

2015 Annual Report

President's Message

Work continues to achieve our vision



Back when I first became president of this great association, I wrote in my first column, "Whether members are landscapers, garden centre owners, growers or designers, we believe in the philosophy that we're all in it together, instead of, 'You're on your own, and you have to fend for yourself.'"

After serving my two years in office as your president, I believe in the above statement even more now. Landscape Ontario truly does bring us all together. I have many examples

in my role as president. Proof that the LO model is one of generosity, long-term thinking and pragmatism; one that has helped hundreds of our members grow their businesses many times over.

In my final President's column in the magazine, I thanked a number of people for their help during my term. I also thank the members of LO for the privilege and honour to serve as president for the past two years.

I was continually amazed at the incredible spirit of volunteerism

that our members demonstrate at every level. On visits to chapters, sector groups and LO functions, I would always see that the spirit of volunteerism displayed. It truly is inspiring.

I look back over the many events, projects and meetings. There are so many outstanding recollections. To name a few Canada Blooms, the major increase in our scholarship funding, the sale of property at the LO home office, the planting of memorial trees to honour three of our pioneers who have passed on, and most recently the very impressive opening ceremonies for the Highway of Heroes tree project.

Let us all continue to work toward the achievement of our vision. I know very well our great organization is in good hands to ensure that vision will be put into practice.

Thank you all for your support.

Respectfully submitted,

Dave Braun

President 2015

Treasurer's Report

Congress, magazines and land sale keep LO strong



It has been a busy and prosperous year for LO. Congress did well again this year, bringing in revenues of \$2,046,835. This is slightly down from last year, but still one of the most successful events of its kind in North America.

Dave Braun's pledge to increase membership resulted in a growth of five per cent in revenue from membership. The magazines continue to buck the trend and are growing in an environment of declining magazine revenues. The continued strength of the association

resulted in a surplus of \$84,000, which is well above the budget of \$6,000. A \$20,000 surplus was allocated to the Promotion Fund and the remainder to the Industry Development Fund.

This year also saw the closing of the land deal, which netted the association close to \$9-million. It was suggested by the Past Presi-

dents, at a meeting last year, that we set up a committee to oversee the investment of our legacy. We did just that. A select group of members was put together, under the chairmanship of Warren Patterson, to create an investment policy, choose an investment advisor and advise the finance committee. This is to protect and grow our legacy for future generations.

A portion of the money from the land sale was allocated to the Building Improvement Fund to finance future renovations at Home Office, while the remainder was put in a new Legacy Fund, where the intent is to grow at a rate of five to six per cent in perpetuity.

Again, I commend our pioneering members who gave us the foundation, which allows us to be the strongest horticultural association in North America.

Respectfully submitted,

Dave Wright

Treasurer 2015

Executive Director's Report Awesome members lead to association's success and relevance



Another year has raced by and it's time to report our collective accomplishments. Reports reflect the past. The real purpose of these reports, however, is to inspire the future.

One of my favourite ways of describing our mission is, "We are in the business of enhancing lives." It makes sense, therefore, to use the following questions to measure our performance. Have our activities improved the lives of our membership? Have we made the world a better place? Do our activities reflect the values of collaboration, contribution, integrity, professionalism and community? Reading through the many reports, it is easy to be inspired by the amazing and awesome members who lead our organization. I am sure that most would answer the questions with an unequivocal, "Yes!" There are very few organizations in the world that enjoy such a committed, dedicated and vibrant membership. It is the reason for our continued success and relevance.

values of collaboration, contribution, integrity, professionalism and community? Reading through the many reports, it is easy to be inspired by the amazing and awesome members who lead our organization. I am sure that most would answer the questions with an unequivocal, "Yes!" There are very few organizations in the world that enjoy such a committed, dedicated and vibrant membership. It is the reason for our continued success and relevance.

State of the industry

This year has been the most positive in years. Most members report they are very busy. There is high demand for landscape services. Growers and garden centres also report the best season in many years. Spring, summer and fall weather has been very conducive for industry growth. Some of the exuberance can be related to the Pan Am Games. Thousands of plants were required to landscape the many venues across the province. Record housing prices, coupled

with low interest rates, are making many homeowners feel prosperous. In many cases, they are using equity in their homes to finance landscaping projects. The common and perennial complaint is there is not enough labour to get the job done.

Comments about the president

This marks the end of Dave Braun's two years as president. Dave has been an excellent representative. He is articulate, inspiring and diplomatic. He listens intently and speaks with wisdom. He is one of the youngest presidents Landscape Ontario has ever had. He reflects the new generation that will take over responsibility for building our association and industry. Dave's theme was Growing Together. At the beginning of his term, his goals were to encourage growth of the association and the individuals within it. He also wanted to preside over the sale of the excess property. I am pleased to report that both of Dave's main goals were accomplished. We have more members than ever. The surplus land is sold. We are now in a very fortunate position where the acceleration of our mission is possible. Thank you, Dave.

Here are some highlights of Landscape Ontario issues and activities for 2015.

Sold - Development plan for home office

We sold 24 of our 48 acres for \$9.2 million. This marks the beginning of a new era for Landscape Ontario. We have significant resources to accelerate industry development. President Dave Braun went on a lis-



2015 Provincial Board of Directors.

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tening tour to make sure we take into account input from all members (including ones with soft voices). The building committee is also planning a major renovation of the LO home office.

Legacy Committee

In order to safeguard the assets of the association, the board has formed a legacy committee which will make recommendations on developing a framework for spending the resources. The committee will act as a gatekeeper to ensure optimum stewardship of members' resources.

Mitigating effects of seasonality on labour recruitment and retention

This is still the number one issue. A prioritized Human Resource plan has been developed with CNLA. In addition, we had the opportunity to align our plans with the CNLA Professional Development Committee. The result is very clear direction going forward. Promotion of the apprenticeship program is the primary priority. Integration and laddering between all programs (including certification) is the strategy.

Regional manager in Eastern Ontario

The association is in the process of hiring a regional manager for the Ottawa area. The vision for the future is to develop a physical and staff presence in Eastern and Western Ontario.

Chapter governance training and support with integration of sector groups and chapters

We continue to focus on local relevance. Bringing together Chapter and Sector Group representatives on a regular basis is providing direction, engagement and enhanced unity across the province.

Green Infrastructure Coalition

The Coalition continues to make great progress in raising awareness

for the value of environmental, economic and life-enhancing value of natural infrastructure. The present priority is to lobby for a Green Infrastructure Fund with money raised from the proposed Cap and Trade system being introduced by the provincial government.

Complete Water Smart Irrigation Professional Program (WSIP)

Landscape Ontario was hired by two regional governments to develop the WSIP program. Any irrigation contractor dealing with the regions must be certified. This is the region's strategy to reduce water use by using professional conservation-oriented companies.

Peer to Peer Network

The Peer-to-Peer Network has grown from 12 to 71 members since January. The group meets face-to-face four times per year and keeps connected through a private LinkedIn group. Before joining the group, members are asked to sign a contribution and privacy pledge. The group is very helpful and is making a positive difference.

Practice Act for LAs and Name Act for Designers

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

Complete Lighting Manual and Certification Process

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

Company Accreditation Investigation

The investigation of Company Accreditation has been on the agenda



The Landscape Designers Sector Group continues to pursue a Name Act.



Case Vanderkruk at Connon Nurseries NVK took on the responsibility of creating oak trees to return to Vimy Ridge in 2017.

for the last five years. The investigation has broadened beyond Landscape Ontario to Planet in the U.S., and CNLA. We hope to make progress on this issue by late 2016.

On-the-Job Training Program

OJT has the potential to significantly increase professionalism, because it fits the existing training profile of the industry. The main barrier to progress has been the lack of trainers. OJT remains an HR priority.

Vimy Ridge Oaks

Case Vanderkruk, vice-president of Connon Nurseries NVK, and propagator at Connon, Andrew Barbour, began work to produce enough oak trees to return to Vimy Ridge for the battle's centennial in 2017.

Investigate Compulsory Trade

This is still a long-term investigation. However, professional assistance is required.

Improve image of horticulture in high schools

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

Next steps for Green for Life branding

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

Trees for Life/Highway of Heroes Campaign

Trees for Life has undertaken a major project to landscape the Highway of Heroes from Trenton to Toronto. Scott Bryk (formerly president of Grounds Guys) has been hired as executive director. Please see hothtribute.ca. Part of the program will involve a website to upload all tree locations and information. The goal is to plant 117,000 trees for every soldier who sacrificed his or her life for their country. The launch was very successful. Trees were planted at both ends of the Highway of Heroes.

Ottawa Canadian horticultural event

The Ottawa Steering Committee spent a great deal of time trying to develop an international garden event in Ottawa. Unfortunately, it will not be possible to stage the event in 2017. The committee is looking at other strategies.

New event – Thrive 2015

We created a new event called Thrive 2015. It was a combination of Garden Expo, Golden Horseshoe Chicken Roast, Snowposium and Industry Auction. It was held at the Ancaster Fairgrounds on Sept. 16 and 17.

Lawn Care Strategic Plan

We are continuing our efforts to promote the acceptance of low risk plant-protection products. Since the pesticide ban, the lawn care and grounds sectors are facing huge challenges to control pests, diseases and weeds. At a recent meeting, it was decided to focus on raising awareness for the life benefits of turf as a foundation for all our public, trade and government communications.

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Ottawa Chapter held the inaugural Home Show, much like Canada Blooms.

Property Managers Promotion, re Maintenance Guidelines

The Grounds Management Sector Group developed a brochure *Landscape Maintenance Guidelines for Property Managers*. The guidelines encourage property managers to write guidelines based on their specific requirements and budgets. A copy of the brochure may be found at gfl.me/h2IJ.

Canada Blooms

Canada Blooms was very successful this year. New GM Terry Caddo has done a great job working with our new partner BILD.

Scholarship Challenge

In response to Mark Cullen's Scholarship Challenge, we distributed almost \$80,000 in scholarships and bursaries.

Legal Telephone Line and Legal Insurance (Group Bid Protect)

In conjunction with CNLA, we implemented a legal insurance program. The program consists of two options: 1. Telephone Legal Advice and 2. Legal Insurance. The Telephone Legal Advice program has been very well received. The program launched in 2015.

HR Toolkit

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

Dry Stone Walling Institute

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

Come Alive Outside Design Challenge

The next step to our involvement in the Come Alive Outside Design

Challenge is to submit a grant proposal to the Trillium Foundation. We are hoping that the proposal will be successful. It will involve hosting the challenge in every Chapter and culminate greening one school-yard in every Chapter.

Veterans Memorial Parkway

LO is the agent for this very ambitious project in London. Please see treesfortheparkway.ca.

Never Forgotten National Memorial

We continue our involvement in this project proposed on the Cabot Trail. The link is nfnm.ca/#slide1.

Salt research study

We are sponsoring the next phase of this project. The aim is to determine the optimum amount of salt to apply based on variable snow events.

Maple Leaves Forever

The goal of this Foundation is to promote the planting of native maples across Canada. We were successful in convincing the National Capital Commission to plant native maples whenever a maple is called for on federal property. A commemorative planting was organized in June.

Ottawa Home Show partnership

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

Hamilton Victory Garden

Landscape Ontario and the Golden Horseshoe Chapter handed Hamilton Victory Gardens a \$3,000 donation to carry on its work.

Membership and Public Relations Report

Year sees record number of new membership applications



The Public Relations season was launched at a record breaking Canada Blooms and continued to be another outstanding year at the Chapter level. We connected with the public through various activities and events such as home shows, school greening projects, community events, charitable causes, etc. Many of these are described in more detail in the individual Chapter reports.

The value of media impressions we receive from Canada Blooms alone is worth over two million dollars. The efforts by Chapters and individual members show a positive increase in hits on our consumer website as a strong showing when tracked through Google analytics.

Our popular magazine *Garden Inspiration* was again well received by the public. It was distributed at many events throughout the province by our own membership and through our connections with horticultural societies and master gardener organizations.

We experimented with two new ideas this year. First was to utilize the services of a worldwide press release company known as Meltwater, and second was the launch a radio campaign in our Upper Canada Chapter, which promoted the reasons why the public should hire professional members of Landscape Ontario. Both ventures were met with mixed results and feedback. We are presently in the process of reviewing these programs.

The impact of public awareness of Landscape Ontario not only validates the reasons to hire professional landscape companies, but also creates a positive message which encourages non-members to join the association. This could be one of the reasons we have seen an increase in membership numbers this year.

We had a record number of new membership applications during the year, which we have attributed to several factors:

- As mentioned, a positive general vibe about the industry
- Great work at the Chapter level in organizing vibrant meetings and events
- Positive messaging by our trade show department to Associate members regarding benefits of membership
- Attractive financial incentives from endorsed suppliers, particularly on truck discounts
- A campaign by your membership staff to organize membership appreciation days, held at Associate member places of business throughout the province. These provide great opportunities to meet members and non-members face to face

Improving member retention has also been one of our goals this past year. We have concentrated on contacting new members to ask how we can help their business and explain all the benefits of membership. In revamping the package that is mailed out to members, we recognize long-standing members with five, ten and 20 year certificates.

The overall positive direction of membership in Landscape Ontario is reflected in several reports in this publication; it truly is a combined effort by many hard working volunteers throughout the province, the organizational skills of our individual Chapter coordinators and the combined talents of your Milton staff, with invaluable insight and direction from the provincial board and the membership committee.

Respectfully submitted,

Denis Flanagan CLD

Director of Public Relations and Membership Services 2014 - 2015



A campaign by the LO Membership Department visited member companies for Appreciation Days. This day was at Grand River Brick and Stone in London.

2015 Chapter reports

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

Durham

President: Greg Scarlett CLT

Past president: Brian Marsh

Provincial board representative: Brian Baun

Vice president: Norm Mills

Secretary/treasurer: Carol Fulford

Directors: Ed Hewis, Brian Marsh, April Scarlett, Mark Humphries, Brian Shelfoon, Steve Wall, Janice Shingler

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

August 2014: Durham Chapter's Annual Barbecue is held at different supplier locations each year. This year it was hosted by Armtec/Brooklin Concrete. There was great support from our suppliers. This year it was decided as a group to create a purpose and change the event from a contractor opportunity to a mix and mingle with the general public and suppliers.

The event also supports more long-term community involvement. The Chapter decided that this year's barbecue would raise funds to assist in the New Life Centre at Port Perry Hospital. This valued and necessary community service provides great care for new births and prevents local residents being forced to travel great distances, especially during the winter season to receive prenatal care.

We are happy to say that the barbecue was a great afternoon, once the heavy rains and clouds parted and the sun came out. That brought in many familiar and new faces. It also yielded a donation of \$1,000 to Lakeridge New Life Centre. We hope to continue with a supportive presence in the community, where as a Chapter, we can make a difference. We welcome suggestions from our Chapter members for future ideas to become involved.

October 2014: A special presentation by Denis Flanagan recognized Acorn Landscaping for 25 years in business. Mike Forbes became a member because LO is such a great organization. He enjoys the networking, and wants to support the industry. He attributes a successful business to listening to his customers. Unilock's Derek DeCooman, Peter Melo from All Stone Quarry, and Shawn from Arnts Topsoil held an informative panel discussion about natural stone and its uses in the industry. Sally Hillis of Durham College accepted a donation from Landscape Ontario and Durham Chapter for \$4,500.

November 2014: Denis Flanagan educated our group on Landscape Ontario and all of the member benefits. Fred Young of Workplace Safety and Prevention Services brought all companies in attendance up to speed on WSIB and Health and Safety concerns and initiatives.

February 2015: Technology remained the theme for our February

meeting. Computer generated design was the topic; Google Sketchup and Dynascape were discussed in detail. Members received information on how the product can be a useful sales and marketing tool.

March 2015: To prepare for the coming season, two MTO officers attended the March Chapter meeting to discuss new regulations. This was a great opportunity for attendees to get the latest updates and to ensure that their vehicles are in compliance with all regulations, before hitting the road for the new season. Elections were held for the Chapter's executive board and members were excited to welcome some new faces to the 2015 board of directors.

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

Respectfully submitted,

Greg Scarlett CLT

President, 2014-2015

Georgian Lakelands

President: Lexi Dearborn CLD

Past President: Jeff Lee

Treasurer: Andrew Beattie CIT

Provincial board representative: Margot Byers

Secretary: Lynne Barnes

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

To meet members where they live, meetings were held in three regions of our Chapter this year: Huntsville, Barrie and Clarksburg, with Sector Coffee Mornings held in Wasaga Beach.

Our Chapter meeting format changed from afternoon meetings to a full-day meeting with morning speaker, lunch, followed by an afternoon speaker or leadership activity.

All meetings are free to LO members and their staff. Members could attend all or any part of the day — they could select the sessions that would be relevant and of benefit to their businesses. This new meeting format has been very successful with an increase this past year in the number of people attending meetings. There's something for everyone.

Meetings and socials were promoted using Facebook, Twitter and LinkedIn, as well as a weekly eblast. We're getting a good response from social media, because members are forwarding messages to their contacts.

The Georgian Lakelands Board worked hard this year to increase membership awareness and sponsorship opportunities for meetings and socials. Working with staff, we created two new documents: Sponsorship Letter of Acknowledgement and Community Project Applica-



The Chapter's Putting Challenge proved a great way for members to socialize and raise money for community projects.

tion and Cover Letter.

On Sept. 11, Georgian Lakelands Inaugural Cascades Putting Challenge was held at Blue Mountain Village in Collingwood, with over 65 golfers taking to the course. Even though it was a chilly day, putters had a great time on the course and the event raised over \$1,700 to go towards green community projects.

Held in Huntsville at the Active Living Centre in October 2014, members met for a presentation from Frank Zaunser and Laurie Scullin. They spoke about Social Media in the Horticultural Industry and the Green for Life marketing campaign. Denis Flanagan provided a Landscape Ontario membership update. After lunch, members broke into smaller groups to discuss a variety of business-related topics.

In late November, the Chapter met in Collingwood for the annual 'Whine and Cheese' event. It was a great way to end the season. Catherine Smart provided great leadership activities with members being linked together, making it a fun event for the over 30 members who attended.

December 10 was an opportunity in Georgian Lakelands for the Designers Sector Group to meet, receive updates on Certification, discuss new computer techniques and drawing programs, and talk about the 2014 drawing season.

We were *Busting at the Seams* in February 2015, with over 50 members at the Best Western in Huntsville. The morning session was entitled, *Septic and Water Systems — The Good, the Bad and the Ugly!* This was followed by a great lunch and time to chat. In the afternoon, round-table talks concluded the meeting. It was a great day.

Our annual *I Survived Ski and Spa Day* was attended by over 60 members, staff and family, who took to the hills and the water. It was tons of fun for skiers. The Poker Run had participants collecting clues from around the resort to make a poker hand. The Annual Race Down the Hill had prizes for the fastest and most cautious skier. Skiers and spa-goers enjoyed breakfast at Craighleith Ski Club. Spa-goers were transported to Scandinave Spa for an amazing, relaxing day. We all met back at the Ski Hill for après ski and awards ceremony. It was a great event.

Held in March 2015, the morning session of *Best Practices and Lessons Learned Round-Table* covered topics relevant to the 40 business owners and staff in attendance. Topics included: What did you

learn about your landscape business last year? Are you growing, shrinking or status quo? What's trending in 2014 and for 2015? Other topics included design and products and stone, stone everywhere...man-made vs. natural stone. What are you using? The Chapter provided lunch, offered time for people to mingle and talk. The afternoon session was the MTO Annual Spring Tune-Up. This is always a great success, and essential for members before the start of the season. With close to 100 members and staff attending, Officer Hank Dubee is always entertaining and educational. Designed to help members and their staff take a proactive approach to compliance, this meeting helps everyone get ready for the roads.

The Designers Sector Group held a New Product Showcase in early March with Techo-Bloc, Stobag, and Lechuza Planters and Bosman Home Front presenting to the group. This was an opportunity to learn about new products and how to sell to prospective clients.

Every year, on the Saturday of the Easter weekend, Georgian Lakelands Chapter members set up at the Beaver Valley Arena in Thornbury for the Beaver Valley Outreach's Eggstravaganza. Last year, our Fill the Landscape Trailer Food Drive collected food and gave out *Garden Inspiration* magazines to visitors. The Easter Food Drive has become traditional part of the Eggstravaganza and within the Chapter.

Our final Chapter meeting, before the start of the season, was held in Clarksburg in early April. It featured a morning session with Nathan Helder, of Gelderman Landscape Services. His topic was *A Culture of Leadership = Profit*. The afternoon session featured Catherine Smart of Smart Moves, who spoke on *Building for Accessibility – Universal Design*.

Thank you to Ego's Nurseries in Coldwater for hosting our August Sector Group update meeting and pig roast. Educational and fun, Ego's offered farm and nursery tours to start the meeting with dinner served afterwards. Sector groups represented were Irrigation, Lighting, Grounds Management and Lawn Care. This was a great event, loads of fun with wonderful hosts in an amazing setting.

Respectfully submitted,

Lexi Dearborn

President, 2014 - 2015

Golden Horseshoe

President: Jeff Smith

Vice president: Fran MacKenzie

Second vice president: Andrew Barz

Provincial board representative: Tim Cruickshanks

Past president: Fiore Zenone

Treasurer/secretary: Dan Grieve

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

The year started with a grand formal style Chicken Roast in September 2014 hosted by Landscape Ontario President, Dave Braun, at Braun Nursery. There were over 250 people in attendance with lots of activities for adults and children. Guests were treated to wagon rides

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with a tree identification activity. Succulent wreath making was a huge hit with children and adults, along with face painting, lasso games, bouncy castles and more. Once again the Golden Horseshoe Chapter board members and volunteers did an outstanding job of cooking for a small army. An extra special thank you goes out to Dave and his fabulous team for hosting, decorating and providing fun activities for everyone.

The October 2014 Chapter meeting hosted guest speaker Sandra de Leeuw-Davis, a certified Internet marketing consultant from WSI at the Halton Industry Education Council. This meeting focused on using social media and other Internet search engines to generate the best results for your company. Sandra covered four key areas, including how to make sure your company's website is mobile friendly. She also talked about how Google works and how to maximize your company's presence in Google searches. She concluded her talk outlining how to utilize social media and various strategies to ensure websites are converting visitors into tangible leads.

The Chapter took these messages to heart, and in an effort to gain more web-based presence, created a new Facebook page. Many of our members do outstanding work every day, either for residents, public properties and businesses. By using Facebook, it is a great way to showcase them. The new Facebook page is a great tool for promoting all the great projects members are involved in, along with keeping current with Chapter events. The Chapter also created a new website to share information about upcoming chapter meetings and social events, as well as to link visitors back to the Horttrades website. You can visit the new Chapter website at landscapeontario.wix.com/goldenhorseshoe.

In November 2014, the Chapter partnered with the Hamilton Police Services at the Crime Prevention Centre to take an in-depth look at the role that landscape design, lighting and construction play in home security and safety. Discussion included use of lighting and 'hostile vegetation' (thorny and other prickly plant materials), as well as various ways of increasing privacy, and graffiti prevention to increase both residential and commercial security. Members gained a new appreciation of their work, as well as seeing a potential selling feature to clients.

After a break from Chapter meetings to celebrate the holiday season and kick off the new year with Congress in January, Chapter events returned in February with the annual Family Skate Day. Over 90 Landscape Ontario members and their families were treated to a fun Family Skate Day on Feb. 16, at the Gateway Ice Centre in Stony Creek. Employers, employees along with their families, had the opportunity to take a break from work to enjoy a free family skate, followed by a hot lunch at Don Cherry's. It was all courtesy of Danny Trombetta of Grand River Natural Stone. It was a great day for members to network with their family and friends.

After months of preparation and countless hours of volunteer work from the Golden Horseshoe Chapter executive board, the Gear Up for Spring Trade Show was hosted at the Ancaster Fairgrounds on Mar. 31. We had a record number of attendees. Over 350 people pre-registered for the show. Exhibitor space was sold out weeks in advance of the show. In addition to a trade show with over 70 exhibitors, there was a plethora of prizes to be won, as well as presentations from the



Golden Horseshoe Chapter's Gear Up for Spring event at the Ancaster Fairgrounds has become one of the Association's most successful events. Here MTO talks to members about information and updates on regulations.

Ministry of Transportation with the latest information and updates, and WHMIS training with the necessary quiz. Many thanks to our main event sponsor Windmill Power Equipment; our lunch sponsors, B.R. Dickson Equipment, Eloquip and Nisco National Leasing; and our refreshment sponsors, South Oakville Dodge and Martek Supply. We also would like to thank all of the vendors and exhibitors, prize donors and volunteers who made this show happen. Plans are already underway for the 2016 show. We are looking forward to continuing our growth and success.

The Chapter's annual golf tournament was hosted in August at the Willow Valley Golf Course. It was a full house with a record number of golfers, sponsors and volunteers. Despite a slight rain delay from Mother Nature, the sun came out for a fantastic day of golf and an added perk of getting to watch an impromptu airshow featuring vintage aircrafts. A total of \$580 was donated to support the MS Society of Hamilton. Many thanks to Steve Schiedel, the staff at Willow Valley Golf Course and the volunteers who ensured the day went off without a hitch. We had fantastic prizes donated by our generous sponsors and a great day of networking where business and pleasure come together. We look forward to seeing everyone at next year's tournament.

This summer the Chapter was actively involved in the Hamilton Victory Gardens project. The Chapter presented a donation of \$3,000 on behalf of the Chapter and from LO home office on Sept. 1. Hamilton Victory Gardens is a volunteer-based organization established in 2011. Volunteers plant, maintain and harvest produce, which is then donated to local food banks in the Hamilton area. At the time of the donation, it was estimated that over 10,020 kilograms of produce had been harvested from the gardens. The donation will assist in purchasing a variety of tools and equipment for the gardens sites throughout Hamilton. This project was a fantastic way for the Chapter to give back to the community and fully reflect Landscape Ontario's mission.

Thank you to all Chapter members, the Chapter Board, and all those who have attended events and supported the Golden Horseshoe Chapter this year. We look forward to continuing to grow with you.

Respectfully submitted,
Jeff Smith
President 2014 -2015

London

President: Peter Vanderley CLM

Past president: Jarrett Woodard

Provincial board representative: Michael Pascoe CLT

Treasurer: Bill Beamish

Secretary: Matt Hart

Directors: Cindy Buelow, Derek Geddes, Nicola Kamp, Kevin Marshall CLT, Michael Martins, Tyler Rancourt, Paul Snyders

The annual golf tournament was held Sept. 5 at our new location of Echo Valley. Attendance increased by 40 people from the previous year's event. As usual, all those taking part thoroughly enjoyed the day, which ended with a large thunderstorm as everyone was departing for home.

Our Chapter meetings began in October with a panel discussion on sharing lessons learned from the winter to 2013/14. Panelists featured our very own Chapter members, Bill Beamish of Beamish Landscaping, Jay Murray of TLC Landscaping, and Mike Wardell of Rural Roots Landscaping. Their best advice was to apply for a winter job at Starbucks.

In November, Vicky Smith, a well-known HR speaker with LO, addressed the topic of employee retention. Vicky shared her research on why employees leave or stay with a company. She provided some very practical insight.

Our sponsored luncheon winter meetings tend to be the best attended. In February, we held our annual MTO and WSPS meeting with lunch generously provided by Unilock. In March, members jointly held the Chapter meeting with LS Training, featuring Jim Paluch, who addressed the question, "What do you do anyway?" Permacon and the LS Training group were lunch sponsors.

Respectfully submitted,

Pete Vanderley CLM

President, 2015-2015

Ottawa

President: Sundaura Alford Purvis CLD

Vice president: Chris Urquhart CLM

Past president and provincial board representative: Ed Hansen

Treasurer: Steve Neumann

Chair of GreenTrade Expo: Bruce Morton CLM, CIT

Chapter coordinator: Martha Walsh

Directors: Chris Burns CLT, Sarah Johnston, Jim Curran,

Mike Fulcher, Ashley Cochrane, Andrew Burgess

Each year, Ottawa Chapter meetings run from October until January. This past session saw the fall and winter meeting schedule offer four topics: the snow industry and legal issues, the ever-growing problem of theft in our industry, creating a successful roadmap for business transition, and the Ottawa Chapter AGM.

January 2015 was the Ottawa Chapter's AGM, attended by 65 members. The program, *Have Your Say in Your Chapter's Future*, was presented by Executive Director Tony DiGiovanni and Jacki Hart, manager of Prosperity Partners.

In February, the 22nd edition of GreenTrade Expo celebrated the 70th anniversary of the gift of tulips to Canada from the Dutch government. This year included a new celebration, Ottawa Chapter Awards of Distinction. Suppliers were recognized in six categories at a sold out gala the night before the show. The MTO contractors' breakfast was presented once again, along with free business education semi-

nars. Ottawa landscape designers, once again in a collaborative effort, created beautiful and imaginative displays in the coffee bar, the front lobby and the seminar rooms. Supporting the registration desk were students from the Horticultural Industries programs at Kemptville and Algonquin College. The Landscape Designers Sector Group presentation, along with a governance program, rounded out a very busy and successful day.

In March, members of the Ottawa Chapter designed, built and created the Canadian Dream Garden at the Ottawa Home and Garden Show. The 2,800 sq. ft. design featured four distinct Canadian landscapes by Ottawa area designers. The project included a four-day install by a long list of Ottawa Chapter member companies and industry suppliers, as well as Horticultural Program students from Algonquin College. There was extensive local media coverage of the garden, which included information about Landscape Ontario and its member companies and individuals who made the build possible.

April to October 2015 included weekly maintenance at the Ottawa Cancer Survivors' Park. This year, students from Algonquin College Horticultural Industries were included in the program of maintenance, as part of the college's job experience program. They were mentored by Clintar Landscape Management - Ottawa and Hansen Lawn and Gardens. Members who maintained the Ottawa Cancer Survivors' Park include, Hansen Lawn and Garden, Cityscape, Green-scape Watering Systems - Ottawa, Clintar Landscape Management - Ottawa, Algonquin College Horticultural Industries Program, Natural Impressions Landscaping, Lafleur De La Capitale, Lindsay Landscapes, Jerome Landscaping, Horticare Landscaping, The Professional Gardener, GreenLife Landscaping, Zone 5 Landscape and Property Maintenance.

June 20 and 21, Landscape Ontario and the Ottawa Garden Council launched the Ottawa Garden Map (gardendays.ca) to mark the start of Garden Days. The event celebrates the garden experience and the importance of green spaces in communities across Canada.

The Annual Ottawa Chapter Golf Tournament for Children's Hospital of Eastern Ontario (CHEO) was held on Aug. 27. The new location of the golf tournament this year was the Falcon Ridge Golf Club. There were 80 golfers and volunteers who enjoyed a day of networking and golf to raise money for the local Children's Hospital Foundation. Golf committee members, Chris Burns, Chris Urquhart and Stacy Elliott, were very pleased that this year the tournament raised over \$4,000 for CHEO.

Chapter meetings resumed in October with a timely topic, *The Changing Urban Treescape*. Included was a presentation on the changing integration of landscaping with city infrastructure and technical information on how trees can help with stormwater management, as well as an update from the City of Ottawa Forestry Department and the emerald ash borer and its devastation of Ottawa trees.

The Ottawa Day of Tribute to the Canadian military and their families took place on Oct. 30, at the National Military Cemetery at Beechwood. Greetings and thanks opened the day from Roger Boldt, Chief Operating Officer of Beechwood Cemetery; Dominique Boulais, Commonwealth War Graves Commission; Chief Warrant Officer David Snyder, DND; Warrant Officer Clayton Neville and Ottawa Chapter President Sundaura Alford. There was great member participation, led by chair Pete Campbell from Geosynthetic Systems. Also taking part were Green Unlimited, Lafleur De La Capitale, Weed Man Ottawa, Natural Impressions Landscaping, Jerome Landscaping, Peter Smit and Sons. The project received great sponsorship from Bradley's Commercial Insurance, Geosynthetic Systems, Plantproducts, Mandler Turf Products and Sipan Tires.

The past year saw the adoption of a pilot program for an Eastern Ontario Regional Manager for Ottawa and Upper Canada Chapters.

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This position, responsible to both Milton home office, with input from the Ottawa and Upper Canada Chapters, is expected to be filled in Fall 2015 under the direction of a hiring committee: Ed Hansen, Bruce Morton, Richard Rogers and LO Executive Director Tony DiGiovanni.

October 2015 saw planning underway for the spring 2016 Home and Garden show, Mar. 26-28 at the EY Centre in Ottawa. An agreement has been made between Marketplace Events and the Ottawa Chapter to create garden builds in a 30,000 sq. ft. hall. Gardens will be constructed by a variety of Landscape Ontario member companies and the event will be under the Landscape Ontario banner.

The 2015 year for the Ottawa Chapter saw new programs, practices and continuing support for existing events.

Respectfully submitted,
Sundaura Alford Purvis
President 2015



The annual Toronto Chapter Golf Tournament was a great time for fun, sport, networking and raising funds for charity.

Toronto

President: Ryan Heath CLM, CLT

Past president, provincial board representative: Lindsay Drake Nightingale

Vice president: Jonas Spring

Treasurer: Sabrina Goettler CLM

Secretary: Janet Mott CLM

Directors: Gus Amro, John Bouwmeister, Chris Clayton, Paulo Domingues CIT, Jon Durzi, Janet Ennamorato, Shawn Foley CIT, Steve Hary, Tinka Magocsi, Craig Mathews, Mike Watson

Wasn't the season of 2014 to 2015 a whirlwind for Toronto Chapter?

We again started our meeting schedule by hosting one in the first week of Oct. We covered the topic all things Fall and closing down your gardens for the season. It is a topic that most surely will be re-done in the coming years.

In November, we decided to host our What's Up With That series. This time we focused on cedars — imported or Ontario-grown. Thanks to our growers (N.V.K., Stam Nurseries and BTN), which grow trees here and bring them in from other provinces/countries. This was a very educational event.

The holiday social event of the year was held in January. It included families from all around the Chapter. We skated and dined together, resulting in a great time. It was truly a fun way to ring in the New Year.

Our ever-popular February event, held each year at Sheridan Nurseries in Unionville, was again sold out. We will certainly miss the location for the 2017 season, as this coming year will be our last event here. But with a move, comes more opportunities...Right?

The What's Up With That series concluded our Chapter's season of education events. This time we discussed one of the biggest problems to hit the Toronto Chapter, dumping and disposal. I don't believe the other eight chapters of Landscape Ontario could fathom the problems we covered and uncovered during this insightful panel discussion.

As the busy summer season came on, so did our Chapter's season of golf and baseball. The golf tournament was again held at Nobleton Lakes, where the Chapter raised a decent amount of money to

give back to our community. Gloom and doom was the feeling among many when the baseball tournament began in stormy weather, but in the end, money was raised and good times were had by all.

A great project concludes a glowing report for Toronto Chapter this year. Our Chapter was fortunate enough to be a part a community project which affects the lives of many children. James Robinson Public School is the proud new home of a large universally accessible schoolyard. Great detail went into creating a space where children with needs can play and explore both safely and with ease. The facility was something not too many of us realized was necessary, nor needed. We all know differently now. Thank you to the many members of the Toronto area who helped make this project a success.

Respectfully submitted,
Ryan Heath
President 2015

Upper Canada

President: Sian Pritchard

Past president /provincial board representative: Terry Childs

Vice president: Andre Ypma

Treasurer: Judy deBoer-Bell

Secretary: Paul Doornbos CLT, CLM

Directors: Neil Bouma, Diana Cassidy-Bush CLM, CLT; David Gunn; Pamela McCormick CLM; Jesse Perrin CLT

The season 2014-15 saw a continuation of the Chapter's use of Facebook as a significant means to connect with the membership. We are slowly growing the members who "like" the page.

The 2015 golf tournament was a success with the golfers, but was short on money for the hole sponsorship. The committee will start a little earlier for the 2016 sponsorship of holes.

The Upper Canada Chapter Annual Squash Tournament "I Was There IV" was in February, at Boyd's Gym in Trenton. Again, this event was well attended.

Chapter meetings provided some very good round-table discussions, with lots of input from all in attendance.

For training in 2014-15, we provided an Interlocking Concrete Pavement Institute (ICPI) paver course in Brockville, using our own

certified ICPI instructors. The course was at capacity, with several people on the waiting list. Jeff McMann provided two days of maintenance training in April. We are looking to build on these for 2015-16.

Our community project for 2014-15 was at the Northumberland Hills Hospital in Coburg. The work was centered on the Island Entry Garden, plantings and a spectacular dry stone wall by Dean McLellan Stonework. We watched in amazement as Dean and the men completed their task.

We tried a series of local radio advertisements in the spring of 2015 to see how effective this form of advertising was for our members. The results were to be tabulated by November 2015.

Some of our members assisted the Ottawa Chapter in constructing the first Landscape Ontario garden at The Ottawa Home and Garden Show. We are hoping to continue this involvement as the show grows.

We are very proud to announce that starting in the next Chapter year, Upper Canada Chapter will be offering three scholarships, The Dan Clost Scholarship, Lisa Purves-Smith Scholarship and Esmonde-White Scholarship. These three scholarships are valued at \$500 each. We hope it will help us in the local development of staff.

Respectfully submitted,

Terry Childs

Provincial Board Representative 2014-2015

Waterloo

President: Jeff Thompson

Past president: Randy Adams

Vice president: Richard Burch, CIT, CLM, CLT

Provincial board representative: Thomas Blatter CLM

Treasurer: Scott Durst

Secretary: Blake Sicard

Directors: Jason Dietrich, Robert Tester, Al Murray, Mike Silva, Eric Horst, Trevor Garner, Sean Jordan

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

The Fall Freeze-up Dinner and Dance in November was enjoyed by over 180 members and guests. The July golf tournament at the Rebel Creek Golf Club raised funds that are distributed between a local children's charity, school greening project and the scholarship foundation.

The annual School Yard Greening Project was at Sir Isaac Brock School in Guelph, which celebrated its new outdoor classroom and trees. This event was attended by local politicians and senior school board staff. Our members donated their time, equipment and materials to enrich the school yard for years to come.

Sadly our Chapter had to say goodbye to both Peter Olsen and John Wright. Both were industry pioneers providing their expertise, enthusiasm and hard work to develop our industry into what we enjoy today. Throughout their careers and beyond, they both supported and dedicated many hours to Landscape Ontario.

We are looking forward to another eventful season of strengthening the Landscape Ontario brand, while supporting each of our members



The 1st annual Waterloo Chapter Family Day was a huge success. Over 100 members, families and staff enjoyed the facilities of Bingeman Park in Waterloo, especially those having their face painted.

in developing their businesses. Thanks to our wonderful members who plan and participate each of these events and our numerous social activities. It is great to be a member of the Waterloo Chapter.

Respectfully submitted,

Jeff Thompson

President, 2015

Windsor

President/Treasurer/provincial board representative:

Donald Tellier CLT

Vice president: Jay Terryberry

Secretary and chapter assistant: Jay Rivait

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

The 2014/2015 fiscal year started off with a bang, after the announcement that our Chapter won the President's Membership Challenge. We are grateful for the efforts of Dan Garlatti and Sal Costante from the membership services committee for going the extra mile. Great job.

We were able to successfully maintain a number of community events along with our annual social and recognition events this past year. We were generally pleased with the attendance at our general meetings and very pleased with the volunteers for both the community and social activities.

The annual Awards of Distinction program for 2014 was a successful event once again with several companies receiving recognition for landscape maintenance and construction entries. Walkerville Brewery once again hosted the event with the faculty of St. Clair College Horticulture Department offering their services as judges. The final numbers for attendance were approximately 50 individuals with a slight reduction in entries from our previous fiscal year.

The November, January and February general meetings brought out above average crowds of both Landscape Ontario members, as well as students enrolled in the horticulture program at St. Clair College. The lineup of sessions included Night Lighting with Scott Sim, A Round-Table Discussion about Business and A look at European

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Trends and Techniques from the Floriade Exhibit with Sandy MacDonald. All sessions were informative and well received by the general membership.

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

Windsor Chapter was well represented at the March 2015 Windsor Home and Leisure Show. A new modular booth, which was purchased with proceeds from the President's Membership Challenge, along with some golf tournament proceeds, aided in the setup and dismantling for our members. The colourful panels were effective in aiding us to spread the word about our local membership, as well as promote the branding of Green for Life. The board was pleased with the participation level, as well as attendance at the show. The Chapter is scheduled to participate in the March 2016 show.

With the assistance of our member companies and some special promotions funding, a second phase of the Safety Village of Windsor project was completed. This site received a major facelift around the miniature village to the rear of the property. The site was in need of some tender loving care, which it received from Windsor Chapter members, who blitzed the site. Several member companies provided volunteer help, equipment, materials and know-how. When

the dust cleared, a new garden with patio surface was installed, along with new community vegetable garden. A water feature in need of repair was refreshed and once again operating properly thanks to the volunteers. Lastly, the weed-infested beds and tree wells were cleaned, pruned and mulched, leaving the site in a professional state.

A fall cleanup at Hospice of Windsor Essex was once again carried out by volunteer members and students and staff from the horticulture program of St. Clair College. This annual event keeps the Solidarity gardens and surrounding areas in a respectable and manageable level for the volunteer staff to maintain throughout the year.

Sutton Creek Golf Course hosted our annual Bob Girard Memorial Golf Tournament. This event is not only a great social event, but also allows us to raise additional monies for future projects.

A night of bowling at Tec Lanes was enjoyed by several member companies with some 10 pin action and door prizes for the lucky participants. A big thank you goes out to the social committee for organizing these well-attended events.

It has been a pleasure serving on the board and look forward to the many challenges and new activities for our growing Chapter in 2015/2016.

Respectfully submitted,
Donald Tellier
President 2014

2015 Sector reports

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

Garden Centre

Chair/provincial board representative: Michael Van Dongen CHT
Members: Perry Grobe, Diane Hutchinson, Kennedy Johnston CLT, Kristin Ego MacPail, Frans J.R. Peters, Art Vanden Enden CHT

The period of time from 2014/2015 was one of progress and collaboration.

In October of 2014, Peter Cantley shared his years of merchandising experience in a presentation *Driving Seasonal Sales: Winning Strategies for Garden and Floral Retailing* at our annual lunch program at Expo. His account from over the past 30 years provided several insights on how our horticultural and floral industry has changed, and will continue to change, and the strategies retailers should use to remain competitive.

The Garden Centre Group remained committed to the programs that have been created for members, including the completion and implementation of the Product Knowledge videos in conjunction with the Landscape Safety Online Training System.

CNLA and Garden Centres Canada, under the continued leadership of chair Anthony O'Neill and with support from Landscape Ontario

and the Garden Centre Sector Group, have had a very successful year. The introduction of the Canadian Garden Centre Gift Card program and the Never Alone Rose project shows the continued commitment to new initiatives to promote independent garden centres. It has truly been remarkable.

Last year the International Garden Centre Association announced that the International Garden Centre Tour will be coming to the Ontario region in 2017. The Landscape Ontario Garden Centre Sector Group has been able to bring together many operators and owners of garden centres in the province to begin planning such a prestigious event. In the upcoming year, many exciting details will emerge, however, what is already very obvious is how cohesive and progressive the members of the Garden Centre Sector Group are when they collaborate.

Leading into the 2015/2016 year, the Garden Centre Sector Group looks forward to changes and progression. This year's Expo, with the continued support of the Landscape Ontario staff, will merge in a collaborative manner as well. Thrive will host Expo, along with many other sector events to bring more members together at once, where we will once again be joined by Judy Sharpton.

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

Respectfully submitted,
Michael Van Dongen
Chair 2014-2015



The Grounds Management Sector Group saw a spike in attendance at this year's Trial Garden Open House.

Grounds Management

Chair: Brad Paton

Provincial board representative: Brian Marsh

Members: Kevin Almeida, Sarah Beckon, Jeff Fennema, Carmine Filice CLM, Anthony Kampen, Jeff Lowartz CLT, Brian Marsh, Jeff McMann CLT, Brad Paton, Kate Terpstra, Rodger Tschanz, Jay VanGelder

We owe much thanks to John Hewson for his efforts and commitment as acting chair since May 2011. He will be missed from our group.

Being new to the grounds management group and now having been elected as chair, I have been enlightened to the importance of what we and the other sector groups of LO contribute.

A grounds management symposium has been a main focus for our group over the past year. It was decided to make this a joint effort with the successful contractor lecture series on Feb. 24, 2016. This event will certainly have interest for both landscape contractors and grounds maintenance companies.

The one thing I have noticed about the maintenance sector group, in the short time that I have been a part of this, is our diverse backgrounds and the vast experience brought to each meeting.

Rodger Tschanz had a successful season with his trial gardens at LO home office with attendance up, as awareness grows. I was quite interested in the different types of mulch available and the effectiveness in the garden. His tour of the arboretum at the University of Guelph and some of the projects they were working on was fascinating.

A grounds tracker software app that LO is introducing will automatically email clients when crews arrive on site, the type of work being

done and when they leave. We heard of an interesting proposal from an LO member who wants to bring Uber cab to the landscape industry. Finding someone to cut your lawn or clear your snow, even on a moment's notice, could never be easier.

We finished off our last engagement in October at the Mount Pleasant Cemetery with a guided tour by Jeff McMann. A group of about 25 made their way through the cemetery learning about some of the rare and unusual trees that inhabit the grounds. Jeff and his support staff have documented some 16,000 trees on the property. He is responsible for every one of them. His knowledge and awareness of the trees on the acres of property is truly astonishing. If this opportunity presents itself again, I recommend you take it. If not, take a stroll through on your own, you won't be disappointed.

Respectfully submitted,

Brad Paton

Chair 2015

Growers

Chair: Gerwin Bouman

Treasurer: Bill Putzer

CNLA representative: Mark Ostrowski

Members: Jamie Aalbers, Rob Albrecht, Dave Braun, Harry de Vries, Jeff Gregg, Michael LaPorte CLT, Serge Leclair, Jennifer Llewellyn, Glen Lumis, John Mantel, Darby McGrath, John Moons, Rob Naraj, Jaana Pearson Paavola, Paul-Britman Rapai CHT, Joel Schraven, Fred Somerville, Melissa Spearing, Donna Speranzini, Christine Stein, Mark Verbinnen, Shane Way, Rita Weerdenburg, Jeanine West, Youbin Zheng

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The Nursery Growers Sector Group continues to work on its strategic priorities throughout the year.

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

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

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

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

The annual Fall Dinner meeting was again well attended with 70 growers in attendance. This year's event was held at the Teatro Convention Centre in Milton. Guest speakers were John Chisholm and Greg Clarke from SB Partners. They spoke on *Introduction to the Profitability Guide*. Sarah Culp and Virginia Bust from Ontario Association of Landscape Architects spoke on *Trends in the Industry – Plant Challenges and Plant Availability*.

The Growers Short Course was held in Feb., returning to the Royal Botanical Gardens in Hamilton. Some of the comments from the attendees showed they were happy with the line-up of speakers, tons of information, very interesting topics and speakers were very knowledgeable about their topics. The next Short Course is scheduled for Feb. 9, 2016 at the RBG. Details will be available on the Horttrades website.

The annual Growers Auction was held in conjunction with Thrive '15 at the Ancaster Fairgrounds. Those attending enjoyed the day and raised \$16,500 for scholarships and research.

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

Interior Plantscapes

Chair/provincial board representative: Stephen Schell CHTI

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

In October, 2014 at Expo, the sector group hosted a luncheon, *Holidayscaping: The revenue stream you need to know about*. Guest speakers were Yves Renaud, vice president of Planteera and Marc Prudhooime, Project Manager of Christmas décor and illumination at Planteera. There were 65 participants who learned about the services of thematic décor, interior plantscape, green walls and wholesale plants at Planteera. Participants also heard about how to keep existing clients by offering new products and services, how to grow sales, and how to keep your staff year-round.

During the year the group discussed the following:

- Promotion of the Interior Plantscape sector to other industry sectors and consumers. The value of having plants in office space, malls, etc.
- Working with education provider Green Plants for Green Buildings with its new Train the Trainer program.
- The Awards of Excellence required number of photographs is a

concern of the group.

- Concern has also been raised on the lack of participation by those in the Interiorscape sector. How do we get them involved?

Respectfully submitted,

Stephen Schell CHTI

Chair 2014 -2015

Irrigation

Chair: Steve Macartney, CIC, CLIA, CIT

Members: Paul Barker CIT, Cody Haubrich, Steve Hernandez, John Lamberink CIC, Chris LeConte CIC, CLIA, Steve Marysiuk CIT, Roy Neves CLIA, CID, CIC, Paul Proulx, Jamie Riddell, Natnael Taera

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

This year we saw a slow start to the spring, but a fast start to the summer. May was hot and dry, which got the industry busy with start-ups and new installations. June provided us with lots of rain, which gave us some time to catch up with orders. The rest of the summer was fairly warm and dry, which kept demand moderate for the rest of the summer.

I find customers are becoming more aware of new technologies, so contractors need to keep astride to find the best solution for their customers, whether it's water saving products or smart solutions for controllers. Water rates are also increasing, so irrigation users are looking at ways to reduce irrigation requirements and methods to apply water in a more economical manner.

Water Smart Professional Training (WSIP) moved forward in 2016 with a new group of candidates. This partnership with the Regions of Peel and York, benefits local businesses by providing the irrigation industry with enhanced training and knowledge, while supporting environmental protection and sustainable water use. Contractors benefit from the training by gaining the knowledge and tools to give clients qualified feedback about their systems and ways to reduce the use of water.

In January 2015, the annual Irrigation Conference was held at Congress. It was a half-day event and well received by industry members. Guest speaker was Tim Malooly CID, CIC, CLIA, PLT, EPA. His talk was on the impact of water on the environment and how it may affect the irrigation sector. Discussion was around the endless possibilities for growing our industry, business and how irrigation contractors can help with storm water. The Regions of Peel and York also made a presentation on the WSIP Program and its success for contractors.

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

- Continued support for the WSIP Program
- Communication with the Irrigation Association (IA), regarding certification and training for the industry
- Promotion of Smart Irrigation Month
- Employment, recruitment, certification and training

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.

Respectfully submitted,

Steve Macartney

Chair 2015

Landscape Contractors

Chair/Board representative: Peter Guinane

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

The Contractors Sector Group hosted the annual Lecture Series on Feb. 18 at the Chateau le Jardin. The event was MC'd by Arthur Skolnik. Guest speakers were James Thompson OALA, of J. Garfield Thompson Landscape, and Paul Brydges OALA, of Brydges Landscape Architecture. They provided two perspectives on landscape design and landscape architecture. The event was sponsored by Beaver Valley Stone, Gro-Bark (Ontario), Pfaff Leasing, Sheridan Nurseries, Unilock and York Region Equipment.

The Sector Group decided that the 2016 Lecture Series will be held in conjunction with the Grounds Management Sector Group. Details will be available on the LO website by the new year.

The Landscape Contractors Group assists with the feature gardens at Canada Blooms, reviewing the entries to ensure they meet industry standards and quality. The 2015 Canada Blooms Flower and Garden Festival was a great success, and the group is continuing to assist with the feature gardens for 2016.

Items of interest

- We are continuing our work on a benchmarking study to assist contractors to understand industry averages. We believe by gathering productivity statistics, LO members will identify their strengths and weaknesses more effectively. We hope a large group of LO members will continue to contribute to the data base for more accurate results.
- Assisting CNLA/ICPI reviewing hardscape specifications
- developed a wage survey wagesurvey.ca/
- reviewed the new Eden concept for residential services (snow removal, maintenance)

There is always room on our committee for new members to join. We meet at Landscape Ontario in Milton about five times per year and encourage new ideas and productive discussions affecting our industry.

Respectfully submitted,
Peter Guinane
Chair 2014 - 2015

Landscape Designers

Chair/provincial board representative: Chris Mace

Vice chair: Paul Brydges

Treasurer: Beth Edney CLD

Members: Don Chase CLD; Chris Clayton OALA; Jen Cuddie; Brandon Gelderman; Sabrina Goettler CLD; Ron Koudys OALA, CLD; Mark Kimmerly; Kelly Keates; Ryan Heath CLT, CLP; Fran Moore; Fred Post CLD; Carolyne Planck; Tony Lombardi CLD; Haig Seferian OALA, CLD; Ron Swentiski CLD

I would like to thank all the members of the committee for all their hard work, commitment and dedication that they contribute to the Landscape Designers Sector Group. They really are an inspiring group of people with which to work.

The group hosted the annual Landscape Design Conference at

Congress on Jan. 5. The full-day event featured guest speakers Alexander Reford, Jennifer Gannon, Ajon Moriyama, Andrew Wall and keynote speaker Julie Moir Messervy. Haig Seferian was the recipient of the annual Outstanding Service Award presented at the conference.

We would like to thank our sponsors for the continued support. Without them, the event would not be possible. Platinum Sponsor: Unilock, Gold: Dynascape, Silver: Select Stone, Connon NVK, Moonstruck Landscape Lighting. There was a networking reception after the conference where sponsors of the event were able to display their products and connect with participants. The group would also like to thank Kristen McIntyre for her continued support and commitment in bringing the conference together.

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

- Successfully developing and launching a new portfolio evaluation review process that reflects the CLD manual and new exam. A webinar presentation by Chris Mace and Paul Brydges, in conjunction with CNLA, is currently being organized to teach other provincial associations how to evaluate CLD portfolio submissions using the new review criteria.
- Implementing the Certified Landscape Designers Grandfathering Process and Application Form. The Grandfathering issue will be promoted at the Landscape Designers Conference and more broadly across Ontario. The review committee members for the grandfathering process are Ron Koudys, Don Chase and Haig Seferian. To date, we have had five successful applications for the CLD certification, via the Grandfathering process.
- Continue to work on a proposed Name Act for Landscape Designers in conjunction with the OALA, as it pursues a *Practice Act for Landscape Architects*.
- Continuing the new website to promote landscape designers and the CLD certification. The new website is up and running and can be found at certifiedlandscapedesigner.com.
- Planning for the upcoming Landscape Designers Conference in 2016.
- Working with the Peel and York Region on a new program entitled Fusion. This will promote environmentally friendly and water smart gardens.

Respectfully submitted,
Chris Mace
Chair 2014-2015

Lawn Care

Chair: Steve Tschanz

Past chair: Gavin Dawson

Vice-chair: Kyle Tobin

Board representative: Alan White

Members: Tom Somerville, John Wright, Paul Gaspar, Mike Miltenburg, Richard Reed, John McIntosh, Don McQueen, Bill Van Ryan, Kerry Whale, Rohan Harrison, Ken Pavely, Don Voorhees, Tim Tripp

This past year, the Lawn Care Sector floated into Canada Blooms on a sailboat promoting the benefits of having a lawn. Although some of the message was lost in the waves, it was an excellent display which tied turf in with fresh bodies of water. Thank you goes to Beth Edney for the great design and the Sod Growers for supplying the sod.

The Lawn Care Sector Group has continued to be in touch with different layers of the provincial government to make sure that they know

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The unique display of turf waves drew a great deal of attention to the Lawn Care Sector Group's display at Canada Blooms.

the pesticide ban has flaws. We keep proposing changes that would strengthen the government's position, while possibly giving the sector more tools. This continues to be a frustrating exercise, as each meeting for lawn care members feels like the first.

We wished Pam Charbonneau great success in future endeavours, when she retired from OMAFRA after holding the position for the better part of 25 years. We have been lobbying OMAFRA for a replacement, since there is great need for a turf extension position.

The lawn care sector sent out a survey to those members who have serviced the sector in some form during the past. The survey results concluded that a combination of new products is not working. Price and various forms of cheating are why the lawn care sector is on the decline. Also, there is a dramatic reduction in profitability for the industry.

It is with heavy hearts that the members of the lawn care sector said good bye to John Wright. John was a Landscape Ontario founder and great representative for the lawn care industry.

Respectfully submitted,
Steve Tschanz
Chair 2014 -2015

Lighting

Chair/provincial board representative: James Solecki

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

The Lighting Sector Group had a 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 raise the awareness of professional outdoor lighting design and installation.

The 6th annual Landscape Lighting Conference was held on Feb. 25 at Teatro Conference and Event Centre in Milton. Landscape Ontario's Landscape Lighting Sector Group was host and planning committee of this event, and worked hard to ensure the content for the day was geared to the seasoned contractor.

The conference kicked off with the popular round-table discussion groups, with the focus was on what matters most to today's lighting contractor: safety on the job, opportunities and new technologies, and award winning lighting. The morning keynote presentation on planning for profitability was delivered by George Urvari of Oriole Landscaping.

Thirteen exhibits showcased new and innovative landscape lighting products for the coming season. It gave everyone an opportunity to see the products up close and talk to the suppliers throughout the day. Also included was an important and timely keynote from Ruurd van de Ven from Arborvalley Urban Forestry on issues that affect even the most seasoned contractor. He focused on how to properly climb and mount trees during installation, proper pruning techniques and climbing safety.

The group also participated in the judging of the Landscape Ontario Awards of Excellence in the Landscape Lighting categories. Priorities in the coming year include a valued and significant role in the lighting design of the 20th anniversary Canada Blooms Festival. The Group will continue its work in the development of a lighting education and training program, as well as continue developing a new and improved website.

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

Respectfully submitted,
James Solecki
Chair 2015

Snow and Ice Management

Chair: William Jordan

Provincial board representative: Mark Humphries

Treasurer: Robert Roszell

Committee: Daniel Anisz, Craig Armstrong, Vince Arone, Nichole Ashton, Michael Boffo, Robert Boffo, Gerald Boot, Dan Booth CLT, John Buikema, Thomas Carre, John Fulford, Trish Gallagher, Eric Gordon, Lee Gould, Steve Hary, Ed Hewis, Jeff Lowartz CLT, Jim Melo, Brian Mettel, Jim Monk, Brian Perras, Fred Persia, Robert Tester, Dan Winstanley

This year has brought some change to the group.

We saw a long-time board member retire this year. We are all going to truly miss John O'Leary from Clintar Grounds Management. His positive attitude and industry knowledge have helped the snow and ice group achieve its goals.

Also with the theme of change this year, we had a new location for the Snowposium. It moved to the Ancaster Fairgrounds as part of Thrive '15. We had a great turnout with speakers from Canada and the U.S. We will also be looking at adding more features at the new location, as the Ancaster Fairgrounds offer a larger space for the Snowposium.

Respectfully submitted,
William Jordan
Chair 2015

2015 Committee reports

Building

Chair: Karl Stensson

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

Years ago, I became chair of the Building Committee because I wanted to get rid of the “sheet” that was on the building. The sheet has been transformed into a beautiful looking Landscape Ontario Green for Life sign. However, with the recent sale of half of the 48 acres, we can now dream of a renewed facility that will reflect the stature, professionalism and values of the industry and membership.

The sale of the property will allow us to accelerate our vision for a prosperous, professional, ethical, recognized and valued industry. Here are the final sale numbers:

Original sale price to Broccolini, eventually assigned to Investors Group, \$9,280,580.80, based on 24.16 acres x \$384,130 per acre
\$28,000 interest at \$14,000 per month, because of delayed closing
\$2,000 interest on the deposit
(\$36,402) Credit widening of Steeles Ave. reduced acreage by .0947
(\$20,000) Credit wetland flagged by Conservation Halton

(\$272,732) Credit loss of .710 acres to MTO for 401 widening
(\$96,476.80) Broker fees \$4,130 per acre
(\$36,000) Legal fees
\$284,000 Sale of .710 acres to MTO for 401 widening
\$9,132,970 Net proceeds

We look forward to renewing the property. The site will be finally serviced with water, sewage and fire service (paid for by the purchaser as part of the deal). We have engaged an architect to provide a number of options and we are seeking proposals from construction firms. The next few years will be exciting.

Respectfully submitted,
Karl Stensson
Chair 2014 - 2015

Canada Blooms

This year marked an evolution in Canada Blooms. This was evident in several ways. General Manager Terry Caddo and Horticulture Director David Turnbull were new. The location of Canada Blooms at the Direct Energy Centre was also new. The re-location of the office of



Canada Blooms saw over 200,000 visitors this year.

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Canada Blooms to Landscape Ontario was new. What was not new, was the support of Canada Blooms from Landscape Ontario staff and members.

The year 2015 also marked a re-dedication of the many sector groups of Landscape Ontario to profile respective areas at Canada Blooms. The garden builders, who are always a significant part of Canada Blooms, were front and centre with Garfield Thompson winning the judges' choice for Best Garden and Genoscape winning the People's Choice Award.

The Turf Sector Group sculpted sod into waves in an area that was always full of children. The Growers Sector Group provided what the judges described as the most diverse tree and plant offering in years. The dramatic lighting affect was supported by the Lighting Sector Group, which saw members involved over 10 months in the planning to make this work. If not on their own, all of the other sectors were profiled in the Landscape Ontario Otium Exercise Garden, designed by Shaun Gallagher.

Canada Blooms arrives at a perfect time of the year to encourage the public to think about all areas of the green community, whether going to a garden centre or hiring a contractor. With the help of Denis Flanagan, Canada Blooms generated \$2-million of positive public relations value. It saw just under 200,000 visitors to the event. Canada Blooms also provided over 250 educational seminars for the public.

In 2014, Landscape Ontario was represented on the Board of Canada Blooms by Anna van Maris, Gregg Salivan, Janet Ennamorato and Ryan Heath CLM, CLT.

I would like to invite all members of Landscape Ontario to the 20th anniversary of Canada Blooms on March 11-20 at the renamed Enercare Centre. The theme at the 20th anniversary is, "It's a Party."

Respectfully submitted,

Gregg Salivan
Treasurer 2014

CNLA

LO representative: Alan White

The Canadian Nursery Landscape Association is made up of nine provincial associations. Landscape Ontario is its largest member. Every member of each provincial association is automatically a member of CNLA. You get two memberships in one.

The role of CNLA is identical to Landscape Ontario. Our common vision is to grow a prosperous, professional, ethical, recognized and valued green industry. We align as much activity as possible with other provinces, so that we can achieve more together in an accelerated fashion.

I serve as Landscape Ontario's representative. Ontario is well represented with Rene Thiebaud (president), Gerald Boot and Harold Deenen all holding positions.

Here is a brief review of CNLA highlights in 2015.

Human resource and certification

CNLA is involved in many human resource and professional development activities. They administer certification, promote Red Seal apprenticeship, on the job training and many other programs. They also advocate for our sector at Service Canada and Employment and Social Development Canada.

Affinity programs

CNLA is also the administrator of many of the affinity programs we enjoy such as GM, Kubota, HortProtect, Esso, Chrysler, etc. If you

take advantage of the affinity programs, membership in your local association pays for itself many times over. An extensive list of money saving programs is at gfl.me/h2IN.

Government relations

CNLA is involved with many federal government agencies, such as CFIA, PMRA, Service Canada, Employment and Social Development Canada and Agriculture Canada. Most of the advocacy is performed by the Canadian Ornamental Horticulture Alliance, which includes Flowers Canada and our Quebec counterpart FIHOQ. The government relations work is detailed and complex, but is always related to achieving our collective vision of a prosperous, professional, ethical, recognized and valued industry.

National standards

A new landscape standard for the industry is being created. This ambitious project is being done in partnership with the Canadian Society of Landscape Architects. When completed, it will elevate the standards of quality in the landscape industry.

Green infrastructure advocacy

In March 2016, CNLA will host the International Green City Conference in B.C. The conference will continue to promote the value and benefits of living green infrastructure as a solution to many large societal issues, such as climate change, energy conservation, health promotion, sedentary lifestyles, storm water management and many issues.

Research and plant Introductions

CNLA has custody and responsibility for rose genetics, which originated from federal research stations at the Central Experimental Farm in Ottawa and Morden in Manitoba. The genetics now reside with Vineland Innovation and Research Centre. New varieties are being introduced to the market. Last year saw the release of the Never Alone Rose. A total of 48,000 of these roses were sold.

Turf working group

As a lawn care provider, I have a special interest in the turf working group. The goal is to bring together all turf stakeholders, so that we can more efficiently work on common issues. These may include access to plant protection products and public awareness of the environmental, economic, lifestyle, health and life-enhancing benefits of turf.

There are many other activities performed by the CNLA. The industry is much better as a collective working together in a common and aligned effort.

Respectfully submitted,

Alan White
CNLA representative

Communications

Chair: Hank Gelderman CLT

Members: Gerald Boot CLM, Paul Brydges, Laura Catalano, Mark Fisher, Marty Lamers, Jan Laurin, Bob Tubby CLM and Nick Winkelmolen

Thanks to the members of LO's Communications Committee, who consistently provide guidance and insight for our varied communication efforts.

We are pleased to see another successful year for our flagship publication, *Landscape Trades*. The magazine continues to provide

unique business management information for Canada's green industry sectors. Many members are not aware that every one of its 8,500 subscribers is a verified industry participant. Since there are only 3,800 provincial association members in Canada, *Landscape Trades* performs an important outreach and recruitment function.

Landscape Ontario magazine is also on healthy footing; revenue grew by an impressive 30 per cent this year. This year, your magazine team executed an idea to combine the July and August issues into a special membership issue, which was very well received. Extra copies of that issue will be distributed at Congress as a membership promotion tool.

The electronic face of the magazine, our weekly enews broadcast, remains an important communications tool. It is especially effective at driving enthusiasm and attendance for LO events. Advertising space in enews is offered to supplier members only; they get an exclusive marketing opportunity, and LO benefits from a new revenue stream.

LO's communications team works closely with our membership department on the Green for Life promotion initiative. Thanks to Green for Life, members continue to get new business referrals from our consumer-targeted website. Our public relations efforts get valuable press pickup, enhancing the industry's profile. And we continue to publicize the great projects our chapters build in their communities. *Garden Inspiration* magazine inspires homeowners with the benefits and beauty of horticulture, and connects them with LO members.

Every year I mention the wide-ranging support your team provides to LO's initiatives, such as safety and education. This year, the Communication Department provided a level of support for the rebranded Thrive show one would expect to see from a top-level design studio and ad agency. Team members were instrumental in re-imagining Garden Expo as Thrive, involved with everything from identity to stunning graphics.

Just as our Committee members change over time, so inevitably does our Communications staff. Longstanding, respected members Sarah Willis and Allan Dennis have both decided to start new chapters in their lives, and I join with all members in expressing deep thanks for their tireless efforts. While we are saddened to see them go, we look forward to welcoming new talents and ideas — please watch this space next year for details.

Respectfully submitted,
Hank Gelderman
Chair 2014 - 2015

Human Resource Development

Chair: Harold Deenen CLM

CNLA observer: Stacey Porter

Members: Jacki Hart CLM, Michael Pascoe CLT, Richard Rogers CLT, John Soychak, Donald Tellier CLT, Alan White

The Human Resource Development Committee has celebrated another active year in terms of connecting dots, developing partnerships, advancing government relations, lobbying to secure a healthy business environment for our members and developing and delivering relevant professional development opportunities. All this ensures that we continue to develop a skilled workforce to support the needs of our member firms today and for the long term.

The committee works diligently on your behalf to ensure that we are maximizing resources that promote and foster a favourable climate for our industry. We accomplish this by producing results that advance

recognition of a professional and ethical industry that designs, installs and maintains the green infrastructure that provides a safe and healthy environment that supports the health and wellness of every community. This committee oversees the activity of Landscape Ontario's Education and Labour Development Department.

We are pleased to present a summary of the highlights of the past year.

Career promotion

- Labour development from career awareness and promotion and the development of engaging training opportunities aimed at youth continued to be a focus. The activity is centred on inspiring connectivity between industry, youth and parents and educators and government with the intention that this work will support the future skilled labour requirements of the industry.
- OYAP conferences and secondary teacher and mentorship guest speaker programs were widely supported.
- Skills Ontario workshops and career booths provided experiential opportunities for over 1,000 youth, parents and teachers.
- Supported members and participated in career awareness and promotion opportunities aimed at both secondary and post-secondary students.
- In partnership with the CNLA, we co-hosted the Cultivate and Connect event at Congress 2015. It was another successful event. We will continue to strive to connect educators, industry, youth and policy makers to enhance career opportunity awareness. We will also set the stage for improved industry and education alignment that ensures training is relevant to industry needs and that employers are providing appropriate on-the-job training opportunities. The event also recognized the Come Alive Outside teams and Ursula Franklin Academy as the 2015 Design Challenge first place award winner. The competition was a tight race, with Fanshawe College, Durham College and Seneca College teams submitting entries. Some of the projects are presently in the build phase.
- In partnership with the CNLA, we have been developing a new Green Careers Canada website hub that will be the industry, educator, guidance counsellor and parent portal for Ontario and our provincial partners. The official launch is at Congress 2016.

Secondary and post-secondary education

- The year 2015 celebrates the union of the Horticulture Ontario School Teachers Association (HOSTA) and the Ontario Horticulture Educators Council (OHEC). We are pleased to support the new organization, Horticulture Educators Association.
- Continue to support the Specialist High Skills Major program in Horticulture and Landscape. There are 25 programs across the province, and 80-plus Green Industry Programs.
- Supported the Skills Ontario competitions in Landscape Design and Horticulture and Landscape at both secondary and post-secondary levels and grade 7-8 workshops.
- Skills Canada was held in Toronto. St. Clair College represented Team Ontario and placed fourth of six teams
- Supported the 2015 Come Alive Outside Design Challenge that connected and engaged secondary and post-secondary programs in design vignettes that resulted in landscape and built outdoor spaces for youth. The website is comealiveoutside.com/design-challenge-canada.
- Presented topic, Safety in the Classroom, as guest speaker at the OCTE Conference.

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Landscape Ontario plays a big part in the Skills Ontario competition.

Apprenticeship

- LO supports all apprenticeship programs across the province.
- Eastern Ontario closure of Kemptville resulted in strong government lobbying and advocacy to ensure that all Level 1 apprentices have the opportunity to complete their Level 2 training at Kemptville College.
- In response to declining employer and employee participation in the apprenticeship training program, LO has elevated its focus this year with: communicating the message that the apprenticeship program is a GIFT from the government and if we do not support it we could lose it; Improved awareness has increased registrations, which inspired the need for LO to support our busy employers and apprentices so we developed a voluntary apprentice/employer registry; support of all employers and apprentices through the very complex application and registration process; government relations to build partnerships that support delivery of the Apprenticeship training program in Eastern Ontario; based on the success of the LO pilot program, it is anticipated that we will continue to support the program and elevate our support and coordination to a higher level.
- LO members provide representation on The Ontario College of Trades (OCOT) Trade Board.
- Working with OCOT and CCDA on exciting updates to our apprenticeship program.

Professional development

- Four tests were hosted in 2015 at home office in Milton, Kemptville College and Fanshawe College.
- The integrated model is leading the way as more colleges across Canada are working to bring the certification program into the second year curriculum, based on the innovative model piloted by Fanshawe College. Students can graduate with

diplomas, a Landscape Industry Certification and other certificates.

- The Certified Landscape Professional program (CLP) was re-named Certified Landscape Manager (CLM).
- The CLD program update was completed with the launch of a new exam portfolio and the introduction of a grandfathering opportunity.

Conference and sector event highlights

- Congress celebrated another well attended Conference program that received record feedback as the best yet.
- The Peers Helping Peers Workshop at Congress launched a new Peer-to-Peer program that has elevated connectivity and provided positive impact on member businesses throughout 2015.
- Sector events continue to be popular with solid attendance throughout the winter and at Thrive in September.

HR Toolkit

- Updated annually by our HR consultant with free downloads and best practices aimed at supporting small business in managing their HR asset.
- Every business owner and educator should make use of this amazing tool.

Seminar program

- Prosperity Partnership seminar program continues to offer relevant professional development for everyone in the industry with 140 seminars offered and an impressive 15 per cent increase in participation.
- Seminars are organized by topic and by the corresponding prosperity pillars: Customers for Life, Financial Health, Leader-

ship, Operational Excellence and Sales Success.

- Online learning opportunities were provided by trusted industry Prosperity Partners.

Safety

The LO Safety Group continues to support members to develop and maintain compliance-based prevention programs within their businesses. The firms that participate gain a solid understanding of what prevention systems must be in place. As a result, they celebrate reduced lost time due to their awareness of best practices that lead to a safer workplace.

Partnerships

- The WSIP Training and Certification Program is the second pilot year in partnership with the Region of Peel and York Region. Another solid program was delivered to selected irrigation companies with specialized training and certification. This provides irrigation system efficiency and maintenance services to Irrigation Components International clients in York and Peel Regions in support of environmental protection and sustainable water use.
- Advancing Women in Horticulture through mentorship is funded by the Status of Women in Canada in partnership with Microskills. The purpose is to inspire and encourage women to achieve their highest potential within their careers in the horticultural sector by developing and maintaining a custom mentorship program with LO to serve all members. Official launch of the mentorship framework will be early 2016.
- Pre-Apprenticeship program is in partnership with Microskills and Humber College. This is the eighth class of women the program has supported. More than 150 women remain and are working in the industry today.
- Projects with CNLA include compulsory trade/licensing research, Cultivate and Connect event; Effective Leadership resource development; Green Careers Canada website development; Industry accreditation pilot framework; Labour Market Information project (CNLA and CAHRC); National Landscape Standard Review Project and wage surveys.

Government relations and advocacy

- Connecting with multiple levels of government continued to drive this committee to ensure that we are at the table when the conversation does, or can impact our industry.
- Committee leaders and staff continue to build relationship with College of Trades, Ministry of Education, Ministry of Training Colleges and Universities, Ministry of Labour, Ministry of Transportation, Workplace Safety Prevention Services, Workplace Safety and Insurance Board, Ministry of Agriculture (Horticulture Value Chain Roundtable Labour Working Group), Canadian Agricultural Human Resources Council, Labour Issues Coordinating Committee and numerous other green industry related organizations and associations.
- LO has participated in several Ministry of Labour meetings to raise awareness of industry challenges and navigation of the complex Employment Standards regulations (overtime, seasonality, statutory holidays, hours of work, etc.) that present challenges for the industry.
- The Prevention Office of the Ministry of Labour has engaged the Workplace Safety & Prevention Services to support the horticulture and agriculture industries in the development of an agriculture strategy to elevate safety in our workplaces.
- Participated in consultations and communicated our position

on the Ontario College of Trades' Scopes of Practice and Classification and re-classification and the WSIB rate framework modernization

Respectfully submitted,
Harold Deenen CLM
Chair

Membership Services

Chair: Lexi Dearborn CLD

Past chair: Paul Doombos CLM, CLT

Members: Lindsay Drake-Nightingale; Nick Solty; Terry Childs; Ed Hanson; Laurie-Ann Stuart; Georgie Hamilton; Carol Fulford; Jason Dietrich; Jessica Aytoun; Fran Mackenzie

The Membership Services Committee mandate is, "To develop and have oversight for membership services offerings and governance and leadership development. It will seek to enhance relevance of Landscape Ontario at the local level. It will support and assist all chapters and sector groups in fulfilling respective mandates. It will provide programs that offer personal and leadership development opportunities for governance members."

The Dues Sub-Committee created and sent out a survey to members in 2015. Unfortunately, there was a poor response to the survey, so the committee was unable to move forward with recommendations for any adjustments to membership dues. Members of the Sub-Committee are Chair, Margot Byers of Georgian Lakelands Chapter; Sundaura Alford of Ottawa Chapter; Terry Childs of Upper Canada Chapter; Teresa Matamoros of Georgian Lakelands Chapter; Carol Fulford of Durham Chapter and Nick Solty of Georgian Lakelands Chapter.

There were 56 Landscape Ontario members, including Chapter Board of Directors and representatives from the Landscape Contractors and Landscape Designers Sector Groups, in attendance at the Governance meeting in December of 2014. Entitled 'You Matter' – *Growing Landscape Ontario*, the meeting covered a number of issues and topics. This was an opportunity for the Membership Services Committee to receive feedback and ideas directly from our members.

The morning session included a brainstorming group activity on the future of Landscape Ontario. Scenarios included, If LO was in the news in five years' time, what would the headline be? Groups worked to create headlines from *LO goes to Prison* to *LO hits 5,000 members!*

The Governance meeting also examined the future of the Endorsed Supplier program. What company discounts would members like to see from Endorsed Suppliers, and how would it benefit members, their businesses and staff?

The afternoon round-table discussions included the following:

- Should Chapter meetings be more formal? If so, what would this look like?
- Communications — Making it Happen.
- Distance Communications and Education — Reaching Members Where They Live
- Promoting LO to the Public. Getting the Word Out
- Volunteer Time — Managing Volunteer Burnout
- Landscape Ontario Connections. Being of service to our members
- Membership Dues. Does there need to be changes?
- Landscape Ontario Trades website. Are we giving it away for free?

A number of very interesting ideas came from the feedback by our members during this day. Staff has been working to implement these

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ideas, and we will launch a new member benefit at Governance 2015.

Regional membership meetings were held from February to March 2015 to provide an update after the Governance meeting. The membership meetings gathered additional ideas and suggestions from a smaller group setting. The regional meetings were held in the following chapters: East meeting — Ottawa at Green Trade, 20-plus attending from Ottawa and Upper Canada Chapters; West meeting — London after its Chapter meeting, with 15 attending; Central meeting — Toronto at Canada Blooms with 20-plus attending, including Toronto, Golden Horseshoe and Georgian Lakelands Chapters.

Two main concerns came from these meetings: Getting the word out — communications; and distance education locally — reaching members where they live.

We had great discussions about the weekly enews, trade website, Green for Life website and social media in all regional meetings.

Results from these discussions are:

- Changes have been made to the enews to allow members to find What's Up in their Chapter with the click of a button. Members are directed to their respective Chapter webpage on the trade site.
- Changes are underway to join the Trade and Green for Life websites. Such a great idea. It allows the public to really understand we are a trade association. Staff is working to simplify the trade website to allow members to find that they need, when they need it.
- Social Media — staff should have access to all social media — Facebook, Twitter, LinkedIn and so on for each Chapter. This allows staff to post relevant event information assisting each Chapter in promoting events, meetings, and socials. We're not quite there yet. I think we are missing the boat when it comes to social media — first getting access for staff to Chapter sites and pages and to our members who look to social media for a quick hit of information.
- A few Chapters have chosen to create their own methods of communications — websites for example. If the existing communication methods are not working for a Chapter, it was felt that Chapter should share with us why the LO website isn't working for them.
- Texting — Could members text quick messages, such as, Meeting Tomorrow Register Now, or See you there?

The group discussions also tackled the question, How do we as an organization provide quality and relevant education to members in their chapters?

The groups looked at the possibility of videotaping educational courses or speakers, so members could register, sign in, and hear from qualified teachers and industry leaders through LO, instead of travelling to Milton.

These courses could be done in a group setting (the Chapter would provide a space with a group discussion after the seminar), or on an individual basis at home office. As we have come to learn, there are a number of hurdles to overcome:

- Speaker material is proprietary — who would allow us to take their materials and use it? If we could use the materials how do we track and pay for it?
- Could instructional classes be offered over the Internet in the evenings, over a couple of weeks? Many college and university courses use this method.
- Could we provide education tips or techniques to members through our existing associate members? Could we have short how to tips we could offer to members?
- Will distance communications help resolve the lack of atten-

dance at Milton seminars? Does it allow us to meet the needs of our members, such as where they live?

The Membership Services Committee is always looking for member feedback and ideas. Please feel free to contact your local Chapter representative with your great ideas.

Respectfully submitted,

Lexi Dearborn CLD

Committee Chair, 2015

Pesticide Industry Council

Chair: John Wright, 2000 - 2015

Secretary: Tony DiGiovanni

Manager PIC: Tom Somerville

It is with sadness that I must note in my report the passing of John Wright, chair of the Pesticide Industry Council. John was a founding member of the Pesticide Technician Program and a great supporter of the Pesticide Industry Council.

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 then established as the basic pesticide safety course to acquire Technician Status and 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, Canadian Golf Superintendents Association, Ontario Golf Superintendents Association, Professional Lawn Care Association of Ontario, Urban Pest Management Council, Crop Protection Institute, International Society of Arboriculture, Ontario Parks Association, Ontario Vegetation Management Association, Structural Pest Management Association and Landscape Ontario Horticultural Trades Association.

This is the sixth year that PTP and PIC have worked within the framework of the *Cosmetic Pesticides Ban Act, 2009*.

In 2015, 587 technicians enrolled in the PTP program.

Respectfully submitted,

Tom Somerville

Manager PIC



Michael 'Pinball' Clemons wowed the capacity audience at the 50th anniversary of the IPM Symposium.

IPM Symposium

Chair: Kyle Tobin

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

The 2015 edition marked the 50th anniversary of the IPM Symposium. It was held in conjunction with the Congress trade show and Conference on Jan. 5 in the Cohen Ballroom of the Toronto Congress Centre.

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

The technical sessions were capped off by an inspiring keynote presentation from Canadian football celebrity Michael 'Pinball' Clemons. His larger-than-life personality engaged the crowd. The technical sessions qualified attendees for IPM Council of Canada CECs. Lunch was included as well as a networking reception at the end of the day, concluding with a special VIP dinner with Pinball to help celebrate the 50th anniversary. Pam Charbonneau and Monica van Maris were both recognized for their outstanding contributions to this event over the years.

A special note of appreciation goes to all of the sponsors. The committee could not achieve the high level of experience to our guests without the sponsoring businesses' contributions. Also appreciated are the returned attendee surveys. It is appreciated for the time it takes to complete the comments. Those comments help build and shape future events. This symposium would not be as successful without our dedicated committee members. They all contribute to the success of the event, and their time and expertise is appreciated.

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

Respectfully submitted,

Kyle Tobin

Chair 2014 - 2015

Congress and Garden Expo

Chair: Terry Childs

Vice chair Congress: Nathan Helder

Vice chair Garden Expo: Michael LaPorte CHT

Past chair: Beth Edney CLD

LO board liason: Dave Braun

Members: Brian Cocks CLT, Douglas Coote, Paul DeGroot, Barry Dickson, Kim Icton, Mike Riehm, Klaas Sikkema, Monica van Maris, Jason Vettese

Two major trade shows are 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 and peer networking, as well as special features.

Landscape Ontario's Thrive '15

Landscape Ontario's Thrive '15 was held Sept. 16 and 17, at the Ancaster Fairgrounds.

Landscape Ontario was pleased to announce a new headline event in 2015. Thrive '15 featured some of the most popular annual offerings all at one venue over two days. The association and its sector groups came together to brainstorm how to better serve the industry's needs for professional development, face-to-face opportunities and purchasing in the fall. The association re-positioned the Garden Expo trade show and conference, Snowposium (snow and ice conference and expo), Industry Auction and the Golden Horseshoe Chapter's Chicken Roast all at the Ancaster Fairgrounds. Each brand kept its original identity under the flagship Thrive.

Thrive was designed to serve the needs of the wholesale nursery growers, retail garden centre professionals, landscape contractors, landscape designers and snow and ice professionals. It was developed to build upon and improve professionalism and business acumen. Thrive '15 offered trade exhibits, a learning forum, a live plant auction, Awards of Excellence and family friendly socials.

Currently, the committee is working on looking at re-positioning Garden Expo to co-locate it with the Canadian Greenhouse Confer-

2015 Volunteers

ence (CGA). This has been a goal for Landscape Ontario for many years and at this time the CGC is willing to discuss the possibility of working together. The Auction will return to a grower's property, and the Snowposium will return to Landscape Ontario home office property.

Thrive was a fantastic venture for all groups, volunteers and members, as well as staff. Timing and dates are the issue. The trade show department is pleased to report that our bottom line exceeded expectations and did not put Landscape Ontario at any risk of financial loss.

Congress 2015

Canada's international horticultural lawn and garden trade show and conference, ran Jan. 6 to 8, 2015 at the Toronto Congress Centre.

Canada's top green industry event generated a lot of energy among its exhibitors and industry professionals. Among the main highlights was the upswing in exhibit sales. Revenue trended nearly \$30,000 above the event's budgeted \$1.9 million. Attendance remained consistent at close to 13,000 delegates.

Partners, the Canadian Fence Industry Association, and sponsors Banas Stones, Global Arch/Stone Arch, Husqvarna Corporate, Doubletree by Hilton, *Landscape Trades*, Bobcat Company, Vermeer Canada and Medallion Fence were on hand to celebrate.

The juried New Product Showcase was bursting with innovative products in its new location, which were displayed in over 2,000 sq. ft.

Students continue to benefit from the theoretical knowledge acquired at schools offering horticulture programs and the hands-on experience of the Congress student garden builds. The 2015 participant colleges included Humber, Fanshawe, Niagara and St. Clair and University of Guelph (Ridgetown Campus).

The Conference portion of Congress was re-formatted as well as the pre-event programs. Congress Conferences give delegates a program that features the industry's most popular speakers. This brought together powerhouse industry experts and top-notch panels to show delegates how to balance work and play, while growing their businesses. The program is designed to improve professional development and reduce business expenses. Delegates responded with positive feedback, specifically on the quality of the topics, programming and great lunches.

The Awards of Excellence ceremony, a Congress favourite, was hosted by Frank Ferragine of *Breakfast Television* and *CityTV*.

Finally, it is my pleasure to thank volunteers and committee members for all their guidance, insights and help. Our success stems from the personal touch that our volunteers add to our events. The trade show department has proved to be a strong team of leaders, who are willing to take risks and try new things, while they continue to grow our association

Respectfully submitted,

Terry Childs
Chair 2015

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.

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

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

Jamie Aalbers
Northern Mini Roses

Randy Adams
RM Adams Trucking

Robert Adams
Adams Landscaping
and Property Maintenance

Rob Albrecht
John's Nursery

Sundaura Alford-Purvis CLD
A Cultivated Art

Bob Allen
RW Allen Horticultural Services

Kevin Almeida
Almeida and Almeida
Landscaping

Gus Amro
So Green Canada
(Landscape Design Build)

Daniel Anisz
Clintar Landscape Management
Head Office

Craig Armstrong
International Landscaping

Vince Arone
Pinpoint GPS Solutions

Jessica Aytoun
Paul Barker CIT
Automatic Rain

Lynne Barnes
Heartwood Landscapes

Andrew Barz
Meadowbrook Landscape
Contracting

Brian Baun
B.K. Baun Landscape

Bill Beamish
Beamish Landscape Services

Andrew Beattie CIT
Ideal Landscape Services

Sarah Beckon
Allweather Landscape

Ken Bekendam
Cedar Springs Landscape Group

Barry Benjamin
Barry Benjamin and Associates

Sue Blaney
Lechuza Canada

Thomas Blatter CLM
Dreamestate Landscaping

Michael Boffo
Boffo Landscaping

Robert Boffo
Boffo Landscaping

Gerald Boot CLM
Boot's Landscaping
and Maintenance

Dan Booth CLT, CIT
B.P. Landscaping
and Snow Removal

John Bos CLT
Bos Landscaping

Neil Bouma
Picture Perfect
Landscaping Quinte

Gerwin Bouman
Stam Nurseries

John Bouwmeister
Bouwmeister

Adam Braun CLT
Gelderman Landscape Services

Dave Braun
Braun Nursery

Paul Brydges
Brydges Landscape Architecture

Richard Burch CIT, CLM, CIT
Burch Landscape Services

Andrew Burgess
Natural Impressions
Landscaping

Chris Burns CLT
Clintar Landscape Management
- Ottawa

Margot Byers
Ladybird Garden Design

Thomas Carre
Innovative Surface Solutions

Diana Cassidy-Bush CLM
Fresh Landscape
and Garden Solutions

Laura Catalano
Nisco National Leasing

Phil Charal
Allweather Landscape

Don Chase CLD
Seferian Design Group

Terry Childs
Nature's Way Landscaping

Ryan Chuchmach
FlightLine Golf

Chris Church
Outdoor Supplies and Equipment

Chris Clayton
Christopher Clayton
Landscape Architect

Ashley Cochrane
The Cutting Edge Landscaping

Brian Cocks CLT

Douglas Coote
DG Coote Enterprises

Sal Costante
Cedar Springs
Decks and Fences

Tim Cruickshanks
Cruickshanks Property Services

Jim Curran
L'affleur de la Capitale

Gavin Dawson
GreenLawn

Paul DeGroot
Connon Nurseries/NVK Holdings

Lexi Dearborn CLD
Dearborn Designs
and Associates

Harold Deenen
Hank Deenen Landscaping

Bill Degraaf
Permacon

Michael Di Nunzio
Vanden Bussche Irrigation
and Equipment

Frank DiMarco
DiMarco Landscape Lighting

Barry Dickson
B.R. Dickson Equipment

Jason Dietrich
Ace Lawn Care

Paulo Domingues
Aquaman Irrigation

Paul Doornbos
Thornbusch Landscaping
Company

Lindsay Drake Nightingale
Yorkshire Garden Services

Matthew Dressing
Sheridan Nurseries (Whitby)

Scott Duff
Aura Landscaping

Scott Durst
Orchid Gardenscapes

Jon Durzi
Miller Compost -
The Miller Group

Beth Edney
Designs By The Yard

Jeff Eichenberger
Ikes Turf

Janet Ennamorato
Creative Garden Designs

Jeff Fennema
Gelderman Landscape Services

Carmine Filice
Greentario Landscaping (2006)

Mark Fisher
The Escarpment Company

Shawn Foley
The Waterboys Contracting

Mike Fulcher
Permacon Ottawa

Carol Fulford
Gerrits Property Services

John Fulford
Gerrits Property Services

Dan Garlatti
Garlatti Landscaping

Trevor Garner
LP Landscape Plus

Paul Gaspar
Weed Man - Toronto

Jason Gaw
Sycamore Landscape

Derek Geddes
Coldstream Land Escape
Company

Brandon Gelderman
Gelderlands

Hank Gelderman
Gelderman Landscape Services

Harry Gelderman
Gelderman Landscape Services

Jeff Gilberts
Clintar Landscape Management
Head Office

Sabrina Goettler
Oriole Landscaping

Eric Gordon
Gordon Landscape Company

Lee Gould
Smart About Salt Council

Nick Graham
Sifton Properties

Jeff Gregg
V Kraus Nurseries

Perry Grobe
Grobe Nursery
and Garden Centre

Peter Guinane
Oriole Landscaping

David Gunn
Gunn-Duncan Landscaping

Georgie Hamilton
Cut Above Natural Stone

Ed Hansen
Hansen Lawn and Gardens

Rohan Harrison
Premier Turf

Jacki Hart
Water's Edge Landscaping

Matt Hart
MPH Hardscapes

Steve Hary
The Landscape Company

Carl Hastings
Arbordale Landscaping

Cody Haubrich
Vanden Bussche Irrigation -
Milton

Ryan Heath
Kreative Woodworking

Nathan Helder
Gelderman Landscape Services

Steve Hernandez
Turf Care Products Canada

Edward Hewis
Ground Control Contracting

John Hewson
Greenscape Lawn Maintenance

John Higo
Illumicare Group Limited

Barry Hordyk
Shademaster Landscaping

Leon Hordyk
Shademaster Landscaping

Martin Horsman
Gelderman Landscape Services

Eric Horst
Alltask Property Improvement

Mark Humphries
Humphries Landscape Services

Diane Hutchinson
Walter's Greenhouse

Kim Icceton
Somerville Nurseries

Tom Intven
Canadale Nurseries

Ron Iserhot
Vanden Bussche Irrigation -
Milton

Joan Johnston
Peter Knippel Nursery

Kennedy Johnston
Peter Knippel Nursery

Sarah Johnston
Greenlife

Sean Jordan
Nutrite

William Jordan
Urban Meadows

Anthony Kampen
Boot's Landscaping
and Maintenance

Tim Kearney
Garden Creations of Ottawa

Kelly Keates
Ginkgo Design

Hella Keppo
Stems Interior Landscaping

Mark Kimmerly
Allweather Landscape

Ben Kobes
Kobes Nurseries

Ron Koudys
Ron Koudys
Landscape Architects

Tim Kraemer
Future Lawn

Michael LaPorte
Clearview Nursery

John Lamberink
Aquality Irrigation and
Illumination

Marty Lamers
Oaks Concrete Products
by Brampton Brick

Janice Laurin
Connon Nurseries/NVK Holdings

Chris Le Conte
Smart Watering Systems

Serge Leclair
Kam's Growers Supply

Jeffrey Lee
Lee's Landscaping

Jennifer Llewellyn
Ontario Ministry of Agriculture,
Food and Rural Affairs

Brian Lofgren
Horta-Craft

Anthony Lombardi
Dr. Landscape

Jeff Lowartz
CSL Group

Arviis Lukss
Landscapes By Lucin

Glen Lumis
University of Guelph

Mike Lunau
Clintar Landscape Management
- London

Cory MacCallum
Greenscape Watering Systems

Fran MacKenzie
South Oakville Chrysler Fiat

Steve Macartney
Raintree Irrigation
and Outdoor Systems

Chris Mace
Gelderman Landscape Services

Brenda Maitland
Second Nature Gardening

John Mantel
AVK Nursery Holdings

Julien Marit
Garden Wizard

Brian Marsh
Earth Art Landscapes

Kevin Marshall
Turf Pro Landscaping

Ken Martin
Copper Expressions Landscape
Lighting and Design

Michael Martins
Kimmick Landscaping

Teresa Matamoros
Garden Holistics

Pamela McCormick
Simply Landscaping
and Garden Designs

Jim McCracken
Hugh McCracken Limited o/a
McCracken Landscape Design

2015 ANNUAL REPORT

Darby McGrath
Vineland Research
and Innovation Centre

Jeff McMann
Mount Pleasant Group
of Cemeteries

Burke McNeill

Don McQueen
Nutri-Lawn - Burlington

John McIntosh
Enviromasters Lawn Care

Jim Melo
Melo Landscaping

Brian Mettel
B&L Mettel Limited

Norm Mills
The Gardenin' Guy

Mike Miltenburg
Turf Revolution

Jim Monk
Markham Property Services

John Moons
Connon Nurseries/NVK Holdings

Fran Moore
Clearview Nursery

Chaz Morenz
Gardens in the City

Bruce Morton
Greenscape Watering Systems

Janet Mott
Christine's Touch Gardening

Christopher Muller
O.J. Muller Landscape
Contractor

Alphonse Murray
Murray Enterprises

Rob Naraj
Sheridan Nurseries
(Georgetown)

Steve Neumann
Algonquin College

Roy Neves
DJ Rain

Paul Olsen
Brookdale Treeland Nurseries

Mark Ostrowski
Laurel Forest Farms

Nanthakumar Paramanathan

Michael Pascoe
Fanshawe College

Brad Paton
Shades of Summer Landscaping
and Maintenance

Warren Patterson
Barrie Garden Centre

Ken Pavely
Lawn Life Natural Turf Products

John Peets
John Peets Landscaping

Mike Pennington
Lakeridge Contracting

Brian Perras
B.P. Landscaping
and Snow Removal

Jesse Perrin
Green Things Landscaping 2010
(1893872 Ontario Ltd)

Fred Persia
Risk Approved

Frans Peters
Humber Nurseries

Frans JR Peters
Humber Nurseries

Carolyne Planck
Unilock Limited

Fred Post
Garden Grove Landscaping

Fred Prescod
Plan It With Plants

Sian Pritchard
The Cutting Garden

Paul Proulx
Hunter Industries

Bill Putzer
M. Putzer Hornby Nursery

John Putzer
M. Putzer Hornby Nursery

Tyler Rancourt
Tydan Landscape Design

Paul-Britman Rapai
Fox Hollow Farms

Lee Ratcliffe
Dr Green Services

Richard Reed
Lawn Life Natural Turf Products

Jamie Riddell
SiteOne Landscape Supply

Mike Riehm
Envirobond Products

Jay Rivait
Top Grade Landscape
and Garden Solutions

Robert Roszell
Road Equipment Links

Gregg Salivan
Salivan Landscape

Joe Santarosa, Jr
Santerra Stonecraft

April Scarlett
Urban Landscape Solutions

Greg Scarlett
Urban Landscape Solutions

Stephen Schell
The Plant Lady

George Schellingerhoud
Bright Lawn and Gardens

Joel Schraven
Pickering Nurseries

Haig Seferian
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

Arthur Skolnik
Shibui Landscaping

Paul Snyders
PGS Landscape

James Solecki
Integra Bespoke
Lighting Systems

Nick Solty
Solty and Sons

Fred Somerville
Somerville Nurseries

Donna Speranzini
Ontario Ministry of Agriculture,
Food and Rural Affairs

Jonas Spring
Ecoman

Christine Stein
Crop Production Services
(Canada), Evergro Division

Karl Stensson
Sheridan Nurseries
(Georgetown)

Laurie-Ann Stuart
LA Gardens

Ron Swentiski
Trillium Associates

Natnael Taera
Landscape Irrigation Systems

Donald Tellier
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

Mike Thomas
The Investment Guild

Jeff Thompson
Native Plant Source

Kyle Tobin
LawnSavers Plant Health Care

Mike Travis
Garden Wizard

Tim Tripp
Neudorff North America

Rodger Tschanz
University of Guelph

Steve Tschanz
Turf Management Systems/
Truly Nolen

Bob Tubby
Arbordale Landscaping

David Turnbull
David Turnbull and Associates

Chris Urquhart
Green Unlimited

Christopher Utter
Broadleaf Landscaping
and Snow Removal

Phil Van Alstyne

Michael Van Dongen
Van Dongen's Landscaping
and Nurseries

Bill Van Ryn Jr
Bill van Ryan Weed Control

Jay VanGelder
DenBok Landscaping
and Design

Art Vanden Enden
Sheridan Nurseries (Whitby)

Neil Vanderkruk
Connon Nurseries/NVK Holdings

Peter Vanderley
Vanderley Landscaping

Mark Verbinnen
Verbinnen's Nursery

Jason Vettese
Best Way Stone

Don Voorhees
Noldus of Durham

Mike Wardell
Rural Roots Landscaping

Mike Watson
Kelly's Tree Care

Shane Way
Potters Road Nursery

Jeanine West
PhytoServ

Kerry Whale
Allturf

Alan White
Turf Systems

Robert Wilton

Nick Winkelmolten
Winkelmolten Nursery

Dan Winstanley
Marsh Canada

Debbie Wood
Cast-n-Stone

Jarrett Woodard
Grand River Brick and Stone

David Wright
Wright Landscape Services

Andre Ypma
Modern Earthscapes Land
Design

Alex Zalewski
Parklane Nurseries

Fiore Zenone
Tumbleweed Landscape
Contracting

Youbin Zheng
University of Guelph

Harry de Vries

Judy deBoer-Bell
Treefrog Design

Anna van Maris
Parklane Nurseries

Monica van Maris
Van Maris Holdings

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2015

BALANCE SHEET

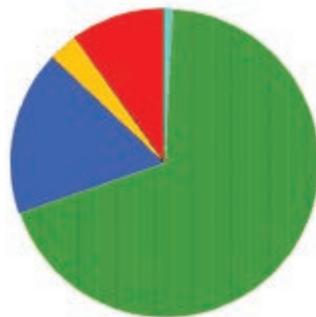
	2014 Audited Statements	2015 Audited Statements
Assets		
Cash	345,973	347,479
Investments	1,380,691	10,439,164
Accrued Interest	40,893	91,606
Accounts Receivable	1,993,657	2,310,036
Prepaid Expenses	770,248	625,198
Capital Assets	22,444	14,962
Land/Building-Vineland	57,645	57,645
Land/Building-Steeles Ave	580,462	0
Land/Building-Head Office	1,243,947	598,194
Total Assets	6,435,959	14,484,285
Liabilities and Surplus		
Accounts Payable	602,191	545,604
Accounts Payable-Sector Groups	113,082	68,560
Accounts Payable-Chapters	414,528	491,120
Accounts Payable-Special Projects	152,549	18,703
Deferred Revenue	2,844,195	3,105,998
Hort. Centre Improvement Fund	656,349	3,557,645
Hort. Industry Development Fund	418,948	1,540,022
Technology Fund	27,259	39,058
Promotion Fund	7,416	11,066
Legacy Fund	0	5,020,232
Surplus-Members Equity	1,046,568	0
Net Income	152,874	86,276
Total Liabilities and Surplus	6,435,959	14,484,285

FUND ALLOCATIONS

	2014 Audited Statements	2015 Audited Statements
Horticultural Industry Development Fund		
Opening Balance	586,025	536,822
Expenditures	(167,077)	(72,748)
Revenues - Funding/Misc	0	29,380
Transfer from (to) other Funds	0	1,046,568
Transfer from Net Income	117,874	66,276
Closing Balance	536,822	1,606,298
Horticultural Centre Improvement Fund		
Opening Balance	730,862	656,349
Expenditures	(74,513)	(43,369)
Revenues - Funding/Misc	0	7,944,664
Transfer from (to) other Funds	0	(5,000,000)
Transfer from Net Income	0	0
Closing Balance	656,349	3,557,645
Technology Fund		
Opening Balance	49,079	47,259
Expenditures	(21,821)	(8,201)
Transfer from Net Income	20,000	0
Closing Balance	47,259	39,058
Promotion Fund		
Opening Balance	24,916	22,416
Expenditures	(17,500)	(11,350)
Transfer from Net Income	15,000	20,000
Closing Balance	22,416	31,066
Legacy Fund		
Opening Balance	0	0
Expenditures	0	0
Revenues - Funding/Misc	0	20,232
Transfer from (to) other Funds	0	5,000,000
Transfer from Net Income	0	0
Closing Balance	0	5,020,232

MEMBERSHIP BREAKDOWN 2015

ACTIVE (1639) - 68.3%
ASSOCIATE (457) - 19.0%
CHAPTER ASSOCIATE (101) - 4.2%
HORTICULTURAL (187) - 7.8%
INTERIM (17) - 0.7%



INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
General	263,024	311,371	252,400	252,400	252,400
Membership	1,098,107	1,153,111	1,100,000	1,182,000	1,182,000
Publications	827,460	893,869	860,000	907,700	907,700
Congress	2,070,843	2,046,835	1,998,040	2,043,600	2,043,600
Expo	401,428	325,948	364,000	184,100	184,100
Education	262,644	253,484	250,000	243,000	243,000
Total Revenue	4,923,507	4,984,617	4,824,440	4,812,800	4,812,800
Expenses					
General	2,399,787	2,437,262	2,363,500	2,458,075	2,458,075
Membership	660,847	728,567	682,646	738,566	738,566
Publications	227,125	233,886	238,250	228,250	228,250
Congress	1,067,314	1,091,790	1,095,345	1,124,900	1,124,900
Expo	249,411	269,226	297,550	121,400	121,400
Education	166,148	137,610	142,000	136,000	136,000
Total Expenses	4,770,632	4,898,341	4,819,291	4,807,191	4,807,191
Net Income (Loss)	152,874	86,276	5,149	5,609	5,609

2015 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2015

INCOME STATEMENT, GENERAL

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Rent	118,860	115,801	117,000	108,000	108,000
Administration Fees	74,631	74,745	75,000	74,000	74,000
Earned Interest	38,478	47,544	50,000	60,000	60,000
Gains/Losses-Investments	22,655	64,038	1,000	1,000	1,000
Information Technology/Web Fees	8,400	8,400	8,400	8,400	8,400
Miscellaneous	0	843	1,000	1,000	1,000
Total Revenue	263,024	311,371	252,400	252,400	252,400
Administrative Expenses					
Property Taxes	70,736	84,876	77,500	77,000	77,000
Telephone	20,668	20,231	20,000	21,000	21,000
Hydro	38,928	47,224	38,000	44,000	44,000
Heat	16,549	18,497	19,000	20,000	20,000
Maintenance - Yard	39,213	38,523	40,000	40,000	40,000
Maintenance - Building	74,071	83,143	60,000	65,000	65,000
Office Supplies	20,663	21,479	18,000	21,000	21,000
Office Equipment	9,503	6,746	8,000	10,000	10,000
Computer Equip/Software	4,557	8,913	5,000	6,000	6,000
Information Technology/Web Exps	22,308	22,001	22,000	22,000	22,000
Postage	10,362	10,196	8,000	10,000	10,000
Courier	1,337	1,129	3,000	1,500	1,500
Audit	19,250	19,500	18,000	20,000	20,000
Legal Fees	1,556	2,326	2,000	2,500	2,500
Advertising	653	1,808	500	500	500
Insurance Expenses	21,682	19,443	22,000	22,000	22,000
Meeting Expenses	11,847	16,503	12,000	16,000	16,000
Travel	55,205	58,013	58,000	60,000	60,000
Dues and Subscriptions	6,711	8,493	7,000	8,000	8,000
Donations	1,940	705	1,000	1,000	1,000
Training (Staff)	9,795	1,878	4,000	4,000	4,000
Miscellaneous Expenses	12,914	13,020	8,000	10,000	10,000
Bank Charges and Interest	73,653	72,002	72,000	75,000	75,000
(Gain) Loss on Foreign Exchange	(3,037)	(26,382)	2,500	(5,000)	(5,000)
Total Expenses	541,064	550,265	525,500	551,500	551,500
Compensation					
Wages	1,637,982	1,662,664	1,614,000	1,687,575	1,687,575
Benefits	124,404	122,905	128,000	121,000	121,000
Source Deductions	96,337	101,427	96,000	98,000	98,000
Total	1,858,723	1,886,997	1,838,000	1,906,575	1,906,575
Total Expenses	2,399,787	2,437,262	2,363,500	2,458,075	2,458,075
Net Income (Loss)	(2,136,763)	(2,125,891)	(2,111,100)	(2,205,675)	(2,205,675)
Wage Allocations	1,396,876	1,452,037			
Overhead Allocations	609,444	619,678			
Net Income (Loss) Net of Allocations	(130,443)	(54,176)			

INCOME STATEMENT, EDUCATION

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Special Projects	25,172	21,000	18,000	15,000	15,000
Trade Courses	207,217	222,689	205,000	218,000	218,000
Certification	30,255	9,795	27,000	10,000	10,000
Total Revenue	262,644	253,484	250,000	243,000	243,000
Expenses					
Special Projects	17,330	1,111	5,000	5,000	5,000
Trade Courses	106,408	101,380	100,000	104,000	104,000
Certification	25,261	17,802	20,000	10,000	10,000
Promotion	5,149	5,318	5,000	5,000	5,000
Foundation Scholarships Funding	12,000	12,000	12,000	12,000	12,000
Total Expenses	166,148	137,610	142,000	136,000	136,000
Net Income (Loss)	96,496	115,874	108,000	107,000	107,000
Wage Allocations	(129,959)	(153,433)			
Overhead Allocations	(76,181)	(77,460)			
Net Income (Loss) Net of Allocations	(109,643)	(115,019)			

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2015

INCOME STATEMENT, PUBLISHING: *LANDSCAPE TRADES* MAGAZINE

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Advertising	582,972	592,777	600,000	610,000	610,000
Web Display Ads	4,020	1,350	5,000	3,000	3,000
Polybag	38,908	40,983	40,000	35,000	35,000
Classified Ads	4,198	2,095	4,000	3,000	3,000
Subscriptions	1,916	1,349	2,000	2,000	2,000
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	676,014	682,553	695,000	697,000	697,000
Discounts					
Member Discounts	77,218	80,799	70,000	70,000	70,000
Agency Discounts	12,098	10,401	15,000	15,000	15,000
Total Discounts	89,316	91,199	85,000	85,000	85,000
Gross Revenue	586,698	591,354	610,000	612,000	612,000
Expenses					
Printing	59,730	53,211	52,000	47,000	47,000
Freelance Editorial	8,363	12,456	12,000	12,000	12,000
Editorial Travel	1,354	987	3,000	2,000	2,000
Sales Travel	8,361	12,006	14,000	12,000	12,000
Mail Preparation	6,127	2,280	9,000	7,500	7,500
Poly Bag Costs	9,776	11,039	9,000	10,000	10,000
Postage (2nd Class)	57,570	58,113	55,000	59,000	59,000
Postage (Foreign)	1,498	2,999	1,500	1,500	1,500
Courier Charges	1,802	3,021	1,000	2,500	2,500
Subscription Campaign	0	1,258	1,000	0	0
Promotion/Media Kits	2,594	3,069	2,000	1,000	1,000
Ccub Circulation Audit	4,851	8,256	5,000	5,000	5,000
Miscellaneous	308	103	500	500	500
Bad Debts	0	0	2,000	1,000	1,000
Total Expenses	162,334	168,799	167,000	161,000	161,000
Net Income (Loss)	424,364	422,555	443,000	451,000	451,000

INCOME STATEMENT, PUBLISHING: *LANDSCAPE ONTARIO* MAGAZINE

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Advertising	144,915	191,683	152,000	190,000	190,000
Polybag	7,854	15,621	8,500	10,000	10,000
Classified Ads	5,721	3,549	5,000	4,500	4,500
Web Classified Ads	18,608	20,500	15,000	17,000	17,000
Enews Ads	1,750	15,200	6,000	11,000	11,000
Subscriptions	77	39	0	0	0
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	222,925	290,591	230,500	276,500	276,500
Discounts					
Member Discounts	25,478	31,316	25,000	26,000	26,000
Agency Discounts	585	1,618	500	800	800
Total Discounts	26,063	32,934	25,500	26,800	26,800
Gross Revenue	196,862	257,657	205,000	249,700	249,700
Expenses					
Printing	21,463	22,334	25,000	24,000	24,000
Editorial Travel	1,369	2,086	1,000	1,000	1,000
Mail Preparations	5,402	3,025	7,000	4,000	4,000
Polybag Costs	2,400	4,556	3,500	3,500	3,500
Postage	17,647	17,181	18,000	18,000	18,000
Miscellaneous	590	100	250	250	250
Bad Debts	0	0	500	500	500
Total Expenses	48,870	49,282	55,250	51,250	51,250
Net Income (Loss)	147,992	208,375	149,750	198,450	198,450

2015 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2015

PUBLISHING, SPECIAL PROJECTS

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue	43,900	44,859	45,000	46,000	46,000
Expenses	15,920	15,806	16,000	16,000	16,000
Net Income (Loss)	27,980	29,053	29,000	30,000	30,000

PUBLISHING, SUMMARY

	2014 Audited Statements	2015 Audited Statements
Net Income (Loss) - Publishing Department	600,335	659,983
Wage Allocations	(494,674)	(504,399)
Overhead Allocations	(114,271)	(116,190)
Net Income (Loss) Net of Allocations	(8,610)	39,394

INCOME STATEMENT, MEMBERSHIP SERVICES

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Membership Dues	1,004,483	1,063,993	1,010,000	1,090,000	1,090,000
Awards of Excellence	66,545	62,102	65,000	62,000	62,000
Merchandise	5,408	3,730	5,000	5,000	5,000
Referral Fees	21,671	23,285	20,000	25,000	25,000
Total Revenue	1,098,107	1,153,111	1,100,000	1,182,000	1,182,000
Expenses					
General					
CNLA Membership Dues	294,544	308,559	295,000	320,000	320,000
Member Subscriptions	88,000	88,000	88,000	88,000	88,000
Awards of Excellence	97,686	104,797	95,000	99,850	99,850
Membership Plaques	6,994	6,608	7,000	8,000	8,000
Annual Report	1,894	2,208	2,000	2,500	2,500
Merchandise	0	3,800	2,000	3,000	3,000
Membership Campaign	0	0	5,000	0	0
Membership Booth	9,312	15,449	12,000	16,000	16,000
Promotion - Members	11,136	28,497	15,000	25,000	25,000
Promotion - Canada Blooms	49,263	76,249	45,000	45,000	45,000
Promotion - Gfi/Branding	11,750	9,750	11,500	25,000	25,000
Total Expenses	570,579	643,917	577,500	632,350	632,350
Chapters and Sector Groups					
Windsor	4,640	4,760	4,760	5,000	5,000
London	8,728	8,536	8,536	8,368	8,368
Golden Horseshoe	9,666	9,686	9,686	9,706	9,706
Waterloo	9,438	9,434	9,434	9,442	9,442
Ottawa	9,136	9,016	9,016	9,184	9,184
Toronto	10,864	10,802	10,802	10,914	10,914
Georgian Lakelands	8,536	9,232	9,232	9,434	9,434
Durham	8,776	8,800	8,800	9,088	9,088
Upper Canada	5,040	4,880	4,880	5,080	5,080
Growers	2,774	2,855	3,000	3,000	3,000
Lawn Care	5,753	719	3,000	3,000	3,000
Garden Centre	235	85	3,000	3,000	3,000
Landscape Contractors	1,055	1,431	3,000	3,000	3,000
Grounds Maintenance	2,138	183	3,000	3,000	3,000
Designers	1,392	1,576	3,000	3,000	3,000
Irrigation	(1,242)	(904)	3,000	3,000	3,000
Interiorscape	1,548	2,633	3,000	3,000	3,000
Snow and Ice	538	562	3,000	3,000	3,000
Landscape Lighting	1,253	364	3,000	3,000	3,000
Total Chapter and Sector Groups	90,268	84,650	105,146	106,216	106,216
Total Expenses	660,847	728,567	682,646	738,566	738,566
Net Income (Loss)	437,260	424,544	417,354	443,434	443,434
Wage Allocations	(436,610)	(409,410)			
Overhead Allocations	(152,361)	(154,920)			
Net Income (Loss) Net of Allocations	(151,712)	(139,785)			

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2015

INCOME STATEMENT, CONGRESS

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Exhibit Space	2,040,477	2,021,659	1,994,000	2,016,000	2,016,000
Exhibit Space - Partners	79,625	72,863	60,940	68,500	68,500
Registration	122,669	124,225	125,000	125,000	125,000
Sponsorship	27,824	37,375	30,000	45,000	45,000
Miscellaneous	4,658	3,505	2,000	3,000	3,000
Total Revenue	2,275,253	2,259,626	2,211,940	2,257,500	2,257,500
Discounts					
Member Discounts	197,710	206,791	205,000	207,000	207,000
Member Discounts - Partners	6,700	6,000	8,900	6,900	6,900
Total Discounts	204,410	212,791	213,900	213,900	213,900
Gross Revenue	2,070,843	2,046,835	1,998,040	2,043,600	2,043,600
Expenses					
Exhibit Hall	394,966	417,927	409,545	429,500	429,500
Security	25,947	27,141	28,000	28,000	28,000
Show Services	106,180	112,746	113,300	115,300	115,300
Feature Area	3,500	3,500	3,500	3,500	3,500
Garden Subsidy	14,875	14,500	14,000	14,000	14,000
Speakers	27,943	33,722	35,000	35,000	35,000
Conferences - F&B	23,110	27,713	29,000	29,000	29,000
Registration Services	34,684	38,683	36,500	40,000	40,000
Audio Visual Equipment	18,393	17,694	22,000	22,000	22,000
Receptions	47,166	46,849	33,000	39,500	39,500
Printing	23,328	20,451	30,000	26,300	26,300
Promotion	5,642	5,990	8,000	8,000	8,000
Public Relations Services	9,120	0	0	0	0
Advertising	42,728	31,618	32,000	32,000	32,000
Photography	1,800	1,950	3,500	3,500	3,500
Flowers	1,334	1,009	1,000	1,000	1,000
Insurance	5,881	5,881	6,000	6,000	6,000
Move In/Move Out	109,218	108,864	114,000	117,000	117,000
Snow Removal	0	0	10,000	0	0
Travel	43,594	52,936	40,000	44,000	44,000
Parking	12,900	13,545	13,700	13,800	13,800
Police	1,785	2,121	2,000	2,200	2,200
Postage	24,540	19,621	25,900	22,700	22,700
Janitorial	53,255	55,900	51,500	57,500	57,500
Software	8,568	9,378	8,600	9,500	9,500
Labour	2,836	1,840	5,000	5,000	5,000
Commissions-Partners	16,660	15,008	14,300	14,600	14,600
Miscellaneous	7,361	5,207	6,000	6,000	6,000
Total Expenses	1,067,314	1,091,790	1,095,345	1,124,900	1,124,900
Net Income (Loss)	1,003,529	955,044	902,695	918,700	918,700

INVESTMENTS

	Maturity Date	Rate of Return	Opening Value At Cost Sept. 1/14	Purchases At Cost	Disposals/ Maturities	Gain/Loss Disposals	Realized Interest On Disposals	Accrued Interest Aug. 31/15	Closing Value At Cost Aug. 31/15	Market Value Aug. 31/15
Res H&R Real Estate Coupon	Mar 2, 2020	3.64%	131,798	0	131,798	6,956				
Res BC Telephone	Jun 19, 2021	3.94 %	449,999		449,999	37,450				
Res Fairfax Financial	Aug 19, 2019	4.18 %	300,009		300,009	19,631				
Res Transalta Utilities	Nov 18, 2019	4.03 %	478,883					27,990	478,883	497,083
Res Fairfax Financial	Oct 14, 2022	4.26 %		450,000				16,491	450,000	458,854
Res Transalta Utilities	Nov 25, 2020	3.76 %		503,241				9,020	503,241	464,641
Res Transalta Utilities	Nov 25, 2020	3.62 %		146,058				2,390	146,058	131,053
Bank of Nova Scotia GIC	Jun 8, 2017	1.70 %		2,000,000				7,825	2,000,000	2,007,824
Bank of Nova Scotia GIC	Jun 8, 2018	1.80 %		2,000,000				8,285	2,000,000	2,008,284
Bank of Nova Scotia GIC	Jun 8, 2019	2.05 %		1,650,000				7,784	1,650,000	1,657,785
Bank of Nova Scotia GIC	Jun 8, 2020	2.27 %		1,650,000				8,620	1,650,000	1,658,620
Halton Ont. Reg. Mun.	Apr 6, 2019	1.51 %		525,982				1,763	525,982	525,926
Ontario Savings Bond (.75% .9% .1.05% .1.2% .1.35% int rate/yr)	Jun 21, 2020	.75 %		1,000,000				1,438	1,000,000	1,001,459
Royal Bank GIC	Nov 17, 2014	1.30 %	20,000		20,000		261			0
Royal Bank GIC	Nov 17, 2015	1.30 %		35,000				0	35,000	35,000
Cash Position			2		2				0	0
Totals			1,380,691	9,960,280	901,807	64,038	261	91,606	10,439,164	10,446,529

2015 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2015

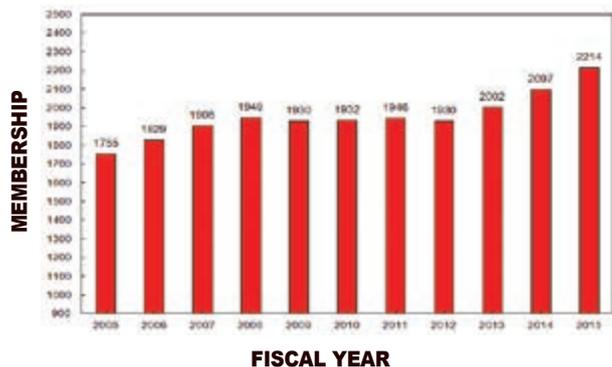
INCOME STATEMENT, EXPO

	2014 Audited Statements	2015 Audited Statements	2015 Revised Budgets	2016 Revised Budgets	2017 Proposed Budgets
Revenue					
Exhibit Space	409,567	334,452	375,000	190,000	190,000
Registration	6,087	5,650	4,000	2,000	2,000
Sponsorship	4,500	2,928	5,000	15,000	15,000
Miscellaneous	150	173	0	100	100
Total Revenue	420,303	343,203	384,000	207,100	207,100
Discounts					
Member Discounts	18,875	17,255	20,000	23,000	23,000
Total Discounts	18,875	17,255	20,000	23,000	23,000
Gross Revenue	401,428	325,948	364,000	184,100	184,100
Expenses					
Exhibit Hall	75,783	109,058	107,000	26,000	26,000
Security	11,308	11,536	12,200	3,700	3,700
Show Services	46,635	47,178	50,000	9,500	9,500
Registration Services	9,653	9,854	12,200	5,000	5,000
Printing	5,159	6,951	8,400	5,700	5,700
Promotion	9,656	1,097	10,000	3,000	3,000
Public Relations Services	6,750	6,750	0	0	0
Advertising	17,388	18,496	20,000	14,000	14,000
Photography	800	0	1,000	1,000	1,000
Move In/Move Out	20,506	18,012	25,000	7,500	7,500
Travel	12,577	7,375	13,750	7,000	7,000
Parking	5,950	6,250	6,000	2,000	2,000
Receptions	3,898	4,656	6,000	30,000	30,000
Postage	5,211	2,927	6,800	3,000	3,000
Janitorial	10,000	10,500	10,200	2,500	2,500
Software	6,859	7,303	7,000	0	0
Miscellaneous	1,277	1,283	2,000	1,500	1,500
Total Expenses	249,411	269,226	297,550	121,400	121,400
Net Income (Loss)	152,018	56,722	66,450	62,700	62,700

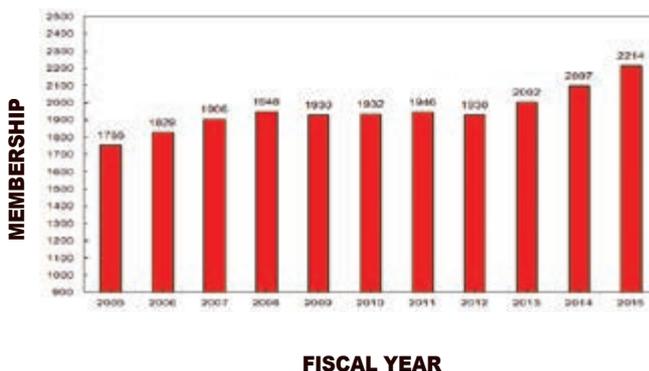
TRADESHOWS, SUMMARY

	2014 Audited Statements	2015 Audited Statements
Net Income (Loss) - Tradeshow Department	1,155,547	1,011,766
Wage Allocations	(335,632)	(384,795)
Overhead Allocations	(266,632)	(271,109)
Net Income (Loss) Net of Allocations	553,283	355,862

MEMBERSHIP COUNT 2005-2015, ALL MEMBERS



MEMBERSHIP COUNT 2005-2015 EXCLUDING HORT MEMBERS



Ontario Horticultural Trades Foundation

2015

Annual Report



MANDATE

*“To ensure a healthy future
for the horticultural industry”*

2015 ANNUAL REPORT

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

Officers and Directors

John Wright
Monica van Maris
Brian Cocks
Hank Gelderman
Bob Allen
Tony DiGiovanni
Ben Kobes
Mark Ostrowski
John Peets
Mike Thomas
David Turnbull
Neil Vanderkruk
Robert Wilton

President
Vice President
Secretary
Treasurer
Director
Director
Director
Director
Director
Director
Director
Director

Supporting the Foundation

The Foundation would like to thank donors. A donation is an easy and effective way to benefit Ontario's horticultural community and is tax-deductible.

How to support the Foundation

The Foundation developed a new information brochure *Support the Ontario Horticultural Trades Foundation*. With a donation to the Foundation, you have the satisfaction of knowing that you are “**making a difference and leaving a legacy**” for the industry that you love.

You can support the foundation by:

Sponsorship: Join the Foundation by making a pledge — an annual donation or a one-time gift.

Memorial Gift: This is a meaningful way to honour a friend, loved one or professional contact and help support the industry.

Legacy Gift: Earmark funds through your estate to sustain the horticulture industry. Contact your estate planner or lawyer to include this legacy provision in your will.

Stewardship Program: Many Foundation sponsors share their expertise by speaking to groups and direct their honorariums to the Foundation.

Legacy Room

At Congress 2015, the Foundation hosted The Legacy Lounge for the pioneers of the industry and the LO members. Approximately 25 pioneers visited the lounge to talk about old times, what is happening now in the industry and what they hope will happen in the future. The industry thanks the pioneers for their continued support and contribution.

This year, the Foundation invited the Chapter boards and industry sector groups — approximately 65 members visited the lounge. The lounge was a friendly spot to sit, relax, talk with others and enjoy refreshments.

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



Scholarship Program

Providing scholarships is particularly close to the hearts of Foundation supporters, who point with pride to the many recipients who are now successful industry members. A list of the scholarships can be found on the website ohhf.ca. A new *Horticultural Scholarship Opportunities brochure* was developed this year listing all the available scholarships. This brochure was distributed to all post-secondary and secondary schools.

The scholarship program has grown with new individual scholarships available:

Bob and Ruby Allen Scholarship Fund
Russel and Karen Loney Fund
Peter Olsen Memorial Fund
O.J. Muller Memorial Fund
Unilock/Landscape Designers Fund
Crystal Lawn Care Scholarship Fund

One major scholarship program is the new Cul-len Family Scholarship with a distribution of approximately \$30,000 per year. This scholarship program was designed to encourage and inspire leadership qualities in students who have a passion and enthusiasm for the

landscape horticulture industry. Candidates are selected by their peers and teachers. Individual amounts were assigned to each school offering horticultural programs.

This year, we distributed \$73,500 in scholarships to students enrolled in horticultural programs across the province.

Congratulations to this year's recipients

Casey van Maris Memorial Scholarship (\$1,000)

Laura Mclean Ridgetown College

Russell and Karen Loney Scholarship (\$500)

Sai Sai Kong Humber College

Unilock Collaborative Communications Scholarship (\$1,000)

Brianna Collis University of Guelph

Horst Dickert Memorial Scholarship (\$1,000)

Corina Ottnad Humber College

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

Dylan Harding University of Guelph

Graduate Research Assistant Program (\$6,000)

Tyson Jennett University of Guelph

Tony DiGiovanni Scholarship (\$1,000)

Kira Burger Kemptville College/
University of Guelph

High School Program Scholarship (\$1,000)

Macormick Foulds Niagara College
Mark Lappan Humber College
Brittany Musseau-Drover Durham College
Cole Rix-Littley Fanshawe College
Samantha Robertson Niagara College

Post Graduate Scholarship (\$1,000)

Amy Purvis University of Guelph
Ben Stormes Cornell University

Horticulturist Scholarship (\$500)

Wayne Lewington Mohawk College
Elena Dunham Fanshawe College
Joseph Greenspon Algonquin College
Jasdeep Heer Humber College
Christine Keller Humber College
Rana Azizi Soldouz Seneca College

Post-Secondary Scholarship (\$1,000)

Nicholas Albanese Humber College
Melissa Alexander Seneca College
Heather Bailey Fanshawe College
Joanne Bowers Seneca College
Zhenwei De Seneca College
Seth Duncan Humber College
Ioannis Eliopoulos Humber College
Jessica Goncalo Humber College
Denise Hostrawser Niagara College
Yu Yeun, Jung Seneca College
Hye-Ran Kim Seneca College
Mei Jin Lin Seneca College
Thomas Lombardi Humber College
Joshua Medeiros Fanshawe College
Nicole Moon Niagara College
Althea Reid Fanshawe College
Kathleen Stevens Fanshawe College
Wei Wang Niagara College
Emily Weber Fanshawe College
Shane Williams Seneca College
Miriam Elsworthy Niagara Parks
Brad Taub Humber College

Cullen Family Scholarship Program (\$2,000)

Scott Cafarella University of Guelph
(Landscape Architect degree)
Taylor Parks Niagara Parks
(Horticultural diploma)
Yujing Ma Fanshawe College
(Horticultural Technician Diploma)
Kevin Kosempel St. Clair College
(Horticultural Technician Diploma)
Kevin Gascoigne Algonquin College
(Horticultural Industries Diploma)
Heather Mackay Humber College
(Landscape Technician Diploma)
Erik Murray Seneca College
(Environmental Landscape Diploma)
Anna Hynd Niagara College
(Horticultural Technician Diploma)
Sarah Cudmore Ridgetown College
(Associate Diploma in Horticulture)
August Bergemann Mohawk College
(Apprenticeship – Hort Technician)
Joshua Salverda Mohawk College
(Apprenticeship – Hort Technician)
Jordan Morgan Niagara Parks

2015 ANNUAL REPORT

Research Programs

The Foundation has also contributed to numerous research programs. In 2014 – 2015 fiscal year, Ontario Horticultural Trades Foundation contributed to the following projects:

- OTRF (\$5,000) — Integration of tools and turf species to promote sustainability in residential lawns.
- University of Laval (\$5,000) Impact of turfgrass fertilization on nutrient losses through runoff and leaching

Other Programs Receiving Foundation Funds

- Vineland Research — Funding of new research chair position to assist industry.
- Skills Canada — Ontario Skills Canada competition awards for horticultural sector.
- Trees for Life (TFL) — New fund started to achieve goal of TFL to achieve 40 per cent urban tree cover. Part of the TFL program is the Highway for Heroes — planting of trees for veterans from Trenton to Toronto on the 401.
- 10,000 Trees for Rouge Fund.
- JT Somerville Fund — Christmas tree industry

OHTF FINANCIAL STATEMENTS

FUND BALANCES

	Year End Aug. 31, 2015	Year End Aug. 31, 2014
2014		
General Fund	\$5,854	\$5,353
Dunington-Grubb/Sheridan Nurseries Research Fund	\$251,205	\$255,693
Growers' Group Research Fund	\$383,642	\$376,716
Ottawa Chapter Val Kirshner Scholarship Fund	\$64,644	\$62,488
Scholarship Fund	\$80,136	\$82,355
Casey van Maris Scholarship Fund	\$33,235	\$31,148
IPM Symposium Research Fund	\$202,525	\$202,619
Turf Research Fund	\$6,688	\$16,250
Tony DiGiovanni Scholarship Fund	\$99,793	\$96,954
John/Ruth Wright Scholarship Fund	\$36,184	\$37,556
Horst Dickert Scholarship Fund	\$3,685	\$4,541
J T Somerville Fund	\$12,748	\$10,507
Trees For Life Fund	\$20,916	\$32,250
Unilock/Designers Grp Fund	\$10,123	\$0
10K Trees for the Rouge Fund	\$33,044	\$0
Russel/Karen Loney Fund	\$9,616	\$0
Cullen Family Fund	\$6,074	\$0
Robert/Ruby Allen Fund	\$20,580	\$10,109
Crystal Lawn Care Fund	\$2,025	\$0
Peter Olsen Fund	\$25,300	\$0
OJ Muller Fund	\$8,584	\$0
Waterloo Chapter Scholarship Fund	\$68,204	\$62,993
Totals	\$1,384,804	\$1,287,530

STATEMENT OF FINANCIAL POSITION

	Year End Aug. 31, 2015	Year End Aug. 31, 2014
ASSETS		
Current		
Bank	\$113,954	\$116,794
Accounts Receivable	\$17,225	\$0
	\$131,179	\$116,794
Long Term		
Investments	\$1,145,415	\$1,097,016
Investment-Vineland Consortium	\$57,711	\$57,711
Investment-Steeles Ave Property	\$0	\$581
Accrued Interest Receivable	\$53,776	\$43,366
	\$1,256,902	\$1,198,674
Total Assets	\$1,388,081	\$1,315,468
LIABILITIES		
Current		
Accounts Payable and Accrued Charges	\$3,277	\$27,937
Accumulated Fund Balances		
Fund Balances	\$1,384,804	\$1,287,530
Total Liabilities/Funds	\$1,388,081	\$1,315,468

STATEMENT OF OPERATIONS & FUND BALANCES

	Year End August 31, 2015	Year End August 31, 2014
REVENUES		
Interest/Gains (Losses)	\$58,810	\$51,752
Miscellaneous	\$395	\$980
Research Grants	\$1,420	\$93,780
Donations	\$382,091	\$261,616
Total Revenue	\$442,716	\$408,128
EXPENSES		
Administration Fees/Exps	\$94,623	\$30,213
Disbursed as Research Grants	\$30,000	\$83,000
Event/Sponsorship Exps	\$147,319	\$156,507
Disbursed as Scholarships	\$73,500	\$23,000
Total Expenses	\$345,443	\$292,720
Excess of Revenue Over Expenses	\$97,273	\$115,408
Fund Balances, Beginning of Year	\$1,287,530	\$1,172,122
Fund Balances, Year End	\$1,384,804	\$1,287,530