fall lawsuits, as well as those surrounding environmental sustainability. Our key objectives are:

Deal with slip and fall issues:

- Improve working relationship with Snow and Ice Management Association (SIMA).
- Formed a subcommittee dedicated to creating snow and ice management guidelines.

Government relations:

- Formed a subcommittee dedicated to investigating legislation which affects the snow and ice industry.
- Retained Rob Kennaley to review the New Hampshire legislative models regarding liability issues and to report back his findings.

Environmental stewardship:

- Continue to educate contractors on best practices and proper calibration when applying salt.
- Help promote Smart About Salt (SAS).
- Attended the Great Lakes Chloride Forum in Toronto this past October in order to inform contractors on the hazards of over-salting.

Respectfully submitted,

Jamie Perras

Chair 2017

2017 Committee reports

Branding Committee

Co-Chairs: Paul Doornbos, Alan White

Committee members: Paul Brydges, Terry Caddo, Tim Kraemer, Mark Ostrowski

Staff: Tony DiGiovanni CHT, Robert Ellidge, Denis Flanagan CLD, Ian Service

Landscape Ontario's Branding Committee continued to work on developing strategies to raise public recognition and relevance of the Landscape Ontario name and logo in the face of constantly changing technologies and communication methods.

In 2016-2017, the committee continued to explore ways to better connect LO members with prospective clients by leveraging the popular 'Find a Company' function available on *LandscapeOntario.com* and utilizing the wealth of LO's content to build a larger audience for its consumer website.

The committee reviewed a number of proposals by various digital marketing companies in an effort to use existing technology to further their goals. At the recommendation of staff, the committee pursued the purchase of an existing lead connection system that allowed home and property owners to reach out to contractors via a website or smartphone app.

In the end, the committee decided not to pursue the purchase and to instead use expanded staff resources to revamp the existing 'Find a Company' system with customized features that would benefit all LO members.

The committee continued to get closer to its long-term goal of creating a digital, one-stop-shop for everything related to our collective professions. We are confident our tactics will increase our audience and provide the proper platform to connect our members with the right audience. The exclusive access to that audience will also be a deciding factor to convert non-members.

In late July 2017, a revised and refreshed *HortTrades.com* website was launched. Dubbed Project Butterfly, the new design and functionality was carried out by staff from LO's Communications and IT departments. The site is now fully-responsive for viewing and accessing LO's wealth of information via smartphones and tablets. The content is also driven by a system of tags that allows visitors to see content related to what they are already seeing. Staff have been analyzing the traffic of visitors to the site in an effort to make our wealth of information easier to navigate.

Each chapter and sector group now has a stronger presence on the site, and the overall design provides a more visual representation of the professionalism of the association, its activities and the high caliber of work by LO members.

LO's Communications Department will continue to add the content from the association's publications which will serve another purpose as well: the creation of a digital archive of LO's activities. Content from *LandscapeTrades.com* and *LandscapeOntario.com* will also be integrated while the 'Find a Company' function is being updated.

We would like to thank the members of the committee for their valuable insight, opinions and expertise in helping to realize our goals.

Respectfully submitted,

Paul Doornbos and Alan White

Co-Chairs 2017

Building Committee

Chair: Karl Stensson

Directors: Hank Gelderman CLT, Paul Olsen, Haig Seferian CLD, Marc Thiebaud, Rene Thiebaud, Bob Tubby CLM, David Turnbull, Neil Vanderkruk, Charlie Wilson

In April 2017, all members of the Building Committee and a few invited guests met for a stakeholder's meeting in which a number of recurrent questions and issues were finally put to rest regarding LO's Milton property.

With the value of our remaining land continuing to rise significantly, the committee explored whether it made sense financially to remain at the Milton site or to sell remaining land and purchase an existing site further out in the GTA. The committee unanimously agreed it is best for the association to remain at the Milton site — moving elsewhere would ultimately net the same result.

At the meeting, it was also decided it is in the best interest of the profession to keep CNLA staff and offices integrated with LO as much as possible. CNLA will be purchasing a 10 per cent stake in the property for \$1 million.

The committee also decided to continue engaging an architect to investigate an option to renovate into the existing warehouse. The previous plan had involved renovating into the existing greenhouse space.

Our priority continues to be the planning of the major renovation of the building. This renovation will feature new, expanded offices for both LO staff and tenants, more, larger classrooms (including a practical classroom), proper storage and lunchroom and more meeting space. The renovation will meet both current and long-term needs of the association.

Plans and a detailed cost-estimate were completed in late summer, with options to be presented to the Provincial Board in the fall of 2017.

Respectfully submitted,

Karl Stensson

Chair 2016-2017



Feature gardens at Canada Blooms celebrated Canadiana to coincide with the nation's 150th birthday.

Canada Blooms

Co-Chair: Ryan Heath

Treasurer: Janet Ennamorato

Directors: Denis Flangan, Jeff Winkelmolen, Tony DiGiovanni

Canada Blooms celebrated its 21st anniversary in 2017. Over 21 years we have become one of the world's best garden events. Recently Canada Blooms has earned the following accolades:

- Conde Nast: Top 9 Flower Shows around the World
- USA Today: World Top 10 Flower Shows
- Escape Here: included in top 10 Flower Shows in the World
- Koch Floral Blog: World's 10 best Flower Shows
- The Spruce: Top 10 World Garden Festival
- Top 100 event in North America: American Bus Association

In Canada, Canada Blooms has received the following awards:

- Top Garden Show in Canada
- Top 50 Garden Experience in Canada
- Top 50 Attraction in Ontario

Everyone who has built, volunteered or supported Canada Blooms has a lot to be proud of.

An additional role that Canada Blooms plays in supporting Landscape Ontario is as a means to generate positive media stories as spring is approaching and the public is thinking about the gardening season. During the most recent Canada Blooms, the festival generated over \$7.5 million dollars of media. This is a \$2.5 million increase from 2016 and is key to promoting every sector of our profession.

Canada Blooms also supports the many non-profit areas of our profession. At the 2017 festival, Canada Blooms donated floor space and exposure valued by our auditors of \$434,635.

I am also proud to announce Canada Blooms has signed a four-year extension with the National Home Show. This followed a complete business review and long-term strategy development.

Landscape Ontario members on the Canada Blooms 2016/17 Board: Ryan Heath (co-chair) Janet Ennamorato, Jeff Winkelmolen and Denis Flangan. Joining the board for 2017/18 is Lou Savoia.

Respectfully submitted,

Ryan Heath

Co-Chair 2015-16

Canadian Nursery Landscape Association

Landscape Ontario members present on the CNLA Board of Directors: Provincial Representative and Climate Change Adaptation Chair:

Alan White

Past President: Rene Thiebaud

Vice President, Member Services and Insurance Chair: Gerald Boot CLM

Human Resources Chair: Harold Deenen CLM

The Canadian Nursery Landscape Association (CNLA) is a national not-for-profit federation of nine provincial landscape and horticulture trades associations, which represent over 3,800 member companies in the landscape, retail garden centre, and nursery sectors. Once membership is approved with Landscape Ontario, the company automatically gains access to the national association, CNLA.

The CNLA Executive Committee has identified six tactical priorities to focus on over the two years of Bruce Hunter's presidency. The six areas of focus are: public relations and climate change, government relations, provincial memberships, industry human resources, revenue generation, and professional development. Each of these priorities are considered with each project and activity undertaken by the association.

Skills Canada National Competition

CNLA's Industry Human Resources Committee supported the 2017 Skills Canada National Competition (SCNC) in the Landscape Gardening section. Highlights include: eight teams competed in the Landscape Gardening competition; over 10,000 visitors gathered at the Winnipeg RBC Convention Centre; a media group toured with the Landscape Gardening competitors and filmed their experiences; celebrity attention given to our 'Try-A-Trade' mini-competition.

Limited availability of skilled labour has been identified by the CNLA Executive Committee as a key priority. By supporting SCNC, CNLA hopes to connect with and encourage youth to choose a career in our profession.

IGCA Congress

This past September, CNLA, including Garden Centres Canada, hosted the 2017 International Garden Centre Association (IGCA) Congress in Niagara Falls, Ont., where 250 delegates from over 20 countries attended. This year's Congress allowed for many opportunities to share ideas and learn from colleagues from around the world. Eleven local garden centres and nurseries opened their doors to delegates, providing a snapshot of the industry in Canada. The week-long event concluded with the Canada 150 gala at the Sheraton on the Falls Hotel, where more Garden Centres Canada members joined the festivities. Social media was widely used by delegates during the event, with event hashtags being used more than 3,000 times during the week.

Member services

The Member Services Committee works to ensure members have access to discount programs that directly impact their bottom line. The vehicle and equipment programs continue to be the most popular among members, with thousands of dollars worth of discounts available. The newest program with Michelin Tires offers a significant discount off the base price of their products. Members can access the extensive list of member

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savings programs through the CNLA website or by contacting the Member Services Team.

In response to member feedback, The Investment Guild, through the HortProtect Insurance program, has created a more customizable group benefits program, with various price points, to meet a member company's budgetary requirements. Included are a set of new plan designs that are built to suit the needs of small business owners, giving them the ability to offer a comprehensive employee group benefit package without the financial burden of a more extensive plan.

Climate change adaptation

During the August 2016 CNLA summer meetings in Kelowna, B.C., the CNLA Board of Directors approved a motion to create the Climate Change Adaptation (CCA) standing committee. The original goal of the committee was to investigate the creation of a CNLA foundation. At the January 2017 CNLA meetings in Toronto, Ont., the CCA committee recommended a foundation be created and a motion was approved to create the "Green Cities Foundation."

Today, there are two distinct groups: the CCA standing committee, an oversight group made up of CNLA committee chairs, and the Green Cities Foundation, an arms-length organization currently made up of both industry representation (CNLA) and non-industry individuals with a commitment to fulfilling the mission of the foundation, "Connecting plants and people for a greener, healthier urban climate." Currently, the foundation is still awaiting approval of charitable status from the Canada Revenue Agency.

Each CNLA committee has a role to play in terms of climate change adaptation. We need to be seen as experts on this subject matter. The public needs to understand the value of our members' products and services. Industry needs a strong voice with government to influence policy. The CCA committee will work to align individual committee priorities to provide one voice in the broader climate narrative in order to provide a sustainable and prosperous future for our members.

Government relations

CNLA staff, along with Government Relations Chair Michael Murray, are building and maintaining relationships with key individuals in Ottawa (and around Canada), to give members a voice at the federal, provincial and municipal levels. Key areas of focus include promoting the *Canadian Landscape Standard* (CLS) as the single, authoritative resource for landscape construction projects across Canada. We also continue working towards the creation of a national garden and centre of environmental excellence in Ottawa.

Life Cycle Cost Analysis (LCCA)

The Landscape Canada Committee has published the *Life Cycle Cost Analysis of Stormwater Management Methods*. This paper applies the Life Cycle Cost Analysis (LCCA) method to five low impact scenarios, to determine their economic performance compared to traditional strategies. In almost every case, these sustainable, low impact designs were cost-effective over the life of the project compared to traditional "pave and convey-away" methods, while also providing additional environmental and social benefits. The full report is available on the CNLA website.

Biosecurity standard

The *Nursery/Greenhouse/Floriculture Biosecurity Standard* and its com-



A refreshed HortTrades.com website was launched in July, 2017.

panion document, the *Nursery Producer Guide*, have been approved and translated and are now available on the CNLA website. These two documents represent a great deal of time and effort on the part of the nursery sector and it will be an ongoing priority for Growers' Canada to explore all opportunities to make biosecurity a regular part of their day-to-day production practices.

Professional development

The Professional Development Committee is committed to achieving national Red Seal Harmonization. The committee also works on the Landscape Industry Certification program, and improving access and uptake on Apprenticeship Programs.

Conclusion

In conclusion, CNLA's mission is to undertake initiatives and form alliances in order to achieve sustainable prosperity for members and stakeholders. CNLA staff and volunteers work hard to ensure members get the most out of the association.

Respectfully submitted,

Alan White

CNLA Representative 2017

Communications Committee

Chair: Hank Gelderman CLT

Members: Gerald Boot CLM, Laura Catalano, Mark Fisher, Marty Lamers, Bob Tubby CLM, Nick Winkelmolten, David Wright

Landscape Ontario magazine continues to do a great job promoting our association and its activities. It informs members of LO opportunities and events, recognizes volunteers, and serves as LO's official archive. Its associated e-news broadcasts build on that effectiveness; while the magazine reaches about 2,600 member companies, we broadcast e-news to about 4,500 interested subscribers every week. Suppliers also appreciate its effectiveness as a marketing medium; sales were up 10.3 per cent this year.

Ontario makes up more than half of Canada's horticulture profession, and Landscape Ontario shoulders the responsibility of publishing

Canada's national green profession trade magazine, *Landscape Trades*. The title serves horticultural trade association members across Canada, as well as non-members who are verified green sector participants. Total circulation is 8,700. It provides unique, targeted content to help companies improve profitability, and it is totally supported by advertising. In fact, it helps generate revenue to help support other LO operations. The publishing business, especially daily newspapers, has faced upheaval in recent years. However, *Landscape Trades'* print business model continues to serve its market with sector-specific business management information available nowhere else, and it continues to help marketers successfully promote their products. Revenue increased by 15.3 per cent this year.

Our Communications team somehow finds the time to put more effort into our digital properties each year. I hope you have noticed the fresh face on our *HortTrades.com* website this year. On top of its new look, it is now optimized to work on tablets and smart phones, and helps users to find what they are looking for faster.

This new digital architecture will be applied next to *Landscape-Trades.com*, and our consumer promotion site, *landscapeontario.com*. This site is the cornerstone of our very successful Green for Life marketing program. Another important medium for driving consumer demand is *Garden Inspiration* magazine, distributed free at consumer shows including Canada Blooms. This year's edition featured expanded original content, including profiles of residential projects, as told through interviews with member contractors and homeowners.

I like to use this space to remind members that your Communications team is also an in-house creative agency, promoting everything from Congress to the Apprenticeship Program. I volunteer on many boards and am familiar with staff in many organizations — and the level of enthusiasm shown by the LO Communications team is unmatched!

Respectfully submitted,

Hank Gelderman

Chair 2016-2017

Show Committee

Chair: Michael LaPorte CHT

Vice chair: Nathan Helder

Past chair: Terry Childs

Provincial Board liaison: Dave Braun

Members: Paul Brydges, Brian Cocks CLT, Douglas Coote, Paul DeGroot, Barry Dickson, Beth Edney CLD, Kim Icton, Christopher Muller, Mike Riehm, Klaas Sikkema, Peter Vanderley, Jason Vettese

Congress is proudly hosted by Landscape Ontario's Show Committee. The events serve a dual purpose of meeting members' needs for product sourcing and professional development. The events include exhibits, education seminars, peer networking, and special features, such as the New Product Showcase, HardscapeLIVE!, DriveLIVE! and student gardens.

Congress, Canada's Premier Green Industry Trade Show and Conference, ran Jan. 10-12, 2017. Canada's top green industry event generated a lot of energy among both exhibitors and industry professionals, who helped to celebrate 44 years of beautifying Ontario. Among the main highlights was the upswing in exhibit sales. Revenue trended nearly \$30,000 above the event's budget of \$1.9 million. Attendance increased by four per cent over 2016, at close to 14,000 delegates. Partners, the Canadian Fence



Congress 2017 was often described as "the best Congress ever!"

Industry Association (CFIA), and sponsors were on hand to celebrate, including: Banas Stones, Global Arch/Stone Arch, International Plaza hotel, Landscape Trades, Bobcat Company, Vermeer Canada and LMN.

To ensure a fresh new look, the main entrance to the show was moved. By moving the main entrance away from the north end of the building and closer to the middle, we were able to take advantage of a newly-built, permanent registration. This also created an entirely new, and improved flow of traffic throughout the show floor.

Our new, digital marketing campaign was also a huge success. It helped to increase the attendance at the show. VIP passes were available in digital format this year, allowing exhibitors to also market the show to their dealers, suppliers and customers. The program gave exhibitors the ability to send custom messages to clients and suppliers, encouraging them to visit with them at Congress.

2017 also marked the year for the first release of the Congress smartphone app. Developed by Landscape Ontario's IT Manager, Ian Service, this new trend in trade shows across North America gives both exhibitors and attendees full access to show information in the palm of their hand. The app was sponsored by Cub Cadet and worked in conjunction with the new digital touch screens placed strategically throughout the show floor.

An extensive survey was conducted at Congress in 2017. Kiosks appeared throughout the show floor that collected data from our visitors. Results from this survey will help with the strategic planning of Congress in the years ahead.

HardscapeLIVE! returned to the show floor for a second year, offering live demonstrations twice daily. LO's Hardscape Committee worked to ensure the topics were relevant and spoke to the audience. This feature within the show floor was once again a success and helped create a draw to its area of the show floor.

Student gardens were re-branded the Canada Blooms Campus, to create awareness to members and non-members that Landscape Ontario supports this project. A few hundred students spent two days building gardens to honour Canada's 150th birthday. Participating schools included: Durham Collage, Fanshawe College, Niagara Parks Commission, and Niagara Parks District Catholic School Board. Materials were provided by a number of exhibitors and LO members. Lunch was sponsored and hosted by Gelderman Landscaping Services. Brian Cocks volunteered his time and expertise to oversee the safety and operations during the builds.

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This year's Skills Ontario Competition was held at the Toronto Congress Centre.

The conference program that runs concurrently with the trade show was formatted to optimize scheduling and to deliver maximum value to attendees. Each day began with a keynote speaker, followed by multiple sessions to improve the business skills of members of our profession.

A number of events were re-vamped and helped to bring new energy to the event as whole. The Awards of Excellence ceremony, IPM Symposium, Designer Conference, Peer to Peer Network workshop, Garden Centre Symposium and Tailgate Party all helped to strengthen the community culture for our delegates.

Finally, it is my pleasure to thank the many dedicated volunteers and committee members for all their guidance, insights and help. Our success stems from the personal touch that our volunteers add to our events. The Trade Show team continues to be a strong group of leaders who are willing to take risks and try out new things. They continue to lead the way for shows within the North American market.

Respectfully submitted,

Micheal LaPorte

Chair 2017

Human Resource Development

Chair: Harold Deenen CLM

Members: Paul Doornbos CLM, CLT; Harry Gelderman CLT; Peter Guinane; Michael Pascoe CLT; Richard Rogers CLT; Alan White

The Human Resource Committee is proud to have celebrated another successful year providing innovative products and services, focusing on partnerships, advancing government relations, and lobbying to support a healthy business environment for our members. Our efforts support our goal to develop a highly-skilled, and professional workforce. This com-

mittee oversees the activities of LO's Education and Labour Development department. We are pleased to present a brief summary of the highlights of the past year.

Workforce promotion and development

Our workforce development strategies connect on many levels with the provincial mandate letters assigned to Ministry of Advanced Education and Skills Development (MAESD) and the Ministry of Education (MOE).

The GreenCareersCanada.ca website is providing incredible connections as it provides valuable information and resources aimed at our incumbent and future workforce, parents, educators, policy makers and industry. LO continues to support 23 Specialist High Skills Major (SHSM) in horticulture and landscape programs across the province, and over 80 green industry programs. LO participated in several workforce development events this past year, including the Fanshawe Industry Trade Fair which enabled us to partner with the horticulture programs at the college and connect and engage over 50 guidance counselors and hundreds of high school students in multiple experiential learning activities and targeted dialogue. A new partnership was initiated with the Youth Fusion organization, who strive to lower dropout rates and create closer links between training and employment. Youth Fusion (YF) focuses on experiential learning by supporting school programs in the implementation of innovative projects in various fields, including environmental design and entrepreneurship. Work through the Horticulture Educators Association (HEA) continues to focus on creating better awareness and opportunities for connecting our educators, students and secondary and post-secondary programs.

The Skills Ontario Elementary Workshops enabled hundreds of grade seven students to experience a planting activity, as they created and took home a Canada 150 planter of edibles and native plants, accompanied

with care sheets that included career information. The Skills Ontario Competition was another success in its new home at the Toronto Congress Centre. The Horticulture and Landscape, and Landscape Design competitions hosted a record number of competitors (over 50 secondary and post-secondary student competitors). Durham College represented Team Ontario this year at the National Competition. Ontario Horticultural Trades Foundation (OHTF) generously donated monetary prizes for first, second and third place winners.

Apprenticeship Program

LO completed its first year as a Group Sponsor in the Eastern Ontario region and continued to support registrations. LO staff initiated a communications strategy to create awareness around the program and supported employers, employees and apprentices with the complex application and registration and completion process. Currently there are five colleges offering the in-class training portion of the program: Algonquin College (Ottawa), Fanshawe College (London), Humber College (Toronto), Loyalist College (Belleville) and Mohawk College (Stoney Creek). The Group Sponsor program has witnessed success in terms of registrations and partnership development that will bring exciting results in 2018. LO is thankful for the ongoing support and guidance that MAESD and Ontario College of Trades (OCOT) have provided us to advance the Apprenticeship Program.

Professional development

LO's Professional Development Seminar program continues to offer over 120 relevant professional development seminars to the profession across the province. In response to ongoing requests for more on-line learning opportunities, we continue to investigate and partner with on-line training providers.

The Water Smart Irrigation Professional (WSIP) training and certification program sponsored by our municipal partners, the Region of Peel, York Region and the City of Hamilton, provides select irrigation companies with specialized training and certification to provide "water smart" irrigation system efficiency and maintenance services to clients to support environmental protection and sustainable water use.

We are pleased to announce the Fusion Landscape Professional (FLP) training and certification program is nearing completion and set for delivery in the fall of 2017. The landscape profession plays an integral role in managing the adverse effects of climate change, conserving water resources and addressing lot level stormwater management. With municipalities focused on addressing these important issues, Landscape Ontario has partnered with the Regional Municipality of York and Peel Region to create the Fusion Landscape Professional (FLP) program. Through the FLP program, landscape professionals will expand their current knowledge base around the design, installation and maintenance of Fusion landscapes. The FLP program aims to transform the market by making Fusion landscapes an industry standard and aims to facilitate communication and collaboration between professionals.

Congress 2017 celebrated another well attended three-day conference program and received excellent feedback.

The Peer to Peer Workshop held at Congress continues to provide positive impact on member businesses.

Sector events continue to be popular with solid attendance throughout the winter.

Health and safety

LO is active on many committees and represents the profession at numerous consultation tables to ensure our voice is considered. We are pleased to continue to build on our trusted partnership with Workplace Prevention Services (WSPS), to deliver health and safety communications, programs and resources to support our members towards providing healthy and safe workplaces. This past year has been a busy one as we navigate through significant legislative changes to the Employment Standards Act, WSIB rate classifications, mental health and wellness and the Accessibility for Ontarians with Disabilities Act (AODA), etc.

Landscape Industry Certification

We would like to thank CNLA for their continued support to enable LO to deliver these programs.

Certified Landscape Technician (CLT)

CNLA and LO partnered to provide two test days in Milton this past year. The test continues to be a blend of written and hands-on testing, with safety and skill the focus. In addition, the Ornamental Maintenance Test continues to be offered at Fanshawe College as the pilot Integrated CLT test program. This format is promising for the future of our post-secondary graduates and our profession as graduates leave with a Diploma in Horticulture and a CLT designation. Thanks to our Fanshawe partners for their ongoing support and leadership — this pilot will support expansion of this model across Canada.

Certified Landscape Designer (CLD)

The LO committee continues to work with national professional development committee and CNLA to grow this program and streamline the grandfathering provision process.

Certified Landscape Manager (CLM)

CLM manuals have been updated to support employers and managers in pursuit of this designation.

Landscape Industry Accredited Company

This new designation was launched in early 2017 to recognize lawn and landscape companies for their commitment to excellence through best business practices, including industry certification. Congratulations to two LO companies: Thornbusch Landscaping Company and Hank Deenen Landscaping, who are leading the way by achieving Landscape Accredited Company status.

Government relations and advocacy

Continued outreach and connection with multiple provincial ministries continued to support committee success and enabled us to provide dialogue when legislation has an opportunity to impact our industry. Committee leaders and staff continue to build relationship with the Ontario College of Trades, Ministry of Labour, Ministry of Finance, Ministry of Environment and Climate Change, Ministry of Education, Ministry of Advanced Education and Skills Development, Ministry of Transportation, Workplace Safety Prevention Services, Workplace Safety and Insurance Board, Ministry of Agriculture Food and Rural Affairs, Canadian Agricultural Human Resources Council, Labour Issues Coordinating Committee and numerous other industry related organizations. We participated in several government meetings and consultations to raise

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awareness about the impact of current and proposed legislative changes, including but not limited to:

- MOL: Fair Workplaces, Better Jobs Act (Bill 148)
- WSIB: Rate framework classification
- WSIB: Work-Related Chronic Mental Stress Policy
- MAESD: Modernizing Apprenticeship and Highly Skilled Workforce Division

Over the past 45 plus years, I have seen both good and bad times for the recruitment and retention of employees. As employers in this remarkable profession, we have always faced great challenges in attracting talented people. We always seem to be in the unusual position that we feel the recessions a year after they actually happen. We also benefit from downturns in the economy as the availability of potential employees increase.

This profession has always suffered from a shortage of both skilled and low-skilled labour. We don't just compete for the available labour within our own profession, but also with other important sectors. As we come into 2018, I truly believe we are going to see the biggest shortage of labour we have ever experienced. The economy is showing signs of improvement despite poor management by our government, and with new emerging businesses, the demand for available labour will reach unprecedented demands.

As I write this, I am preparing for four days of meetings as professionals will gather from around the country to discuss the future of our profession and our role in the bigger picture of our impact on the environment, climate change and green infrastructure. The last two days will be focussed on human resources and how we should address these short-ages moving forward.

My hope is that we can find that secret formula that will make our profession one of choice and not of default.

Respectfully submitted,

Harold Deenen CLM

Chair

IPM Symposium

Chair: Steve Tschanz

Committee members: Michael Brownbridge PhD, Gavin Dawson, Paul Gaspar, Rohan Harrison, Martin Horsman, John Mcintosh, Don McQueen CIT, Ken Pavely, Lee Ratcliffe, Richard Reed, Tom Somerville, Tim Tripp MSc, Kyle Tobin, Louis Van Haastreht, Bill Van Ryn Jr, Don Voorhees, Kerry Whale, Alan White

The 52nd annual Integrated Pest Management (IPM) Symposium was held Jan. 9, 2017 in the Cohen Ballroom of the Toronto Congress Centre in conjunction with the 2017 Congress trade show and conference.

The key to lawn IPM is the use of cultural practices that optimize growth of grasses and minimize conditions favorable to pest insects, weeds or pathogens. The IPM Symposium has been a uniquely respected event since 1965. The event qualifies attendees to earn Continuing Education Credits (CECs) from the IPM Council of Canada.

The full-day event featured numerous topics on soil, common misconceptions, urban landscape, climate change and new challenges.

Keynote speaker Tom Penstone presented, "Soil Health: the role of bio-stimulants and bio-fertilizer to create good biology for healthy turf."

The day ended with a panel discussion on "Enhancing IPM success with the Correct Tools: Doing better with what we have and doing it right."

Special thanks to our sponsors. We could not achieve the high level of experience to our guests without their contributions.

The IPM Symposium will continue to strive to continue to educate professionals in the field of turf and landscape management.

Thank you to the attendees for their continue support to the profession.

Respectfully submitted,

Steve Tschanz

Chair 2016-2017

Pesticide Industry Council

Chair: Steve Tschanz

Secretary: Tony DiGiovanni

Manager PIC: Tom Somerville

In 2000, the Ontario Ministry of Environment (MOE) implemented new requirements under the Pesticide Act (originally Ontario Regulation 914). Under the new requirements, anyone who applied pesticides had to be either licensed or have Technician Status. The new regulation required that all unlicensed assistants, working with licensed exterminators, must complete a basic pesticide safety course to acquire the Technician Status in order to legally apply pesticides.

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

The Pesticide Industry Council (PIC) was formed on behalf of the pesticide industry and has worked with MOE since 2000 to meet the requirements and administer the Pesticide Technician Program. Landscape Ontario agreed to be the administrator of the Pesticide Technician Program on behalf of the Ontario Ministry of Environment under the guidance of a Memorandum of Understanding (MOU).

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

This is the 17th year the Pesticide Industry Council has administered the Pesticide Technician Program and the ninth year working within the cosmetic ban on pesticides (Regulation 63-09).

In the 2016-2017 season, over 700 technicians enrolled in the PTP program.

Respectfully submitted,

Tom Somerville

2016-2017

2017 Volunteers

Every year Landscape Ontario benefits from amazing contributions through the volunteer efforts of members, who serve their association throughout the year in a wide variety of duties.

Sitting on various committees, LO members help to decide the future of the profession and the association, or helping to plan, organize and run many special events. Landscape Ontario's world-class events, education and programs are the direct result of the thousands of volunteer hours that help to keep the association strong and valuable. Members who have freely offered their time, energy and expertise are listed below:

Jamie Aalbers
Northern Mini Roses

Robert Adams
Adams Landscaping
and Property Maintenance

Randy Adams
RM Adams Trucking

Rob Albrecht
John's Nursery

Brian Alcock
Alcock Nurseries

Bob Allen
RW Allen Horticultural Services

Daniel Anisz
Clintar Head Office Toronto

Craig Armstrong
International Landscaping

Dean Armstrong
Vanden Bussche
Irrigation & Equipment

Christopher Arnts
ARNTS - The Landscape Supplier

Jessica Aytoun

Andrew Barbour
Connon Nurseries/
CBV Holdings

Paul Barker
Automatic Rain

Lynne Barnes
Heartwood Landscapes

Andrew Barz
Meadowbrook Landscape
Contracting

Brian Baun
B.K. Baun Landscape

Sarah Beckon
Allweather Landscape

Barry Benjamin
Barry Benjamin & Associates

Thomas Blatter CLP
Dreamestate Landscaping

Michael Boffo
Boffo Landscaping

Robert Boffo
Boffo Landscaping

Gerald Boot CLM
Boot's Landscaping
& Maintenance

Dan Booth
B.P. Landscaping & Snow
Removal

John Bos
Bos Landscaping

Neil Bouma
Picture Perfect Landscaping
Quinte

Gerwin Bouman
Stam Nurseries

John Bouwmeister
Bouwmeister

Dave Braun
Braun Nursery

Jason Brown
Outside Design/Build

Michael Brownbridge PhD
Vineland Research
and Innovation Centre

Paul Brydges
Brydges Landscape Architecture

Cindy Buelow
Baseline Nurseries & Garden
Centre

Richard Burch
Burch Landscape Services

Margot Byers
Ladybird Garden Design

Phil Charal
Allweather Landscape

Terry Childs
Nature's Way Landscaping

Chris Church
B.R. Dickson Equipment

Chris Clayton
Christopher Clayton Landscape
Architect

Brian Cocks
Brian Cocks Nursery &
Landscaping

Douglas Coote
DG Coote Enterprises

Sal Costante
Cedar Springs Decks and Fences

Tim Cruickshanks
Cruickshanks Property Services

Jen Cuddie
Cuddie Landscape Planning

Gavin Dawson
TRUGREEN

Chris DeCock
Hamilton Builders Supply

Paul DeGroot
NVK Holdings

Allard DeVries
DeVries Landscaping &
Maintenance

Lexi Dearborn
Dearborn Designs & Associates

Harold Deenen CLP
Hank Deenen Landscaping

Bill Degraaf
Permacon

Michael Di Nunzio
Vanden Bussche
Irrigation & Equipment

Frank DiMarco
DiMarco Landscape Lighting

Barry Dickson
B.R. Dickson Equipment

Jason Dietrich
Ace Lawn Care

Paulo Domingues
Aquaman Irrigation

Paul Doornbos CLT, CLP
Thornbusch Landscaping
Company

Lindsay Drake Nightingale
Yorkshire Garden Services

Scott Duff
Aura Landscaping

Jon Durzi
Miller Compost -
The Miller Group

Ken Dutka
Hill'N Dale Landscaping

Janet Ennamorato
Creative Garden Designs

Carmine Filice CLP
Greentario Landscaping (2006)

Mark Fisher
The Escarpment Company

Mike Fulcher
Permacon Ottawa

Carol Fulford
Gerrits Property Services

Dan Garlatti
Garlatti Landscaping

Trevor Garner
LP Landscape Plus

Paul Gaspar
Weed Man - Toronto

Jason Gaw
Sycamore Landscape

Derek Geddes
Coldstream Land Escape
Company

Hank Gelderman
Gelderman Landscape Services

Brandon Gelderman
Gelderlands

Sabrina Goettler
Oriole Landscaping

Eric Gordon
Gordon Landscape Company

2017 LO ANNUAL REPORT

Lee Gould
Smart About Salt Council

Ben Gray
Gray's Landscaping & Snow
Removal

Jeff Gregg
V Kraus Nurseries

Perry Grobe
Grobe Nursery & Garden Centre

Peter Guinane
Oriole Landscaping

David Gunn
Gunn-Duncan Landscaping

Georgie Hamilton
Cut Above Natural Stone

Raffy Hanimyan
Elite Concrete

Ed Hansen
Hansen Lawn & Gardens

Rohan Harrison
Premier Turf

Matt Hart
MPH Hardscapes

Steve Hary
The Landscape Company

Carl Hastings
Moonstruck Lighting

Ryan Heath CLT, CLP
Kreative Woodworking

Nathan Helder
Gelderman Landscape Services

Steve Hernandez
Turf Care Products Canada

John Hewson
Greenscape Lawn Maintenance

John Higo
Illumicare Group

Martin Horsman
Gelderman Landscape Services

Eric Horst
Alltask Property Improvement

Mark Humphries
Humphries Landscape Services

Kim Icton
Somerville Nurseries

Tom Intven
Canadale Nurseries

Ron Iserhot
Vanden Bussche
Irrigation & Equipment

Joan Johnston
Peter Knippel Nursery

Kennedy Johnston
Peter Knippel Nursery

William Jordan
Urban Meadows

Tim Kearney CLP
Garden Creations of Ottawa

Kelly Keates
Ginkgo Design

Mark Kimmerly
Allweather Landscape

Ben Kobes
Kobes Nurseries

**Ron Koudys BLA, MED, OALA,
CSLA, ASLA, RLA, MI, CLD**
Ron Koudys Landscape Architects

Tim Kraemer
Future Lawn

Michael LaPorte CLT
Clearview Nursery

Wendy Ladd
Jim Pattison Lease

John Lamberink
Aquality Irrigation and
Illumination

Marty Lamers
Oaks Landscape Products

John Larsen
Garden City Groundskeeping
Services

Chris Le Conte CIC, CLIA
Smart Watering Systems

Serge Leclair
Kam's Growers Supply

Skai Leja
Skai Leja Landscape Design

David Lewis
Lewis Property Maintenance

Jennifer Llewellyn BSc, MSc
Ontario Ministry of Agriculture,
Food and Rural Affairs

Jeff Lowartz CLT
CSL Group

Arvils Lukss
Landscapes By Lucin

Glen Lumis
University of Guelph

Cory MacCallum
Greenscape Watering Systems

Fran MacKenzie
South Oakville Chrysler Fiat

Steve Macartney
Raintree Irrigation & Outdoor
Systems

John Mantel
AVK Nursery Holdings

Brian Marsh
Earth Art Landscapes

Kevin Marshall CLT
Turf Pro Landscaping

Ken Martin
Ken Martin
Landscape Lighting and Design

Michael Martins
Kimmick Landscaping



LO's Provincial Board of Directors at the Annual General Meeting in January, 2017.

Steve Marysiuk CIT, CIC, CLIA
Rain Bird International

Teresa Matamoros
Garden Holistics.

Pamela McCormick
Simply Landscaping
& Garden Designs

Jim McCracken
Hugh McCracken o/a
McCracken Landscape Design

**Jeff McMann NPD, ISA,
CHT, TRAQ**
Mount Pleasant Group of
Cemeteries

Don McQueen
Nutri-Lawn -
Burlington Irrigation

John Mcintosh
Enviromasters Lawn Care

Jim Melo
Melo Landscaping/
Allstone Quarry Products

Brian Mettel
B&L Mettel

Norm Mills
The Gardenin' Guy

Jim Monk
Markham Property Services

Steve Montcalm
Gifford Associates Insurance

John Moons
Joseph Morello
Premier Landscaping & Design

Chaz Morenz
Gardens in the City

Janet Mott
Christine's Touch Gardening

Christopher Muller
O.J. Muller Landscape Contractor

Rob Naraj CHT
Sheridan Nurseries

Roy Neves
DJ Rain

Paul Olsen
Brookdale Treeland Nurseries

Mark Ostrowski
Laurel Forest Farms

Tyler Owen
Thunderbolt Contracting

Audrey Partridge
Partridge Fine Landscapes

**Michael Pascoe NPD, ODH,
CLT, MSc**
Fanshawe College

Brad Paton CLT
Shades of Summer
Landscaping & Maintenance

Warren Patterson
Barrie Garden Centre

Ken Pavely
Lawn Life Natural Turf Products

John Peets
John Peets Landscaping

Mike Pennington
Lakeridge Contracting

Joe Pereira
Landscapes By Lucin

Brian Perras
B.P. Landscaping & Snow
Removal

Jesse Perrin
Green Things Landscaping 2010
(1893872 Ontario)

Frans Peters
Humber Nurseries

JR Peters
Humber Nurseries

Carolyn Planck
Unilock

Fred Post
Your Designer Landscapes

Paul Proulx
Hunter Industries

Bill Putzer
M. Putzer Hornby Nursery

Tyler Rancourt
Tydan Landscape Design

Paul-Britman Rapai
Fox Hollow Farms

Lee Ratcliffe
Dr Green Services

Rob Redden
In-Lite Design

Richard Reed
Lawn Life Natural Turf Products

Jamie Riddell
SiteOne Landscape Supply

Mike Riehm
Envirobond Products

Tim Rivard
Bobcat of Hamilton

Lindsey Ross
Living Green Landscaping

Robert Roszell
Road Equipment Links

Matt Sandink CWML, CLIA, CIC
SiteOne Landscape Supply

Joe Santarosa, Jr
Santerra Stonecraft

Jay Saveall
Green Side Up Contracting

George Schellingerhoud
Bright Lawn and Gardens

Joel Schraven
Pickering Nurseries

Stephanie Scott
Yards Unlimited Landscaping

**Haig Seferian OALA, CSLA,
FASLA, CLD, LO**
Seferian Design Group

Brian Shelfoon
Permacon

Janice Shingler
Sheridan Nurseries (Whitby)

Gord Shuttleworth
Delaware Nursery

Blake Sicard
UPI Energy LP

Klaas Sikkema

Mike Silva
Platinum Stone Design

Jeff Smith
Lynden Lawn Care

Paul Snyders
PGS Landscape

James Solecki
Integra Bespoke Lighting Systems

Nick Solty
Solty and Sons

Fred Somerville
Somerville Nurseries

Jonas Spring
Ecoman

Karl Stensson
Sheridan Nurseries

Laurie-Ann Stuart
LA Gardens

Ron Swentiski CLD
Trillium Associates

Natnael Taera CIC
Landscape Irrigation Systems.

**Donald Tellier ODH, CLIA,
CIC, CID, CLT**
Deerbrook Landscaping
and Nursery

Jay Terryberry
St. Clair College

Robert Tester
TNT Property Maintenance

Marc Thiebaud
OGS Grounds Maintenance
Specialists

Rene Thiebaud
OGS Landscape Services

Michael Thomas
The Investment Guild

Jeff Thompson BES, RHAP
Native Plant Source

Kyle Tobin
LawnSavers Plant Health Care

Tim Tripp MSc
Neudorff North America

Rodger Tschanz
University of Guelph

Steve Tschanz
Turf Management Systems/
Truly Nolen

Blake Tubby
Arbordale Landscaping

Bob Tubby CLP
Arbordale Landscaping

David Turnbull
David Turnbull & Associates

Chris Urquhart CLP
Green Unlimited

Christopher Utter
Broadleaf Landscaping & Snow
Removal

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Van Dongen's Landscaping
& Nurseries

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Jay VanGelder

Art Vanden Enden CHT
Sheridan Nurseries (Whitby)

Neil Vanderkruk
NVK Holdings

Peter Vanderley
Vanderley Landscaping

Mark Verbinnen
Verbinnen's Nursery

Jason Vettese
Best Way Stone

Don Voorhees
Noldus of Durham

Shane Way
Potters Road Nursery

Jeanine West
PhytoServ

Kerry Whale
Allturf

Alan White
Turf Systems

Charlie Wilson
Bruce Wilson Landscaping

Nick Winkelmolen
Winkelmolen Nursery

Dan Winstanley
Marsh Canada

Debbie Wood
CAST-n-STONE

Jarrett Woodard
Grand River Brick & Stone

David Wright
Wright Landscape Services

Andre Ypma
Modern Earthscapes Land
Design

Fiore Zenone
Tumbleweed Landscape
Contracting

Youbin Zheng
University of Guelph

Judy deBoer-Bell
Treefrog Design

Monica van Maris
Van Maris Holdings

2017 LO ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2017

BALANCE SHEET

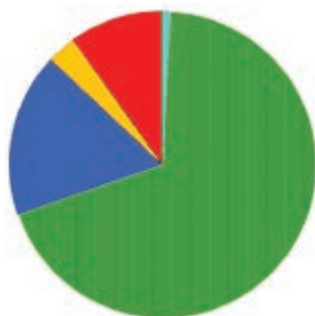
	2016 Audited Statements	2017 Audited Statements
Assets		
Cash	814,939	346,919
Investments	10,326,808	11,911,528
Accrued Interest	127,900	84,986
Accounts Receivable	2,603,985	2,429,415
Prepaid Expenses	636,810	625,395
Capital Assets	7,481	0
Land/Building-Vineland	57,645	57,645
Land/Building-Head Office	572,380	572,380
Total Assets	15,147,948	16,028,268
Liabilities and Surplus		
Accounts Payable	570,655	576,983
Accounts Payable-Sector Groups	45,817	2,156
Accounts Payable-Chapters	533,894	557,073
Accounts Payable-Special Projects	10,723	196,556
Deferred Revenue	3,179,589	3,418,186
Hort. Centre Improvement Fund	3,998,290	4,181,486
Hort. Industry Development Fund	1,405,114	1,303,924
Technology Fund	9,973	507
Promotion Fund	11,066	21,066
Legacy Fund	5,239,530	5,657,348
Surplus-Members Equity	0	0
Net Income	143,297	112,983
Total Liabilities and Surplus	15,147,948	16,028,268

FUND ALLOCATIONS

	2016 Audited Statements	2017 Audited Statements
Horticultural Industry Development Fund		
Opening Balance	1,606,298	1,508,412
Expenditures	(226,734)	(364,976)
Revenues-Funding/Miscellaneous	25,550	160,489
Transfer from (to) other Funds	0	0
Transfer from Net Income	103,297	82,983
Closing Balance	1,508,412	1,386,907
Horticultural Centre Improvement Fund		
Opening Balance	3,557,645	3,998,290
Expenditures	(92,878)	(136,529)
Revenues-Funding/Miscellaneous	533,524	319,725
Transfer from (to) other Funds	0	0
Transfer from Net Income	0	0
Closing Balance	3,998,290	4,181,486
Technology Fund		
Opening Balance	39,058	29,973
Expenditures	(29,084)	(29,466)
Transfer from Net Income	20,000	30,000
Closing Balance	29,973	30,507
Promotion Fund		
Opening Balance	31,066	31,066
Expenditures	(20,000)	(10,000)
Transfer from Net Income	20,000	0
Closing Balance	31,066	21,066
Legacy Fund		
Opening Balance	5,020,232	5,239,530
Expenditures	0	0
Revenues-Funding/Misc.	219,297	417,819
Transfer from (to) other Funds	0	0
Transfer from Net Income	0	0
Closing Balance	5,239,530	5,657,348

MEMBERSHIP BREAKDOWN 2017

ACTIVE (1815) - 68.5%
ASSOCIATE (507) - 19.1%
CHAPTER ASSOCIATE (174) - 6.6%
HORTICULTURAL (141) - 5.3%
INTERIM (13) - 0.5%
TOTAL - 2,650



INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
General	265,958	254,887	266,400	233,200	233,200
Membership	1,261,694	1,404,801	1,260,000	1,426,500	1,426,500
Publications	889,878	943,887	912,700	978,000	978,000
Congress	2,139,742	2,232,350	2,107,440	2,257,000	2,257,000
Expo	189,759	0	0	0	0
Education	258,085	217,241	242,000	197,000	197,000
Total Revenue	5,005,116	5,053,166	4,788,540	5,091,700	5,091,700
Expenses					
General	2,525,370	2,615,440	2,509,120	2,715,142	2,715,142
Membership	754,116	769,687	737,774	781,824	781,824
Publications	227,365	253,219	217,500	231,500	231,500
Congress	1,117,987	1,186,378	1,184,200	1,234,910	1,234,910
Expo	100,701	0	0	0	0
Education	136,280	115,460	133,000	95,000	95,000
Total Expenses	4,861,819	4,940,183	4,781,594	5,058,376	5,058,376
Net Income (Loss)	143,297	112,983	6,946	33,324	33,324

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2017

INCOME STATEMENT, GENERAL

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Rent	106,799	105,742	100,000	80,000	80,000
Administration Fees	78,434	83,448	85,000	90,000	90,000
Earned Interest	72,009	41,978	71,000	45,000	45,000
Gains/Losses-Investments	0	13,980	1,000	10,000	10,000
Information Technology/Web Fees	8,400	8,400	8,400	7,200	7,200
Miscellaneous	315	1,339	1,000	1,000	1,000
Total Revenue	265,958	254,887	266,400	233,200	233,200
Administrative Expenses					
Property Taxes	74,648	55,412	75,000	70,000	70,000
Telephone	20,200	22,729	22,000	23,000	23,000
Hydro	46,549	43,790	50,000	52,000	52,000
Heat	13,666	15,303	20,000	17,000	17,000
Maintenance-Yard	66,350	79,172	50,000	60,000	60,000
Maintenance-Building	112,886	67,855	70,000	70,000	70,000
Office Supplies	29,895	34,824	26,000	30,000	30,000
Office Equipment	7,222	10,129	7,000	8,000	8,000
Computer Equipment/Software	10,181	6,943	7,000	7,000	7,000
Information Technology/Web Expenses	22,509	22,532	22,500	23,000	23,000
Postage	13,428	11,768	11,000	12,000	12,000
Courier	1,276	475	1,000	1,000	1,000
Audit	21,000	21,000	21,000	22,000	22,000
Legal Fees	3,108	2,151	2,000	2,000	2,000
Advertising	1,583	0	1,000	1,000	1,000
Insurance Expense	20,296	21,561	20,000	22,000	22,000
Meeting Expenses	24,672	16,301	16,000	17,000	17,000
Travel	68,026	72,929	60,000	65,000	65,000
Dues and Subscriptions	10,168	10,152	9,000	10,000	10,000
Donations	1,590	559	1,000	1,000	1,000
Training (Staff)	1,786	1,320	3,000	2,500	2,500
Miscellaneous Expenses	15,572	21,061	13,000	16,000	16,000
Bank Charges and Interest	76,211	84,215	75,000	78,000	78,000
(Gain) Loss on Foreign Exchange	(15,473)	(19,407)	(6,000)	(8,000)	(8,000)
Total Administrative Expenses	647,348	608,992	576,500	609,500	609,500
Compensation					
Wages	1,653,714	1,747,824	1,703,620	1,835,642	1,835,642
Benefits	127,246	152,821	126,000	159,000	159,000
Source Deductions	97,061	105,803	103,000	111,000	111,000
Total Compensation	1,878,022	2,006,448	1,932,620	2,105,642	2,105,642
Total Expenses	2,525,370	2,615,440	2,509,120	2,715,142	2,715,142
Net Income (Loss)	(2,259,412)	(2,360,553)	(2,242,720)	(2,481,942)	(2,481,942)
Wage Allocations	1,423,595	1,518,500			
Overhead Allocations	697,325	694,093			
Net Income (Loss) Net of Allocations	(138,492)	(147,960)			

INCOME STATEMENT, EDUCATION

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Special Projects	12,300	0	5,000	0	0
Trade Courses	238,595	204,178	230,000	190,000	190,000
Certification	7,190	13,063	7,000	7,000	7,000
Total Revenue	258,085	217,241	242,000	197,000	197,000
Expenses					
Special Projects	6,044	8,154	5,000	0	0
Trade Courses	105,862	88,355	105,000	75,000	75,000
Certification	8,586	4,274	7,000	4,000	4,000
Promotion	3,788	2,677	4,000	4,000	4,000
Foundation Scholarship Funding	12,000	12,000	12,000	12,000	12,000
Total Expenses	136,280	115,460	133,000	95,000	95,000
Net Income (Loss)	121,805	101,781	109,000	102,000	102,000
Wage Allocations	(121,646)	(176,474)			
Overhead Allocations	(87,166)	(86,762)			
Net Income (Loss) Net of Allocations	(87,007)	(161,454)			

2017 LO ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2017

INCOME STATEMENT, PUBLISHING: *LANDSCAPE TRADES* MAGAZINE

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Advertising	655,712	687,420	665,000	720,000	720,000
Web Display Ads	3,300	2,670	500	1,500	1,500
Polybag	34,714	38,123	30,000	33,000	33,000
Classified Ads	1,529	1,392	2,000	500	500
Subscriptions	1,785	1,843	1,500	1,500	1,500
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	741,040	775,447	743,000	800,500	800,500
Discounts					
Member Discounts	79,698	85,137	70,000	75,000	75,000
Agency Discounts	16,634	15,407	15,000	15,000	15,000
Total Discounts	96,332	100,544	85,000	90,000	90,000
Gross Revenue	644,709	674,903	658,000	710,500	710,500
Expenses					
Printing	56,001	60,817	50,000	60,000	60,000
Freelance Editorial	12,452	10,852	12,000	12,000	12,000
Editorial Travel	39	985	1,000	1,000	1,000
Sales Travel	13,902	19,642	12,000	12,000	12,000
Mail Preparation	2,557	3,340	2,500	2,700	2,700
Poly Bag Costs	8,906	10,415	10,000	10,000	10,000
Postage (2nd Class)	54,693	56,735	59,000	59,000	59,000
Postage (Foreign)	2,712	3,582	2,500	2,600	2,600
Courier Charges	3,107	910	1,500	800	800
Subscription Campaign	645	0	0	0	0
Promotion/Media Kits	3,642	3,444	1,000	2,000	2,000
CCAB Circulation Audit	5,364	6,025	5,000	5,500	5,500
Miscellaneous	261	520	250	250	250
Bad Debts	867	5,863	1,000	1,000	1,000
Total Expenses	165,149	183,129	157,750	168,850	168,850
Net Income (Loss)	479,559	491,774	500,250	541,650	541,650

INCOME STATEMENT, PUBLISHING: *LANDSCAPE ONTARIO* MAGAZINE

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Advertising	172,182	184,753	190,000	190,000	190,000
Polybag	11,778	20,781	12,000	15,000	15,000
Classified Ads	2,935	1,780	500	500	500
Web Classified Ads	3,420	240	0	0	0
Enews Ads	4,500	12,000	5,000	10,000	10,000
Subscriptions	116	175	0	0	0
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	238,931	263,728	251,500	259,500	259,500
Discounts					
Member Discounts	26,867	26,648	26,000	26,000	26,000
Agency Discounts	1,678	2,920	800	1,000	1,000
Total Discounts	28,545	29,568	26,800	27,000	27,000
Gross Revenue	210,386	234,160	224,700	232,500	232,500
Expenses					
Printing	24,859	24,747	22,000	22,000	22,000
Editorial Travel	1,066	2,744	1,000	1,500	1,500
Mail Preparations	3,025	2,750	3,000	2,600	2,600
Poly Bag Costs	4,030	6,554	4,000	4,500	4,500
Postage	17,211	18,344	17,000	17,300	17,300
Miscellaneous	150	20	250	250	250
Bad Debts	0	0	500	500	500
Total Expenses	50,341	55,158	47,750	48,650	48,650
Net Income (Loss)	160,045	179,002	176,950	183,850	183,850

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2017

PUBLISHING, SPECIAL PROJECTS

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue	34,784	34,824	30,000	35,000	35,000
Expenses	11,874	14,931	12,000	14,000	14,000
Net Income (Loss)	22,910	19,893	18,000	21,000	21,000

PUBLISHING, SUMMARY

	2016 Audited Statements	2017 Audited Statements
Net Income (Loss)-Publishing Department	662,514	690,669
Wage Allocations	(471,135)	(467,050)
Overhead Allocations	(130,748)	(130,142)
Net Income (Loss) Net of Allocations	60,630	93,476

INCOME STATEMENT, MEMBERSHIP SERVICES

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Membership Dues	1,159,380	1,248,626	1,160,000	1,300,000	1,300,000
Awards of Excellence	72,102	72,571	72,000	74,000	74,000
Merchandise	3,054	2,128	3,000	2,500	2,500
Referral Fees	27,157	81,475	25,000	50,000	50,000
Total Revenue	1,261,694	1,404,801	1,260,000	1,426,500	1,426,500
Expenses					
General					
CNLA Membership Dues	339,268	361,354	350,000	399,500	399,500
Member Subscriptions	88,000	88,000	88,000	88,000	88,000
Awards of Excellence	103,964	100,196	104,000	100,000	100,000
Membership Plaques	9,818	9,662	10,000	11,000	11,000
Annual Report	2,260	2,156	2,500	2,500	2,500
Merchandise	1,750	2,222	2,000	2,500	2,500
Membership Booth	12,778	12,497	14,000	12,000	12,000
Promotion-Members	29,510	38,918	30,000	38,000	38,000
Promotion-Canada Blooms	73,007	35,870	20,000	20,000	20,000
Promotion-GFL/Branding	12,500	30,047	10,000	1,000	1,000
Total Expenses	672,854	680,922	630,500	674,500	674,500
Chapters and Sector Groups					
Durham	9,088	9,400	9,400	9,232	9,232
Georgian Lakelands	9,434	9,508	9,508	9,588	9,588
Golden Horseshoe	9,706	9,756	9,756	9,786	9,786
London	8,368	8,584	8,584	8,464	8,464
Ottawa	9,184	9,400	9,400	9,406	9,406
Toronto	10,914	11,040	11,040	11,044	11,044
Upper Canada	5,080	5,000	5,000	5,120	5,120
Waterloo	9,442	9,466	9,466	9,484	9,484
Windsor	5,000	5,120	5,120	5,200	5,200
Designers	1,699	1,031	3,000	3,000	3,000
Garden Centre	153	0	3,000	3,000	3,000
Grounds Maintenance	(421)	1,226	3,000	3,000	3,000
Growers	2,870	2,030	3,000	3,000	3,000
Interiorscape	0	0	3,000	3,000	3,000
Irrigation	249	367	3,000	3,000	3,000
Landscape Contractors	(348)	1,204	3,000	3,000	3,000
Landscape Lighting	228	1,807	3,000	3,000	3,000
Lawn Care	545	160	3,000	3,000	3,000
Snow & Ice	70	3,665	3,000	3,000	3,000
Total Chapter and Sector Groups	81,262	88,765	107,274	107,324	107,324
Total Expenses	754,116	769,687	737,774	781,824	781,824
Net Income (Loss)	507,578	635,114	522,226	644,676	644,676
Wage Allocations	(422,115)	(441,082)			
Overhead Allocations	(174,331)	(173,523)			
Net Income (Loss) Net of Allocations	(88,869)	20,508			

2017 LO ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2017

INCOME STATEMENT, CONGRESS

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Exhibit Space	2,106,865	2,209,674	2,076,640	2,230,000	2,230,000
Exhibit Space-Partners	47,438	57,638	65,500	55,000	55,000
Registration	125,682	118,122	125,000	135,000	135,000
Sponsorship	62,454	52,116	50,000	50,000	50,000
Miscellaneous	8,365	1,788	4,000	2,000	2,000
Total Revenue	2,350,804	2,439,338	2,321,140	2,472,000	2,472,000
Discounts					
Member Discounts	207,162	202,288	208,000	210,000	210,000
Member Discounts-Partners	3,900	4,700	5,700	5,000	5,000
Total Discounts	211,062	206,988	213,700	215,000	215,000
Gross Revenue	2,139,742	2,232,350	2,107,440	2,257,000	2,257,000
Expenses					
Exhibit Hall	426,563	437,963	442,000	451,200	451,200
Security	27,466	24,625	28,000	26,000	26,000
Show Services	116,283	119,824	115,300	118,760	118,760
Feature Area	3,500	3,000	3,500	3,000	3,000
Garden Subsidy	15,981	17,396	16,500	16,500	16,500
Speakers	28,989	34,672	35,000	50,000	50,000
Conferences-F&B	31,511	33,742	33,000	35,350	35,350
Registration Services	37,466	41,907	40,000	42,100	42,100
Audio Visual Equipment	19,421	26,730	22,000	27,800	27,800
Receptions	50,755	49,629	45,000	55,000	55,000
Printing	19,991	19,491	23,000	22,300	22,300
Promotion	21,082	39,894	26,000	26,000	26,000
Advertising	30,780	26,089	44,000	36,900	36,900
Photography	2,350	2,625	3,500	3,000	3,000
Flowers	909	1,256	1,000	1,200	1,200
Insurance	0	0	6,000	0	0
Move In/Move Out	110,292	113,754	117,000	117,000	117,000
Travel	48,783	62,074	50,000	60,000	60,000
Parking	14,220	14,930	15,000	15,500	15,500
Police	2,121	2,121	2,300	2,300	2,300
Postage	17,245	17,181	20,500	19,500	19,500
Janitorial	63,815	67,005	59,500	70,000	70,000
Software	10,230	11,083	10,700	12,000	12,000
Labour	4,421	2,250	5,000	5,000	5,000
Commissions-Partners	9,625	11,200	14,400	13,500	13,500
Miscellaneous	4,189	5,938	6,000	5,000	5,000
Total Expenses	1,117,987	1,186,378	1,184,200	1,234,910	1,234,910
Net Income (Loss)	1,021,755	1,045,973	923,240	1,022,090	1,022,090

INVESTMENTS

	Year End Aug 31/16	Year End Aug 31/17
Bonds/GICs		
Recorded at Cost		
Res Transalta Utilities	1,128,182	649,299
Res Fairfax Financial	450,000	0
Province of Quebec	450,000	450,000
Royal Bank GIC (Waterloo Chapter)	60,000	60,000
Bank of Montreal	0	399,999
Cash Position	0	3,684
Totals-Bonds/GICs	2,088,182	1,562,982
Mutual Funds/Equities		
Recorded at Market Value		
Nexus/RBC Portfolio	4,137,734	4,895,565
TD Wealth Portfolio	4,100,892	5,078,909
RBC Dominion Securities	0	374,072
Totals Mutual Funds/Equities	8,238,626	10,348,546
Total Investments	10,326,808	11,911,528

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2017

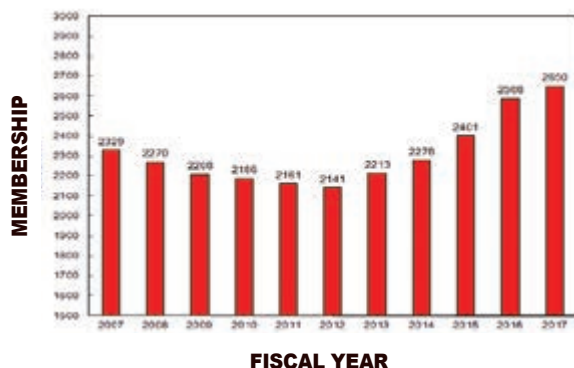
INCOME STATEMENT, EXPO/THRIVE

	2016 Audited Statements	2017 Audited Statements	2017 Revised Budgets	2018 Revised Budgets	2019 Proposed Budgets
Revenue					
Exhibit Space	192,330	0	0	0	0
Registration	2,379	0	0	0	0
Sponsorship	17,500	0	0	0	0
Miscellaneous	0	0	0	0	0
Total Revenue	212,209	0	0	0	0
Discounts					
Member Discounts	22,450	0	0	0	0
Total Discounts	22,450	0	0	0	0
Gross Revenue	189,759	0	0	0	0
Expenses					
Exhibit Hall	23,228	0	0	0	0
Security	3,726	0	0	0	0
Show Services	11,336	0	0	0	0
Registration Services	7,004	0	0	0	0
Printing	3,755	0	0	0	0
Promotion	1,295	0	0	0	0
Public Relations Services	0	0	0	0	0
Advertising	4,000	0	0	0	0
Photography	0	0	0	0	0
Move In/Move Out	4,565	0	0	0	0
Travel	6,231	0	0	0	0
Parking	2,035	0	0	0	0
Receptions	29,686	0	0	0	0
Postage	68	0	0	0	0
Janitorial	2,385	0	0	0	0
Software	0	0	0	0	0
Miscellaneous	1,386	0	0	0	0
Total Expenses	100,701	0	0	0	0
Net Income (Loss)	89,058	0	0	0	0

TRADESHOWS, SUMMARY

	2016 Audited Statements	2017 Audited Statements
Net Income (Loss)-Tradeshow Department	1,110,813	1,045,973
Wage Allocations	(408,698)	(433,895)
Overhead Allocations	(305,080)	(303,666)
Net Income (Loss) Net of Allocations	397,036	308,412

MEMBERSHIP COUNT 2007-2017 ALL MEMBERS



MEMBERSHIP COUNT 2007-2017 EXCLUDING HORTICULTURAL MEMBERS

