



Volume 28, Issue 8
August/September 2018

Board Meetings

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

Upcoming meetings:

• **September 19**

The September meeting will be held at 12 p.m. at the SLO Brew Rock, 855 Aerovista, San Luis Obispo.

In This Issue:

- President's Message
- Member Benefit: Landscape Data Manual
- How to Make Money in Your Landscape Business
- Certification FAQ's
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www.clcaslo.org

SLO PRESS



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

The 17th Annual CLCA-SLO Benefit Golf Tournament!

Friday, October 5, 2018

Join us for the 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 joining us for dinner and awards.

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

FRIDAY, OCTOBER 5, 2018

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

REGISTER ONLINE

Register ONLINE at clcaslo.org, or watch your email for registration link.

LOCATION

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

INFORMATION

Evan Moffit, 805-616-9858
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.

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

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		
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	mhames@landscapedevelopment.com.....		805.722.1955
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Board Member	Pat Connelly, St. Francis Landscape.....	stlandscape@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
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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	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

We have made it through summer and are headed into fall. It's time to gear up for the final drive of business for the year. Many of us are just as busy now as we have been all year. Enjoy it, work it, and keep pushing. There is so much work out there to done.

I have attended many Homebuilders Association breakfasts and know that there are 1000's of new homes to come in the areas of Paso, SLO, Santa Maria and beyond. And, along with those homes, there are also many commercial proj-

ects like hotels and market places in the works.

The chapter hosted another successful CLCA Happy Hour this past month at Barrellhouse in Paso Robles. We had a couple of new faces on hand who we hope to have join our chapter in the near future. These happy hours are great events to get to know you fellow landscapers and learn more about CLCA in an informal non-competitive setting. We hope to have at least one more this year.

There have also been some updates on the state side of CLCA. With the elimination of the Landscape Certified Technician field test by NALP (National Association of Landscape Professionals), who owns the test, the CLCA is looking towards upgrading the certification program here in California (see page 5 for information from NALP on the test). Currently on the table is a proposal to shift focus to regional training throughout the state. For example, we could have a one day training on irrigation in SLO covering basic irrigation like installing lateral lines to advanced central control systems. This type of training is currently being done in the North Coast Chapter with much success. They have been getting 100 employees on

average for each of training session. This will help all of us who just can't find the time to provide training as much as we would like to.

Coming up on October 5 we have our Annual Golf Tournament at Cypress Ridge Golf Course in Arroyo Grande. This is one of our biggest events of the year. It has always been very successful with much vendor support and great attendance. There will be hole in one prizes, raffles, and much more. If you are interested in playing or sponsoring, please contact me or any other board member and we can discuss your options. The more the merrier.

It is also time to start putting together our chapter board of directors for next year. We are hoping to add a couple of positions that we haven't had in the past, VP of Education, VP of Legislation and Social Chairman. The need for the VP of Education will increase in the coming years as we develop the regional trainings. Again, please contact me or any of our other board members if you are interested in helping out on the board or with the chapter in general. This is a volunteer organization, and it really does take a village to keep it running. Please join us.

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Landscape Data Manual

UPDATED FOR 2018: This valuable reference manual -- an official publication of the California Landscape Contractors Association -- covers a wide range of landscape construction topics, including project management, site development, grading and drainage, hydraulics, irrigation and planting techniques.

This is a must-have tool for preparing estimates and determining staffing needs. Information is conveyed with charts, text and formulas.

The Landscape Data Manual covers the technical aspects of a breadth of landscape projects - from estimating and planning to implementation and maintenance. It contains the formulas, charts and calculations needed to design and complete projects to industry standards. This book can help estimate material and labor costs important for job quotes and budgeting time and money.

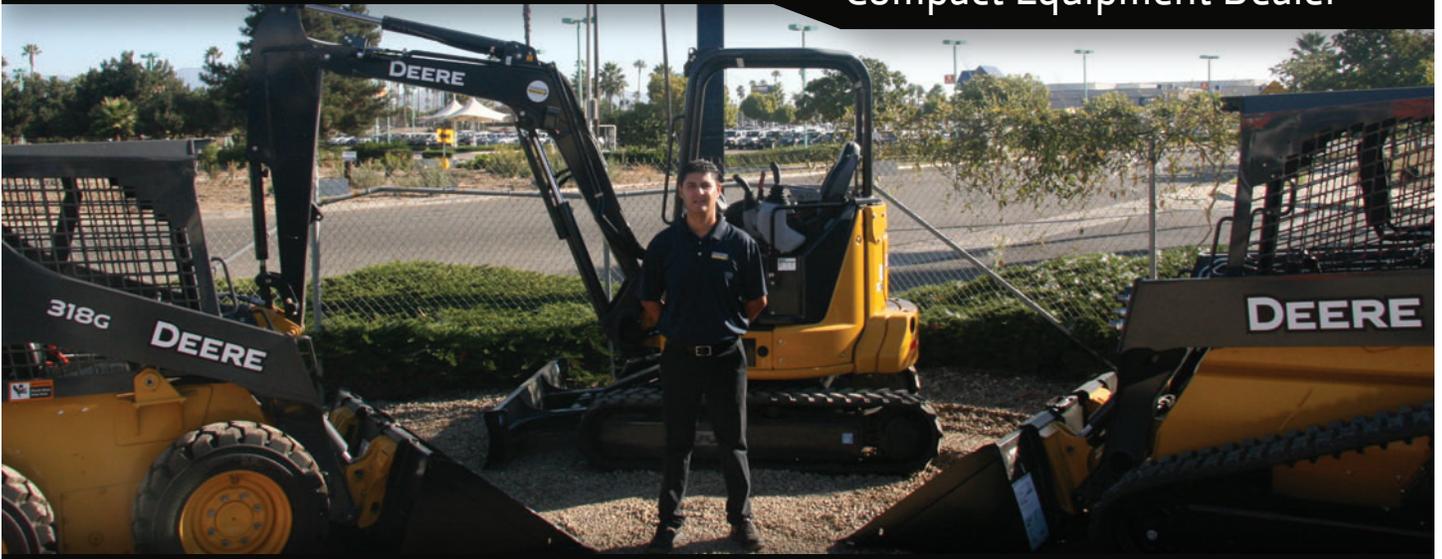
From weights and measurements of materials to spacing, planting, irrigation and building - the necessary and helpful data is all in one place. The specific and comprehensive calculations and instructions make this Landscape Data Manual a valuable resource industry professionals will refer to throughout the course of their careers.

To order a copy of the Landscape Data Manual, visit www.clca.org/data-manual or call (800) 448-2522.

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- Understand customer education, expectations and satisfaction.
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Member Benefit: Webinars

Drugs and Alcohol in the Workplace Webinar

Concerned your business is operating under the influence? Sign up now for an informative seminar on Drugs and Alcohol in the Workplace and join us Tuesday, September 18, at 3 p.m.

Webinar free for CLCA Members
Non-members: \$50

California recently legalized the recreational use of marijuana by passing Proposition 64, also known as the Adult Use of Marijuana Act. Join us for this training to learn:

- What happens when an employee is suspected of being under the influence of marijuana or any controlled substance at work.
- How to manage reasonable suspicion testing in the workplace.
- The ins-and-outs of the laws regarding random and post-accident testing.

- 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

We'll cover:

- Drugs and alcohol in the workplace.
- State and federal laws governing drug testing.
- Employee rights concerning drug testing
- The Drug-Free Workplace program.
- Reasonable suspicion testing.
- Contracting with a testing facility.

Drugs and Alcohol in the Workplace
Tuesday, September 18, 3 p.m.

REGISTER online at
<https://www.surveymonkey.com/r/BYG8V2S>

Educational Opportunities

Visit clca.org/webinars and choose from other informative recorded webinars to help you grow your business and stay on top of important industry issues.

Certification Exam Changes - FAQ

Q: Does this mean the Landscape Industry Certified Technician (CLT) designation is going away?

What is changing is the way that the National Association of Landscape Professionals (NALP), the owner of the certification test, will be testing and granting CLT status.

Q: What will the new test be?

The new test will be an online test administered through remote proctoring.

Q: What does this change mean for test applicants?

Current candidates will have to complete the program and pass all problems (the whole test) before the deadline.

Otherwise, they will have to take the new test in full in order to become Landscape Industry Certified.

Q: Will I be able to carry over problems that I have passed and apply that to the new test?

Per NALP, no. You must start over on the new test format.

Q: What happens if I do not complete my certification before the deadline?

If you do not pass both the written and hands-on tests before the deadline, you will have to take the new test in full to become Landscape Industry Certified.

Q: When are my chances to finish my test in California?

There will be two hands-on tests put on by CLCA. One in Petaluma in October 2018 and San Diego in April 2019. There will be multiple written tests scheduled during this time as well.

Q: Who is eligible to test before the deadline?

Unfortunately, because of these changes by NALP and the expiration of the ability to offer the test next year, CLCA will NOT accept any new test applicants effective immediately. Since few exam applicants pass the exam on their first try, the number of people eligible to re-take the exam is very large and we want to make sure applicants do not get stuck needing to retest when the conversion happens.

Q: What happens if I already have my CLT certification?

If you already are certified, congratulations! No changes to how you recertify have been announced by NALP. You will still submit your CEUs and gain recertification through NALP as you do now.

Preparing for Earthquakes and Other Emergencies

Submitted by Leeanna Schoeder, Rubicon Landscape

Do you know where your employees are all the time? For most of us, the answer would be no. What if there was an earthquake or other major event? Would your employees know what to do or how to contact you? Cell phones may not work, roadways may be blocked, what are they supposed to do? Do they know?

Many of us who call California home can recount several earthquakes in our lifetimes. The 1989 earthquake comes to mind, especially for those who were at or were watching the World Series Baseball game at Candlestick Park. An Earthquake can happen at any moment, and preparation is necessary to help keep people safe.

If you do not have an emergency plan, it is time to make one. Since there is a good possibility you may be separated from employees, they need a clear plan as to what to do if there is an emergency.

•Do your workers have an evacuation route?

- Do you have a contact list including employees, customers and key vendors? Do you have alternate numbers available?
- Are there any hazardous materials on the job site such as fuel, pesticides or propane? Do your employees know how to handle these in case of an emergency?
- Have you backed up your computer lately?
- Do your employees know where the closest Urgent Care Facility is to where they are currently working?
- Do you have a designated meeting place? Do you have alternate meeting places?
- What is the plan if cell phones are down? Do you have a contact available out of the area?
- Do your employees have an up to date emergency kit?
- Do your employees have extra water available?
- Do you have fire extinguishers on the jobsite and in your office?

Many of these points will change and need regular updating, depending on



jobsite locations and staffing levels. These and many other questions can be covered in a basic emergency plan. Visit www.redcross.org for additional tips for creating an emergency plan for you and your workers.



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Chapter Sponsor Spotlights



St. Francis Landscape

St. Francis Landscape & Gardening is an award-winning, local San Luis Obispo landscape construction and maintenance business founded by Pat Connelly in 1979. Pat studied plant science and landscape design at Cal Poly, and later earned his contractor license. He established St. Francis Landscape to offer people quality care for their home or commercial landscape with an emphasis on superior customer service.

After nearly 40 years in business St. Francis Landscape is still known for providing a personal touch and high-quality work. Pat continues to be with all landscape and maintenance accounts, ensuring the same high quality workmanship for which the company is known. His landscape installations have won several

landscape awards. Keeping pace with the changing times, St. Francis Landscape also specializes in the design of water conserving landscapes.

St. Francis Landscape is a long time member of the California Landscape Contractors Association (CLCA), and Pat has served on the CLCA SLO Chapter board of directors as chapter president, treasurer and board member.



KD Janni Landscaping Inc.

Keith Janni founded KD Janni Landscaping Inc. in 1988 after working in the landscape industry for many years. He gained a wealth of knowledge from working with some of the area's best landscapers and felt it was his time to make a mark on the industry. Keith founded KD Janni with a strong work ethic, integrity, and a desire to provide quality craftsmanship.

KD Janni's years of experience with

Central Coast landscapes has enabled them to continually provide customers with innovative ideas for their landscaping projects. They take pride in what they do and their ultimate goal is to satisfy their customers' needs. Through innovative landscape design and careful planning with the environment their landscape design team brings ideas to fruition to create one of kind landscapes. With careful planning through their landscape maintenance and tree service divisions, they can continue the vision of the landscape for years to come.

KD Janni provides landscaping services for commercial and residential customers on the Central Coast. Their services include landscape installation, design, and maintenance, as well as pest control, tree service, and weed abatement clearing services.

If you would like to become a sponsor for the CLCA San Luis Obispo Chapter, please contact Evan Moffitt at EMoffitt@siteone.com or 805-616-9858, or contact one of the board members listed on page 2 of this publication.



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SLO Chapter Events

September 18

Drugs and Alcohol in the Workplace Webinar
- 3 p.m.

REGISTER online at

<https://www.surveymonkey.com/r/BYG8V2S>.

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.

October 17

Chapter Board Meeting -
Time and location TBA.

October 19

How to Make Money in Your Landscape Business Seminar - 9 a.m to 4 p.m.

See page 5 for details. To register, contact CLCA Headquarters at (800) 448-2522, or visit clca.org/HTMM

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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Contact David Needelman for complete details.

Quinn Company
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David Needelman
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