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SLO PRESS



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

HOW TO MAKE MONEY WITH YOUR LANDSCAPE BUSINESS



Board Meetings

Chapter Board Meetings are typically held on the third Wednesday of the month. The September meeting will be held at 12 p.m. at the SLO Brew Rock, 855 Aerovista, San Luis Obispo.

Upcoming meetings:

- **September 19**

In This Issue:

- President's Message
- Sponsor Spotlight: Hunter/FX Luminaire
- CLCA SLO Chapter 17th Annual Golf Tournament
- CLCA Annual Convention in San Diego Nov. 7-10
- Heat Warning!

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- Understand customer education, expectations and satisfaction.
- Review the three phases of a bid, plus margins and markups.

- Define and allocate general and administrative overhead costs including advertising, insurance, licenses, bonds, equipment, travel and much more.

Upcoming Workshops

San Luis Obispo, October 19

- Workshop 9 a.m.-4 p.m., includes lunch.
- CLCA members: \$250, Non-members: \$350
- Second person from same company: \$150
- Register early and save \$25!
- To register, contact CLCA Headquarters at (800) 448-2522, or visit clca.org/HTMM

CLCA SLO Happy Hour

Tuesday, August 21, 2018 • 4 p.m. - 6 p.m.

Join the CLCA San Luis Obispo Chapter for another no-host happy hour on Tuesday, August 21 at the Barrel House Brewery located at 3055 Limestone Way in Paso Robles.

These informal get-togethers allow members and non-members to learn more about what CLCA has to offer and provide an opportunity for members to share their experiences and help each other meet the everyday challenges of running a landscape business. Bring your questions, and join us!

2018 San Luis Obispo Chapter Officers

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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	2007-08	2004	1996-98	1993
David Brown Mari Landscaping	Jim Trask California Water Shapes	John Doyle J Doyle Landscaping	Lloyd Gracey Pacific Coast Landscapes	John Ruggiero Arcadian Gardens
2011		2002-03	1995	1991-92
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president's message



Evan Moffitt, CLCA-SLO President
Site One Landscape Supply

It's hard to believe summer is coming to an end and we are nearing fall. For most we are still very busy and still struggling to find key employees. The lack of an available workforce is going to lead to a strong off season for many. I am sure everyone will continue to be very busy all the way through next year. At CLCA we are trying to do what we can to help everyone with their businesses, if possible.

There are a lot of changes going on at the state level with CLCA. One of the biggest changes is the CLT or National

Landscape certification course. NALP (National Association of Landscape Professionals) is the governing body of the program since they acquired it from the CLCA many years ago. This year they announced that the certification would no longer have a hands on portion to the exam. This is disappointing to most. However, for us on the central coast it provides a bit of relief of having to travel to San Diego or Petaluma for the exam. The new program will be an online certification. NALP is currently developing the exam and it is projected to be completed by the end of 2019. CLCA is working on a plan to transition the CLT program into a training program to be run throughout all chapters. Also, the Landscape Data Manual is officially in production. Order your copy today. For those of you that don't know what the manual is, it is a book that gives you production rates for all things landscape related. For example, how long it takes to move 1 yard of soil 100 feet. The Landscape Data Manual should be completed later this year with production early 2019.

Last month we had our second CLCA Happy Hour of the year at Figueroa Mountain Brewery in Arroyo Grande.

It was a spectacular turn out. It was a great opportunity to simply get together and socialize. These CLCA Happy Hour get-togethers are open to members and non-members. They give everyone the opportunity to learn more about CLCA and the experiences of others in a social setting. We are going to be having these events all throughout the central coast. Our next happy hour is coming up on August 21st from 4-6 p.m. at Barrelhouse Brewery in Paso Robles. Hopefully it won't be too hot. We hope to see a great turnout from our North County members and non-members. The last happy hour of the year will be sometime in November in the Santa Maria area. We also have our annual golf tournament coming up on October 5 at Cypress Ridge Golf Course. I look forward to seeing everyone there!

I hope you will take the opportunity to participate in CLCA's annual convention November 7-10 in San Diego. They have planned a number of important educational sessions. This is also a great opportunity to meet and learn from members from other parts of the state. See page 5 for details.

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Sponsor Profile

Hunter/FX Luminaire

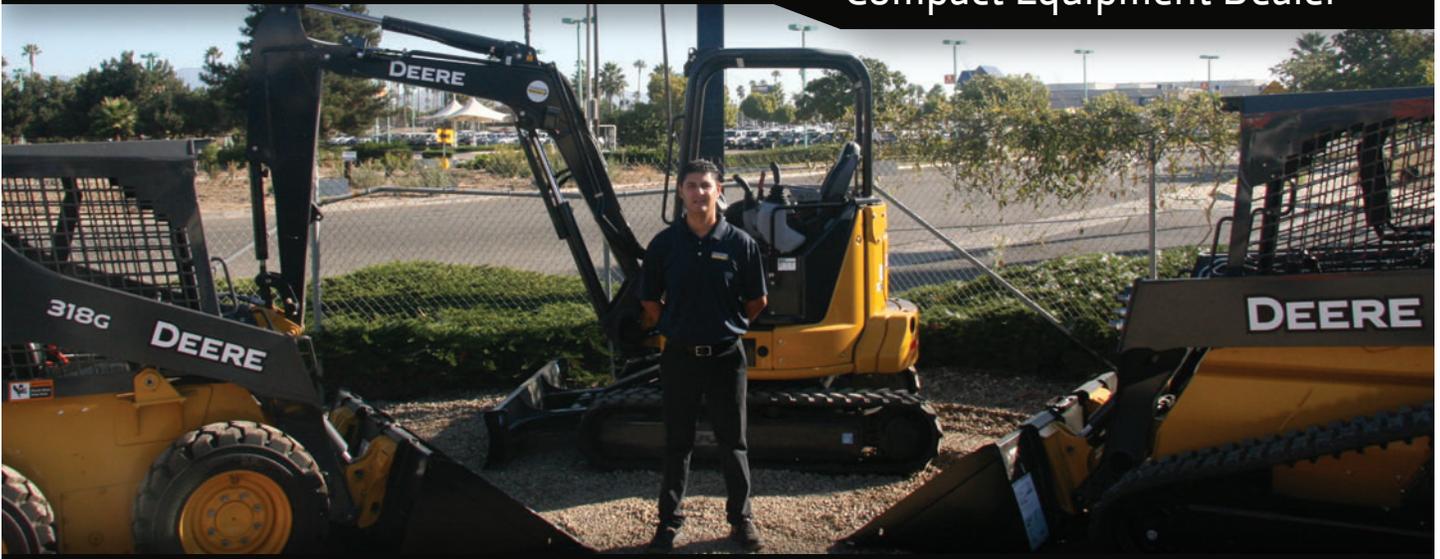
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Headquartered in San Marcos, California since 1981, Hunter is a market leader in producing and marketing a full range of water-efficient, easy-to-use irrigation solutions for residential, commercial, and golf course applications. Designed with the demands of irrigation professionals in mind, the current Hunter irrigation product line includes pop-up gear-driven rotors, high-efficiency rotary nozzles, spray sprinklers, valves, controllers, central controllers, professional landscape drip, and weather sensors.

Since the beginning, Hunter's core business interest has been producing products that allow irrigation professionals to create solutions that use as little water and energy as possible to create optimal landscape function and ambiance. In the interest of sustainability and maximizing our infrastructure and capabilities, we have diversified into the landscape lighting industry through the acquisition of FX Luminaire. FX lighting products are manufactured in San Diego, ensuring the highest quality standards are adhered to. As a further step of expansion Hunter has also acquired a Custom Molding company and started Hunter Custom Molding.

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San Luis Obispo Chapter

The 17th Annual CLCA-SLO Benefit Golf Tournament!

Friday, October 5, 2018

Join us for this year's tournament at Cypress Ridge Golf Course in Arroyo Grande, a Peter Jacobson Signature Golf Course rated 4½ Stars by Golf Digest. All friends, family, associates, students, and CLCA members are welcome to participate in this 17th annual event. If you do not golf, please consider sponsoring the event or join us for dinner and awards.

Proceeds to benefit Cal Poly Landscape Industry and Turf Student Scholarships† and the San Luis Obispo Chapter of CLCA.

FRIDAY, OCTOBER 5, 2018

- Check in: 8:30 AM – 10:30 AM
- Shotgun Start: 11:00 AM
- Dinner/Awards Banquet: 4:30 PM

2 WAYS TO REGISTER

- 1) Register ONLINE at clcaslo.org, or
- 2) Send Registration and payment to:
 CLCA Golf Tournament, Attn: Treasurer
 PO Box 14755, San Luis Obispo, CA 93406

LOCATION

Cypress Ridge Golf Course, 780 Cypress Ridge Parkway
 Arroyo Grande, CA | www.cypressridge.com | 805-343-9459

INFORMATION

Evan Moffitt, 805-616-9858, or Email: EMoffitt@SiteOne.com

†Students must be currently enrolled full-time students at Cal Poly in the Landscape or Turf concentration and a current Student Member of CLCA
 Make checks payable to "CLCA" and write "BENEFIT GOLF TOURNAMENT" in the memo space.

FEES*

Registration fees go up September 15.

- Single Player \$170*
- 4-some \$600*
- 4-some & Hole Sponsor \$750*
- Dinner ONLY \$60
- Mulligan & Raffle Package..... \$25
 (pre-paid/player), package includes 2 Mulligans & 15 raffle tickets for HOT prizes!

PLEASE NOTE

For registrations received after September 15, fees are as follows*:

- Single Player \$200
- 4-some \$700

*All fees include: Green Fee, Cart, Box Lunch, and Santa Maria-Style BBQ Buffet (entrées of citrusbroiled chicken and roasted Tri-Tip).

CORPORATE SPONSORSHIPS

Sponsors will be acknowledged at the Tournament. Commitments must be received by September 7.

- Investor (includes a 4-some)..... \$1,000
- Donor (includes single player)..... \$500
- Hole Sponsor - Bronze
 (includes sign) \$175
- Holes Sponsor - Silver
 (includes sign, booth)..... \$250
- Hole Sponsor - Gold (includes sign, booth, premium hole sponsor, ie: longest drive)..... \$300

Register ONLINE at clcaslo.org

Name	Handicap	Polo Shirt Size	Dinner Only
Sponsorship Level	Sponsorship Fee		
Amt. Enclosed			

Contact information

Please provide company name, address, phone and email address of contact person.

Make Plans to Attend the CLCA 2018 Annual Convention in San Diego November 7-10

Cool breezes and a sunny outlook are on the agenda for CLCA's Annual Convention November 7-10 in San Diego. Plan to join us at the Recognition Luncheon as we honor our green industry leaders, and prepare to be amazed by the "the best of the best" in California landscaping at the Trophy Awards Dinner and Ceremony.

With fires raging throughout California, homeowners are increasingly turning to green industry professionals for help. Landscape Designer Renee French will talk you through the design, plant selection and maintenance steps needed to increase property value and provide homeowners with peace of mind. In addition to addressing the ins and outs of firescaping, she'll also address another hot topic: Petscaping -- beautiful landscapes that make consideration for pets.

When it comes to peace of mind, Cal/OSHA may be the last thing you want

to think about. Our second speaker, Dan Leiner, an Area Manager for Cal/OSHA's Consultation Services Branch, will quickly change that opinion and help you avoid being burned by Cal/OSHA regulations.

In the afternoon, we'll tour Coastal Roots Farm and learn how they cultivate healthy, connected communities by integrating sustainable agriculture, food justice and ancient Jewish wisdom. Our last stop will be a guided tour of the U.S.S. Midway, the longest-serving aircraft carrier in the 20th century.

Added Bonus: Plan to attend a special all-day, straight-to-the-point workshop on November 7 that will give you the knowledge you need to compete, profit and prosper in today's challenging market!

AM/LEAF Golf Tournament

Don't miss the Golf Tournament on Saturday, November 10, at Riverwalk Golf Club. Proceeds benefit LEAF scholarships

This course boasts mature stands of palm, oak and eucalyptus trees framing undulating fairways and manicured greens with numerous wetland areas, nearly 100 bunkers and an array of picturesque water features creating both strategic diversity and a visually stunning backdrop for golf.

Host Hotel

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Hotel room prices are \$189 for single or double room. The hotel is a 15-minute drive from San Diego International Airport.





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SLO Chapter Events

August 21

Chapter Happy Hour - 4-6 p.m.
Barrel House Brewery 3055 Limestone Way,
Paso Robles.

September 19

Chapter Board Meeting - 12 p.m.
SLO Brew Rock, 855 Aerovista, SLO.

October 5

17th Annual Chapter Golf Tournament
Cypress Ridge Golf Course, Arroyo Grande.
8:30 a.m. checkin, 11:00 a.m. shotgun start.
Dinner and awards to follow golf tournament.
Watch your email for registration details.

November 7-10

CLCA State Convention
Hilton San Diego Resort and Spa. Mission
Bay, San Diego. For more information, visit
www.clca.org/convention.

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Heat Warning!

Proactively Protect Workers to Avoid Cal/OSHA Citation

As temperatures soar this summer, Cal/OSHA safety inspectors will be blanket-ing California to ensure that job sites are complying with “high heat” procedures to protect outdoor workers.

Review the information and regulation links in the text below to be sure you are up to date on compliance requirements.

In addition to the basic steps outlined by California’s heat regulations for employers with outdoor workers, Cal/OSHA warns that heat above 95 degrees Fahrenheit requires additional precautions.

Among other measures, it is crucial that workers are actively monitored for early signs of heat illness. This helps ensure sick employees receive treatment immediately and that the symptoms do not develop into serious illness or death.

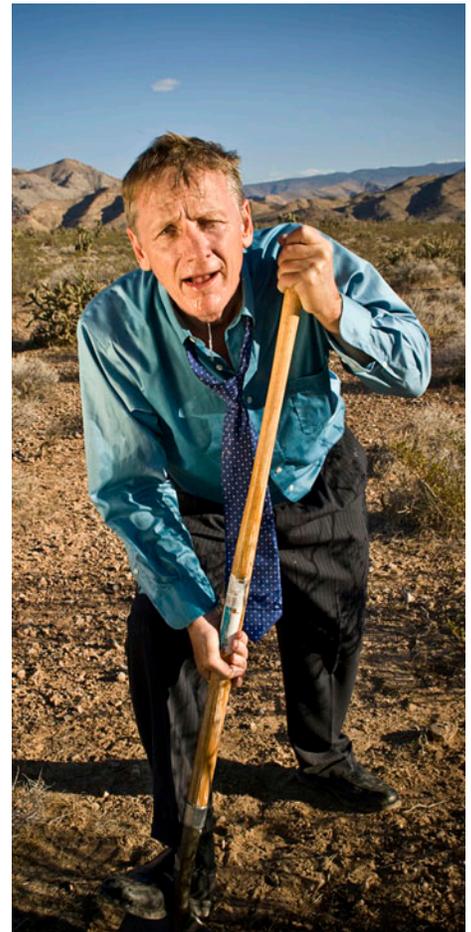
“During heat waves and whenever temperatures reach or exceed 95 degrees, employers must take additional steps to monitor workers for signs and symptoms

of heat illness,” said Cal/OSHA Chief Juliann Sum. “Water, rest and shade can protect workers from the heat.”

California’s heat regulation requires employers to protect outdoor workers by taking these basic steps:

- Train all employees and supervisors about heat illness prevention.
- Provide enough fresh water so that each employee can drink at least 1 quart, or four 8-ounce glasses, of water per hour, and encourage them to do so.
- Provide access to shade and encourage employees to take a cool-down rest in the shade for at least 5 minutes. They should not wait until they feel sick to cool down.
- Ensure that emergency medical services can and will be summoned when an employee feels sick or exhibits signs of heat illness, such as nausea, exhaustion or mental confusion.
- Develop and implement written procedures for complying with the Cal/OSHA Heat Illness Prevention Standard.

Online information on the heat illness prevention requirements and training materials can be obtained at Cal/OSHA’s Heat Illness web page at <https://www.dir.ca.gov/DOSH/HeatIllnessInfo.html>



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