



Volume 29, Issue 2
February 2019

Board Meetings

Chapter Board Meetings are typically held on the third Wednesday of the month.

Upcoming meetings:

- **March 27**
Happy Hour at Dunbar Brewing, Santa Margarita. 5-7 p.m.

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- President's Message
- Updates To Landscape Industry Certified Program
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- Making Unlicensed Operators Disappear

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San Luis Obispo Chapter
California Landscape Contractors Association
Representing the Landscaping & Irrigation Industry

March 27: SLO Chapter Happy Hour Event

Join members of the CLCA SLO Chapter and non-member contractors for our spring Happy Hour on March 27 at Dunbar Brewing, 2200 El Camino Real in Santa Margarita. Sponsored by Zurn Industries, this is an informal event open to all CLCA members and non-members.

Come join us for this great networking event. Learn about the benefits of CLCA membership and pick up some tips and tricks from your peers while enjoying the offerings of Dunbar Brewing.

The event runs from 5-7PM on March 27th. Stop by at your leisure and hang out for a bit.

Showcase Your Work by entering the SLO Chapter Awards

What better way to show your company provides top of the line, professional service than having "award winning landscape contractor" on your marketing materials. It could happen if you enter your best projects in the 2019 San Luis Obispo Chapter Beautification Awards! Your work is important and deserves to be recognized!

Promote yourself as a CLCA award-winning company to current and prospective clients, on your website and in other promotional materials.

Entering the awards also shows your clients that you are confident of your work and provide a quality product. Share with your clients that you will be entering their project. This may motivate them to embrace enhancements to improve the appearance of the project.

The awards are great for employee morale and provide an incentive for your employees to do their best.

Join us at the Awards Banquet on June 20 at Flying Caballos Ranch in San Luis Obispo. Entries will be due May with judging to take place at the end of May.



Above: Morro Del Mar HOA by KD Janni Landscaping, winner of the Small Commercial Maintenance Award in 2016.

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SLO CLCA Past Presidents

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2012-13 David Brown Mari Landscaping 2011	2007-08 Jim Trask California Water Shapes	2004 John Doyle J Doyle Landscaping	1996-98 Lloyd Gracey Pacific Coast Landscapes	1993 John Ruggiero Arcadian Gardens
2011 Aaron Huxley Hunter Industries		2002-03 Pat Connelly St. Francis Landscape	1995 Danté D'Alfonso D'Alfonso's Landscape	1991-92 Bruce Courter Day Star Enterprises

Water Management Certification

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For more information visit clca.org/water-pro//index.php



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president's message



Evan Moffitt, CLCA-SLO President
Site One Landscape Supply

Winter is ending and soon it will be "rain, rain go away come back another day." We all know we can use all the rain we can get, but it does slow down work in our industry. It looks like it is going to continue to be a very wet spring so we need to make the best of it. Work the days we don't have rain. Even if that means Saturdays, Sundays, or 10 hour days. There is tons of work right now and we should take advantage of all of it. Who knows how long it will last.

Be safe out there, as well. No one wants

a work comp claim just because they decided to work in unsafe conditions. Be smart, work hard, and take your opportunities when you can.

We just wrapped up one of our most successful events ever, the annual Kick Off Dinner. It was extremely well attended. Thank you to our sponsors for the evening: Zurn Industries, Hunter/Fx, Bayer Turf and Ornamental, Central Coast Landscape Products, SiteOne Supply, Rainbird, CLCA Insurance Solutions, and Air Vol Block. Hopefully everyone got to learn a little about what is new with all of these companies. We also had the Cal Poly NCLC Team in attendance. We wish them the best with their competition this year in Fort Collins, CO. They will be competing in a variety of landscape categories from Estimating to Skidsteer operation.

In other news, 2019 was the last year for the CLCA Landscape Industry Show in Ontario. This was the first year since 1999 that I was not able to attend. It's a little nostalgic for me from my days attending as a student. The CLCA is reworking the Landscape Industry Show into a different event for the future. If you have any recommendations on how the CLCA can restructure this event to make it more

meaningful and relevant to our industry, please email me (emoffitt@siteone.com) your suggestions and I will bring them to the state committee. I have joined the restructuring committee and hope to bring new ideas and new life to the event.

Coming up in March we have our first CLCA Happy Hour at Dunbar Brewing in Santa Margarita. This event is sponsored by Zurn Industries. This is an informal event where we open it up to all members and non-members. Come join us in a great networking event. Learn more from your peers and learn more about CLCA. We will be there from 5-7PM on March 27th. Stop by at your leisure and hang out for a bit. I hope to see a lot of you there!

It's not too early to start thinking about which of your stunning projects you would like to enter in the chapter Beautification Awards. Watch for entry forms coming soon and enter your best projects. The awards are a great way to promote your business, raise employee morale, and perhaps upsell a few features on projects you plan to enter. Watch for more information on the awards banquet, which will be June 20 at Flying Caballos Ranch, San Luis Obispo, CA..



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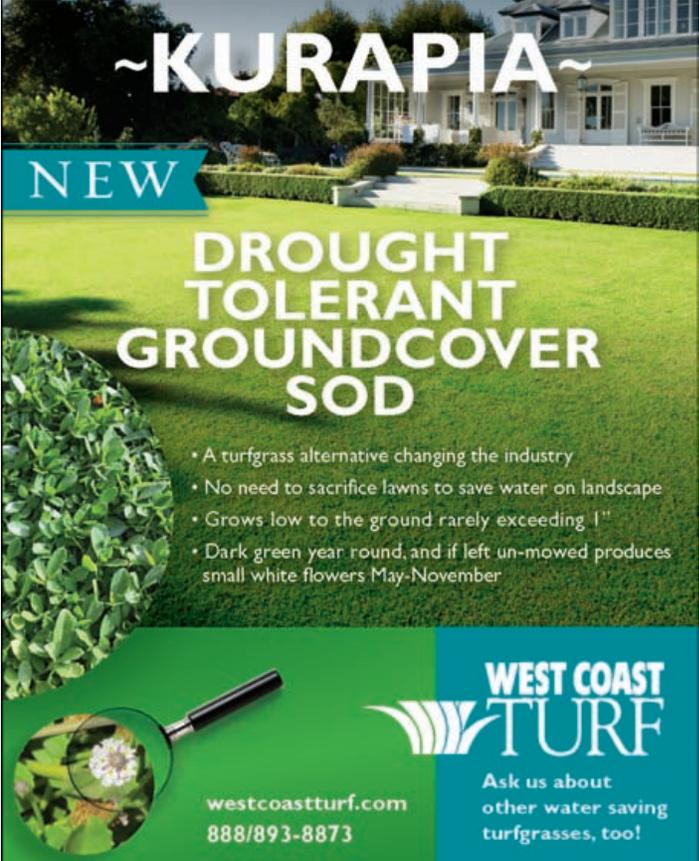
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Updates to the Landscape Industry Certification Program

The National Association of Landscape Professionals (NALP) announced changes to the Landscape Industry Certified Technician test. On December 31, 2019 the current test will be eliminated. A new test will be created and administered completely online and through remote proctoring. After the transition to the online test, everyone will be required to take the new test in its entirety.

CLCA will be hosting the traditional written and hands-on test in April at Cuyamaca College in San Diego.

Written Test Date: Friday, April 5

Cuyamaca College, San Diego

Hands-On Test Date: Saturday, April 6

Cuyamaca College, San Diego

This will be the last hands-on test given in California.

Candidates are required to pass all written and hands-on problems within any of the five modules: Softscape Installation, Hardscape Installation, Irrigation, Turf Maintenance, Ornamental Maintenance.

Confirmation letters with location ad-

dress and test start time will be sent after test registration has closed. Packet will also include a "test book" that outlines test problems.

Dates and locations are subject to change. Please be sure to submit applications early, as testing space is limited.

For More Information

Allison LoDolce, Certified Technician
Program Coordinator

(916) 830-2780 x10

certification@clca.org



CLCA Member Benefits

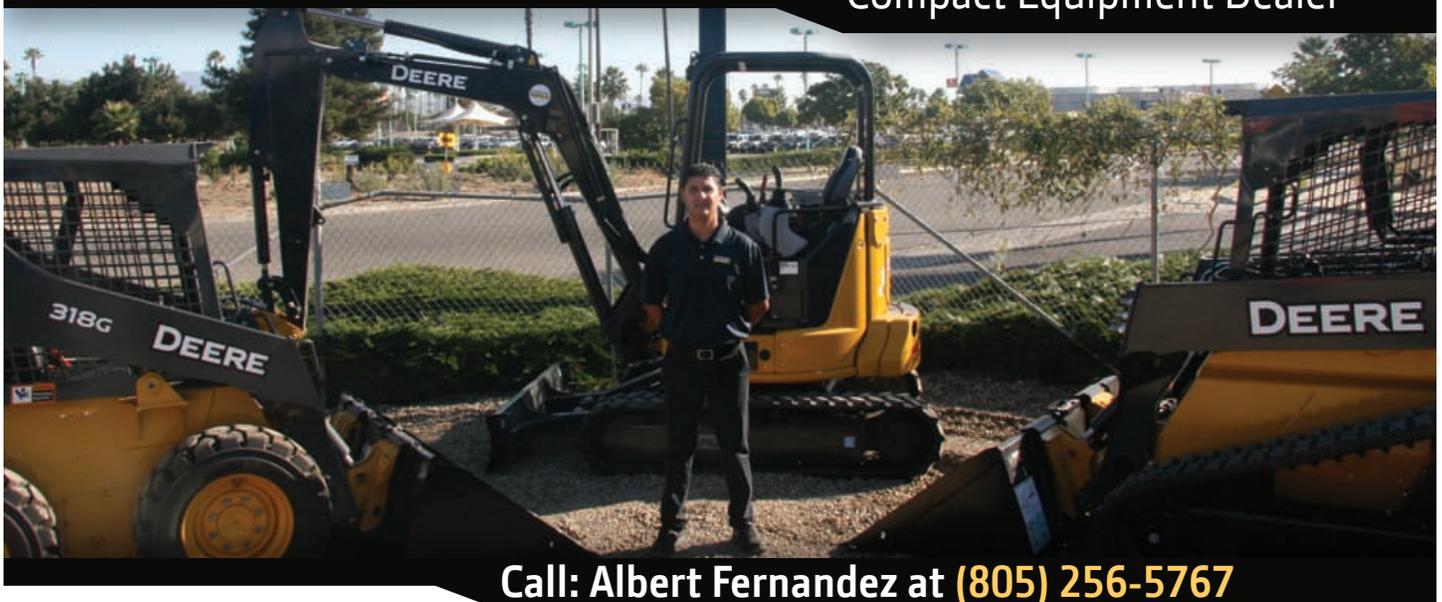
Did you know that your CLCA membership entitles you to a plethora of invaluable benefits? Check out this short list than visit www.clca.org >>Member Resources>> Member Benefits for the complete list and take advantage of your membership.

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Chapter Sponsor Spotlight



Air Vol Block Inc.

Air Vol Block Inc. of San Luis Obispo is a manufacturer of quality concrete masonry units, Allan Block mortarless retaining wall systems, and interlocking concrete pavers. Air Vol Block also manufactures a wide array of bagged products, including Quikrete concrete Mix, Mason Mix Mortar, APS Polymeric Paver Joint Sand, RipRap and Sand Mixes and can also manufacture specialty sacked products to your specifications. Air Vol Block stocks a wide array of concrete repair products, specialty sands, and specialty cements. To round out their product offerings, Air Vol Block fabricates reinforcing steel to your

specifications and Rebar sizes #4 through #9 from 60' bars. They also provide seismic rebar ties, circular hoops, and continuous spirals, as well as all sizes of bulk 20' steel from #3 through #8 rebar.

In business since 1962, Air Vol Block has grown with the masonry industry by focusing upon customer service, product innovation, and product quality. While they manufacture a complete line of concrete masonry units including Precision Block, Split-face Block, Slump Block, and Burnished Block, they have garnered an outstanding reputation as the go-to manufacturer for specialty shapes and sizes. They are continually upgrading their manufacturing facilities to better serve the needs of their customers.

Gary Abney is the dealer, mason and landscape contractor outside sales representative for Air Vol Block. He works as the liaison for community development projects and product quality control issues. He is also the purchasing agent for all bulk landscape and natural stone product lines. He enjoys working with both contractors and retail customers alike, helping and teaching them to better

understand the use of Air Vol Block products.

Gary grew up in Morro Bay where there were limited job opportunities. He chose to go into construction, and after college still had a love of building that resulted in a 20 year run as a local builder. After that he decided to start teaching. Air Vol Block gave him the opportunity to work as their outside sales rep over 15 years ago.

AirVol Block has been supporting the CLCA SLO chapter for several years, sponsoring the golf tournament and awards program. Gary has served on the SLO Chapter board of directors for several years.

Gary enjoys sport fishing, exploring the Central Coast and competition BBQ. He and his wife have one daughter.

You are invited to contact the sales staff whenever they can be of service. Whether you need color samples, technical notes, or a referral to a qualified construction pro, they will do their best to help! Or visit their website at www.airvolblock.com.

Air Vol Block is located at 1 Suburban Road in San Luis Obispo. They can be reached by phone at (805) 543-1314. Yard hours are Mon-Fri 7:00 AM to 5:00 PM and Saturdays 9:00 AM to 1:30 PM.



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*For complete details contact Quinn Company. Offer valid from February 1, 2019 to June 30, 2019 only on the new qualifying machines manufactured by Caterpillar Inc. Offer subject to machine availability. Offer may change without prior notice and additional terms and conditions may apply.

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Thank you to our 2018 sponsors

Thank you to the following companies for their generous support of the CLCA San Luis Obispo Chapter. Please support the firms who support our chapter.



SLO Chapter Events

March 20th – Board Meeting
12PM. SLO Brew The Rock

March 27th – CLCA Happy Hour
5-7PM. Sponsored by Zurn Industries.
Dunbar Brewing, Santa Margarita, CA

April 17th – Board Meeting
12PM. SLO Brew The Rock

May 15th – Board Meeting
12PM. SLO Brew The Rock

May 9th – CLCA Happy Hour
5-7PM. Sponsored by SiteOne Supply
Santa Maria Brewery, Santa Maria, CA

May 15th – Board Meeting
12PM. SLO Brew The Rock

June 19th – Board Meeting
12PM. SLO Brew The Rock

June 20th – Beautification Awards
6-9PM. Flying Caballos Ranch, San Luis Obispo, CA



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Making Unlicensed Operators Disappear

Are you a landscape contractor who has lost jobs to:

- Individuals who contract for landscape and other construction work without a license?
- Competitors who do not pay workers' compensation insurance, disability insurance, unemployment insurance, federal and state employment taxes, or prevailing wages?

If you are a victim of these illegal activities, the California Landscape Contractors Association has some good news for you:

There are several entities in state government that enforce laws pertaining to the underground economy (aka unlicensed contractors) in the construction and landscape maintenance industries. They include the following:

- Contractors State License Board
- Labor Enforcement Task Force
- Joint Enforcement Strike Force
- Public Works Enforcement Unit in the Labor Commissioner's Office
- Department of Insurance.

If you really want to get rid of your illegal competition, you must get involved by reporting illegal activities to the proper state agency. This web page is intended to help you do that. It gives you some brief information about the mission of each enforcement entity, the kinds of illegal activity that are of interest to each one, how to contact the entity, and how the entity operates when provided with an illegal activity lead.

CLCA regrets that we can't make an underground economy participant disappear with a snap of our finger. But we strongly believe that if you follow up on our suggestions and information, and take individual action, you'll be surprised at what can be achieved.

Contractors State License Board

The Contractors State License Board (CSLB) licenses contractors and regulates the construction industry to protect Californians. Individuals who perform construction work on a project where the combined cost for labor and materials is \$500 or more must have a contractor's license.

If an unlicensed contractor is performing work on an active job site, the best

way to let CSLB know about that activity is to report it to the board's Statewide Investigative Fraud Team (SWIFT). This is best done by completing a SWIFT Lead Referral form on the "How Can I Report Unlicensed Activity?" page on the CSLB website.

The form requires you to provide information such as the address of the project, the approximate number of employees on the project, and how long you think the suspects will be on the job site. You also must provide your name and contact information in case SWIFT needs to contact you for further information. You can request that your name remain confidential, although the suspect could conceivably learn it in the unlikely event the case file is subpoenaed.

You should try to provide SWIFT with as much information as possible. Try to get the operator's name, address, phone number, vehicle make and vehicle license number. Get the address of his or her jobs in progress. Get the project owner's name, address and phone number. Collect the operator's advertisements, fliers and business cards.

Is the person using a contractor's license number? If so, make a note of the number. Check with the CSLB to find out if the person or firm is licensed, and licensed in the proper category. To check a license, go to the CSLB's License Status Check. You'll find a wealth of information there on all of California's licensed contractors.

Submit the completed Lead Referral form and any supplemental information via email to the appropriate SWIFT Unit. There are three SWIFT units in the state: Northern SWIFT, Central SWIFT and Southern SWIFT. The CSLB's How Can I Report Unlicensed Activity? Page lists the counties covered by each unit. The same page also lists the contact information for each of the three units.

SWIFT processes the leads according to the date of receipt, priority and staff availability. Unfortunately, job sites in "remote" areas such as Mendocino, Santa Barbara and Stanislaus counties may not be as likely to be investigated as those in large metropolitan areas.

If, for whatever reason, SWIFT cannot send enforcement personnel to an active job site, that does not mean you wasted

your time and effort sending the referral. The SWIFT unit may invite the suspect to a future sting operation in the area. Sting operations involve SWIFT enforcement personnel posing as consumers to catch unlicensed individuals in the act of offering to do construction jobs in excess of \$500. These operations have a very high success rate.

CLCA encourages licensed contractors to be the eyes and ears of SWIFT. Send the appropriate SWIFT unit information on those unlicensed contractors who are taking the biggest jobs from you—the most egregious offenders. And don't be shy about contacting SWIFT to inquire about the status of a lead. SWIFT tells CLCA that its enforcement personnel are willing to notify a person who submits a lead about the status and results of an investigation.

Do not send SWIFT leads about unlicensed individuals mowing, edging, leaf blowing, or shrub pruning. Those gardening activities do not require a construction license.

If you have knowledge that someone without a license is acting as a contractor, but that person is not on an active job site, or an active job site that you know about, you should not submit a SWIFT Lead Referral Form. Instead submit a CSLB Construction Complaint Form via the U.S. Postal Service. Attach printed evidence that the person is contracting without a license. Include, for example, business cards, website pages, classified advertisements, etc. There are two different addresses to mail the form, depending on where the unlicensed person is located. The addresses are provided with the form information on the CSLB website. These leads are handled differently than those involving active job sites. The suspect probably will be invited to a future sting operation.

This same form can be used to complain about a person whom you believe is licensed, but not in the correct classification. Be aware that out-of-classification leads from competing contractors are given a very low priority when it comes to enforcement.

For more information on ways to combat unlicensed operators, visit the CLCA site at <https://bit.ly/2Tfbxz3>