



Volume 28, Issue 3
March 2018

Board Meetings

Chapter Board Meetings are typically held on the third Wednesday of the month at 5 p.m. at Ewing Irrigation, 1175 Prospect St., San Luis Obispo. Upcoming meetings:

- April 16
- May 17
- June

In This Issue:

- President's Message
- Member Advantage: Lien Paperwork
- CLCA Legislative Conference: Advocating for the Green Industry
- Create and Edible Landscape with Berries

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

New Member Spotlight **Silver Fox Landscapes**

Welcome to one of the newest members of the CLCA San Luis Obispo Chapter, Silver Fox Landscapes of Arroyo Grande. Founded by Randy Graber in 1988, the firm strives to provide excellent service at an affordable price.

Silver Fox Landscapes provides landscape installation services--such as hardscapes, drought tolerant landscapes, lighting, and irrigation--as well as a full line of maintenance services. The firm works with individual homeowners, professional office complexes, small and large scale apartments, and property management companies.

Any successful business knows that innovation is the key to success. "We pride ourselves with being innovative, whether that is through water saving techniques during the design and installation process or innovative ideas used during regular every day maintenance," said Brandon Graber, Vice President of Silver Fox Landscapes. "We believe in educating our clientele to create a better working relationship. This way our customers understand more than just the bill."

The SLO Chapter welcomes Silver Fox Landscapes. Please take the time to introduce yourself to Brandon and Randy and any new member at upcoming events. CLCA... it's all about building relationships.



2018 San Luis Obispo Chapter Officers

President Evan Moffitt, SiteOne Landscape Supply EMoffitt@siteone.com 805-616-9858
Immediate Past President.... Mike Kneeskern
VP, Membership Gary Abney gabney@airvolblock.com.....805-543-1314
VP Programs OPEN POSITION
Secretary Matt Hames
mhames@landscapedevelopment.com..... 805.722.1955
Treasurer..... Taylor Boyle taylor@purlieulandscapes.com.....805-709-6319
Associate Member Rep Levi Marks, Ewing Irrigation levimarks@ewingirrigation.com.. 805-598-7291
Board Member Pat Connelly, St. Francis Landscape.....stflandscape@gmail.com.....805-235-1859
Editor Jerrie Beard, Beard & Associates info@beardassociates.com..... 530-621-1701

CLCA Board of Directors

President Aaron Huxley (415) 256-1711
President-Elect Elizabeth Burns.....(310) 831-6132
Past President Tim Hendricks.....(925) 957-8831
Secretary/Treasurer Andrew Simpson ... (916) 721-1635
Executive Director Sandra Giarde.....(916) 830-2780
DIRECTORS
Legislation Megan Rios (661) 835-9259
Education Lindsay Ono (661) 395-4938

Membership Peter Rosen (510) 697-2460
Associate Member Chris McNairy..... (707) 933-0488
Co-Director Chapter Pres. Council North
Henry Buder, Jr., CLP, CLT.....(415) 460-0381
Co-Director Chapter Pres. Council South
Paul Henderson (714) 235-1427

SLO CLCA Past Presidents

2014-15	2009-10	2005-06	1998-2001	1994
Mike Kneeskern Central Coast Landscape Products	Erik Wolting All Seasons Gardening & Landscaping	Erik Wolting All Seasons Gardening & Landscaping	Bruce Courter Day Star Enterprises, Inc.	Duane Morris Duane Morris Landscape Designer/Contractor
2012-13 David Brown Mari Landscaping	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	1991-92 Bruce Courter Day Star Enterprises

**Thank you to all of the companies
that generously support our
chapter newsletter by placing an
advertisement.**

Soil Analysis Service

- National Independent Certified Lab
- Analysis Recommendations with Graphics
- Reports can be sent via email or U.S. mail
- Fast Turnaround • Consulting Services

GRO[®] POWER[®], INC.
www.gropower.com
909-393-3744 • FAX 909-393-2773 • 15065 Telephone Ave., Chino CA 91710

FARM SUPPLY[®] COMPANY[®]
EST. 1950
Serving your irrigation needs since 1950
PASO ROBLES ★ SAN LUIS OBISPO ★ ARROYO GRANDE ★ SANTA MARIA ★ BUELTON

president's message



Evan Moffitt, CLCA-SLO President
Site One Landscape Supply

We're finally getting some rain!!! As it should be, March is our wettest month. Many of us have been so busy that we have not had time to take a breath. Rainy days are very welcome to do just that. Take some time to work ON your business and not FOR your business. Too many contractors are focused on working and not as much on building their business. Take advantage of these rainy days to look at your operations and think about ways to improve what you are doing so that when it gets busy again things will run

more smoothly. Pray for rain and prepare for drought, we are still in for another dry year.

We just had our board meeting and are working on a lot of things--improving what our local chapter has to offer, possibly adding a couple new events, and getting more people involved. There really is something for everyone--awards banquets to promote your business, community service projects, involvement in legislation, and much more. If you are interested in something that the chapter can help facilitate, please let us know. In the next couple of weeks we will be sending out a membership survey to get your feedback on how we as a chapter can improve.

Our Annual Beautification Awards Program is coming up on June 22, 6 p.m. at Ventana Grill in Pismo Beach. This is our biggest event of the year, and this year is going to be the biggest and best yet. We have some MAJOR changes this year.

- No Photos required. We have hired a professional photography to travel with us during the judging taking photos and drone footage (when possible)
- Social Media boosts for all winners
- Increased public outreach
- Two new awards (Landscape Lighting

and Design/Build)

- A Garden Tour for all winners to showcase their projects in person

It's going to be an amazing event! Start thinking about which projects you would like to enter and watch for entry forms coming soon. Make this your year to get involved!

In addition to the efforts of your local board, the state board of directors continues to work for the betterment of the landscape industry in California. Recently, several CLCA members participated in a legislative conference held in Sacramento. In addition to a briefing on proposed legislation that may affect our industry -- good and bad -- participants learned how best to approach lawmakers and then visited the offices of their representatives in both houses. See page 5 for more information on the conference.

Plans are also underway for this year's annual convention, which will be held just down the road in San Diego. The Trophy Awards are part of this event, so when entering projects in the chapter awards, think about also entering at the state level.

Enjoy the rain, enjoy the sunshine, and keep water conservation in your plans.

EH-12 Emitter
A BETTER IDEA BY DESIGN

A logical idea - Drip irrigation in a head - twelve individual pressure compensating outlets. The patented filter is built right into the unit, and good filtration is what makes drip work.

Drip irrigation designed for landscape - not adapted to it. Call or write for more information.



10910 Wheatlands Ave.
Santee, CA 92071
619 562-3100, 800 77OLSON
FAX: 619 562-2724

KURAPIA

NEW

DROUGHT TOLERANT GROUNDCOVER SOD

- A turfgrass alternative changing the industry
- No need to sacrifice lawns to save water on landscape
- Grows low to the ground rarely exceeding 1"
- Dark green year round, and if left un-mowed produces small white flowers May-November

WEST COAST TURF

Ask us about other water saving turfgrasses, too!

westcoastturf.com
888/893-8873



CLCA MEMBER
ADVANTAGE

Rest Easy.

Save on Lien Paperwork for Peace of Mind.

CLCA has a special member discount with Construction Preliens & Paperwork, a service that protects your construction lien rights.

Services include preliminary notices, liens, stop notices, bond filings, lien releases, waivers and releases, and more.



clca.org/benefits



Member Advantage Lien Paperwork

CLCA has negotiated special member discounts with Construction Preliens & Paperwork, a service that provides the necessary documents to protect construction lien rights.

Construction Preliens & Paperwork uses information provided by the contractor or supplier to prepare mechanic's liens, design professional's liens, stop notices, bond filings, lien releases, conditional and unconditional waivers and releases, and preliminary notices. The service also includes certified mail deliveries with a return receipt for liens, preliminary notices, and other mailings when appropriate. In addition, Construction Preliens & Paperwork provides consultation on the lien-related paperwork process, although it does not enter the realm of legal or accounting advice.

Copies of all mailed documents are automatically sent to the client at no charge.

Available Forms

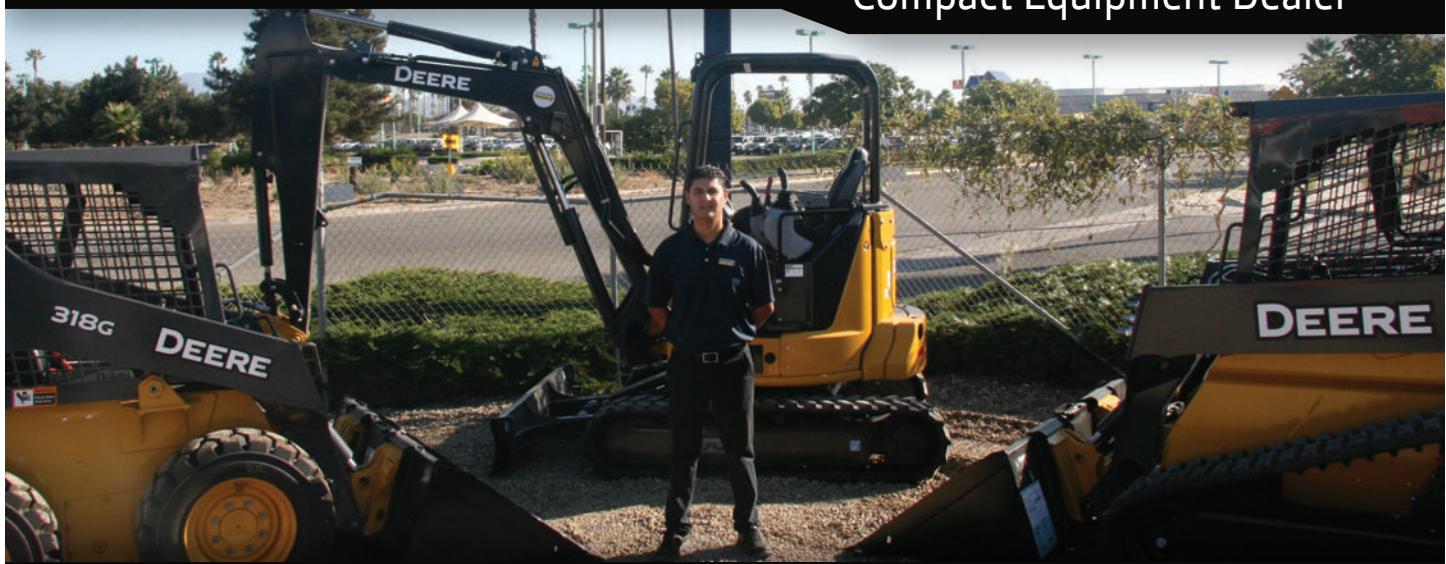
- Customer Service Agreement: Includes Preliminary Notice, Mechanics Lien Request, and Stop Notice

For more information, contact Construction Preliens & Paperwork, Jordi Grant (530) 867-4764 or email jordigrant@aol.com.

To receive a 5% discount on all services, identify yourself as a CLCA member by using the password: CLCA HELPS.

Sales • Rentals • Parts • Service

**Your Southern California
Compact Equipment Dealer**



Call: Albert Fernandez at (805) 256-5767



**COASTLINE
Equipment**

www.coastlineequipment.com

OXNARD
1930 E. Lockwood St.
Oxnard, CA 93036
(805) 485-2106

SANTA MARIA
1950 Roemer Place
Santa Maria, CA 93454
(805) 922-8329

SYLMAR
12435 Foothill Blvd.
Sylmar, CA 91342
(818) 890-3353

CLCA Legislative Conference

Advocating for the Green Industry

By Megan Rios, Director of Legislation
This year's CLCA Legislative Action Conference in Sacramento was very successful. Six members of CLCA's Legislative Committee were able to participate--Pete Dufau, Mickey Strauss, Richard Cohen, Dave Norred, CLCA President Aaron Huxley, and Megan Rios--along with our CLCA Executive Director Sandra Giarde, and CLCA's legislative advocate Maria Garcia of Greenberg Traurig.

On the first day the group focused on CLCA's support of the Contractors State License Board (CSLB) and its work against the rampant underground economy, or unlicensed operators. Recently the board has been focusing on unlicensed operators who have been taking advantage of unknowing property owners after the fires and mudslides in Northern and Southern California. CLCA is supporting a budget request or allocation from the state to the CSLB for \$1 million to conduct a targeted public outreach campaign in those impacted areas to promote using licensed landscape professionals and educate the public regarding possible scams and fraud.

CLCA supports these bills

- AB 2046 (Daly) Allows easier access of data between state agencies to investigate workers' compensation fraud.
- AB2705 (Holden) Provides CSLB with additional authority to extend prosecution of unlicensed operators from one year to two years to match the same timeline for licensed contractors and level the playing field.
- SB 1042 (Monning) Provides CSLB with the authority to host informal citations appeals conference to resolve adminis-

trative issues and thus conserve financial resources.

- SB 1217 (Galgiani) Expands Tax Recovery and Criminal Enforcement Task Force within the California Department of Justice to combat unlicensed operators thru multi-agency collaboration. CLCA received positive feedback for these additions to the law and support for a state agency by the public industry.

The group from CLCA also focused on voicing a need for the Legislature to alleviate business cost and litigation pressures. The last several years have seen the minimum wage increased, the gas tax increased, family leave expanded, and the implementation of mandatory sick leave, which has increased costs as well as administrative work for CLCA members and all businesses in our state. CLCA members urged their representatives to limit the number of bills that involve increasing taxes as well as those that expand the window of opportunity for employees to file complaints against employers citing concerns that these types of legislation increase burdens, limit companies from growing, and stall economic growth.

CLCA opposes these bills

- AB 2587 (Levine) Eliminates employer's ability to require that an employee take up to two weeks of earned but unused vacation as a part of employee's Paid Family Leave.
- AB 2067 (Bonita) Undermines an employer's ability to provide a safe, drug free workplace by creating a new protection classification for employees who use marijuana for medical purposes.
- AB 2946 (Kalra) Extends from six months to three years for any past or present em-



Above: Pete Dufau, Megan Rios, Senator Scott Wilk, Mickey Strauss, Aaron Huxley and Sandra Giarde in the California Legislative Chambers.

ployee to file a complaint with the Labor Commissioner.

CLCA supports the following bills, which are good for business:

- AB 2131 (Melendez) Reduces the minimum franchise tax by 50% for every business corporation.
- AB 2353 (Frazier) Shortens the timeframe for action against a person or business for a construction defect from ten years to five years after substantial completion of the project.
- AB 2410 (Grayson) Reduces the annual tax for small limited liability companies from \$800 to \$400 for first two years of operation beginning 2020.
- AB 2510 (Muratsuchi) Reduces the annual tax for microbusinesses (businesses with annual income of \$150,000 or less) from \$800 to \$100 retroactively effective January 1,2018.

If you are interested in becoming involved with the Legislative Committee, please contact Megan Rios 661-835-9259 or meganr@riosdesign.com.



RAMON SIMPSON
ACCOUNT EXECUTIVE

1835 N. Fine Ave.
Fresno, CA 93727
CA LIC # 0755906

Specialized Insurance & Business Services for Members of the Green Industry



rsimpson@lcisinc.com
www.lcisinc.com

P (800) 628-8735 Ext. 541
C (559) 704-7207
F (800) 440-2378



Christopher Voelker
Phone (831) 674-3058
FAX (831) 674-3163

P.O. Box 248
Greenfield, CA 93927
Sod Orders 1-800-525-8877
Web: www.greenfieldsturf.com

Thank you to your 2017 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

April 13

Landscape Industry Certified Written Test
Cuyamaca College, San Diego, CA

April 14

Landscape Industry Certified Hands-on Test
Cuyamaca College, San Diego, CA

April 18

Chapter Board Meeting - 5 p.m.
Ewing Irrigation, 1175 Prospect St., SLO.

May 16

Chapter Board Meeting - 5 p.m.
Ewing Irrigation, 1175 Prospect St., SLO.

June 15

Landscape Industry Certified Written Test
Mira Costa College, Oceanside, CA
Registration deadline: June 4, 2018

June 22

Chapter Beautification Awards - 6 p.m.
Ventana Grill, 2575 Price St, Pismo Beach.

July 18

Chapter Board Meeting - 5 p.m.
Ewing Irrigation, 1175 Prospect St., SLO.

July 25

Landscape Industry Certified Written Test
Green Valley Landscape & Maint.
Escondido, CA
Registration deadline: July 11, 2018

PROVIDING YOU FINANCING FOR NEW AND USED EQUIPMENT

- 24 hour approval
- Competitive Rates
- 90% Approval Rate
- Up to 5 or 6 year loans
- No pre-payment penalties
- Flexible acceptance policy
- Loan refinancing available

*Call Nelson Colvin at
(800) 959-3701 or
www.birchfinancial.net*

BIRCH
FINANCIAL, INC.

We finance people, not equipment.



San Marcos Growers

Peggy Koegler

Sales Manager

Phone: (805) 683-1561
Fax: (805) 964-1329
peggy@smgrowers.com
<http://www.smgrowers.com>

125 S. San Marcos Rd
P.O. Box 6827
Santa Barbara, CA
93160-6827



ROSSI TRANSPORT SERVICE

STEVEN L. ROSSI
VICE PRESIDENT
RES. (805) 466-6195

PHONE (805) 434-2884
(800) 321-3092 • FAX (805) 434-0877
P.O. BOX 120 • ROSSI ROAD
TEMPLETON, CA 93465

Creating an Edible Landscape This Spring with Berries

Courtesy of Village Nurseries

It's only March, but we have sweet, ripe berries on our minds! We believe that you don't have to sacrifice beauty for function when it comes to designing and building an edible landscape. Imagine hedges of cool-colored blueberries or containers of juicy blackberries covered in snow white blooms festooning your patio or garden.

Here are some of our favorite picks that combine form, function, and flavor for an edible landscape:

Bountiful Blue® Blueberry

Vaccinium corymbosum 'FLX-2' Plant Patent #19,381

This is an award-winning variety from Monrovia sporting blue-green foliage, blush pink blooms, and large, sweet blueberries. Grows to 3'-4' tall and wide. Zones: 6-10. Chill Hours: 150-200

Sunshine Blue Blueberry

Vaccinium x 'Sunshine Blue' (Southern Highbush)

A deciduous, semi dwarf variety that

serves as a great companion plant to Bountiful Blue® (when planted together, Bountiful Blue® can produce up to 10% more fruit). Requires fewer chill hours and great for mild winter climates. Grows to 3'-4' tall and wide. Zones: 5-10. Chill Hours: 150

Peach Sorbet® Blueberry

Vaccinium corymbosum 'ZF06-043' Plant Patent #23,325

A compact variety named for its lovely peach, pink, orange, and emerald green leaves. White blooms appear in spring with an abundant summer crop of blueberries. Foliage turns to a rich eggplant color in the winter. Grows to 1.5'-2' tall and wide. Zones: 5-10, Chill Hours: 300 or less

Blue Suede® Southern Highbush Blueberry

Vaccinium corymbosum 'TH-682' Plant Patent #21,222

This is a deciduous variety boasting an



early summer crop of large berries. White flowers appear in spring, and by fall the foliage turns a rich burgundy red hue. Best suited for colder climates. Grows to 3'-5' tall and wide. Zones: 6-9. Chill Hours: 500-550

Baby Cakes™ Blackberry

Rubus x 'APF-236T' Plant Patent #27,032

A dwarf, thornless blackberry that produces a firework-like display of large berries in the summer. This deciduous variety would do well in containers in full sun. In most regions, Baby Cakes™ will produce twice in a season. Grows to 3'-4' tall and wide. Zones: 4-8. Chill Hours: 400



GET 0% FOR 60 MONTHS ON A QUALIFYING NEW CAT® MACHINE.* NOW WITH A NEW, 2-YEAR STANDARD WARRANTY.**

No matter what your size, the success of your business isn't about just one thing. It's a million little things. Deciding whether to own or rent. Getting that part today, not tomorrow. Making the most of every load, and every hour. Plus financing that works for you. With the right support, it all adds up. **Your work is personal to you. Quinn Company feels the same.**

*For complete details, contact Quinn Company. Offer valid from January 1, 2018 to June 30, 2018 on all new models of qualifying machines manufactured by Caterpillar Inc. Building Construction Products Division. **The 2-year standard warranty applies only to new Cat Compact Track Loaders, Multi Terrain Loaders, Skid Steer Loaders and Mini Excavators purchased in the USA.

Contact David Needelman for complete details.

Quinn Company
1655 Carlotti Dr.
Santa Maria, CA 93454
QuinnCompany.com



David Needelman
(805) 310-9296
dneedelman@quinncompany.com



BUILT FOR IT.

QUINN