



Volume 31, Issue 8
August 2021

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www.clcaslo.org



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

The 20th Annual CLCA-SLO Benefit Golf Tournament!

Friday, October 8, 2021

Join us for the tournament at Monarch Dunes Golf Course, 1606 Trilogy Parkway in Nipomo. All friends, family, associates, students, and CLCA members are welcome to participate in this 20th 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 Scholarshipst and the CLCA San Luis Obispo Chapter.

FRIDAY, OCTOBER 8, 2021

- Check in: 10:30 AM – 11:30 AM
- Shotgun Start: 12:00 Noon
- Dinner/Awards Banquet: 6:30 PM

REGISTER ONLINE

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

LOCATION

Monarch Dunes Golf Course
1606 Trilogy Parkway
Nipomo, CA
<http://www.monarchdunes.com>
(805) 343-9459

INFORMATION

Brandon West, 805-975-4761
805west1@gmail.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 21.

- 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

Registrations received after September 21, 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 21.

- Investor (includes a 4-some)..... \$1,000
- Donor (includes single player)..... \$500
- Hole Sponsor - Bronze (includes sign) \$150
- Holes Sponsor - Silver (includes sign, booth)..... \$250
- Hole Sponsor - Gold (includes sign, booth, premium hole sponsor, ie: longest drive)..... \$350

Register ONLINE at clcaslo.org

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2016-19 Evan Moffitt SiteOne LS Supply	2011 Aaron Huxley Hunter Industries	2005-06 Erik Wolting All Seasons Gardening & Landscaping	1998-2001 Bruce Courter Day Star Enterprises, Inc.	1994 Duane Morris Duane Morris Landscape Designer/Contractor
2014-15 Mike Kneeskern SiteOne LS Supply	2009-10 Erik Wolting All Seasons Gardening & Landscaping	2004 John Doyle J Doyle Landscaping	1996-98 Lloyd Gracey Pacific Coast Landscapes	1993 John Ruggiero Arcadian Gardens
2012-13 David Brown Mari Landscaping	2007-08 Jim Trask California Water Shapes	2002-03 Pat Connelly St. Francis Landscape	1995 Danté D'Alfonso D'Alfonso's Landscape	1991-92 Bruce Courter Day Star Enterprises



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Workers' Compensation Policy Requirements

Steven Cesare, Ph.D. The Harvest Group, Landscape Business Consulting | harvestlandscapeconsulting.com

A business owner from Illinois called me the other day to talk about his Company's safety program. Despite instituting a good safety program (e.g., training, documentation, accountability), the owner continued to see his company's annual workers' compensation premiums climb even though very few employee injuries occurred. At the risk of stating the obvious: This condition is all too common in the green industry.

Our discussion first considered potential new initiatives within the company. My professional opinion is that every company should have a dedicated Safety Coordinator position, equivalent to a Foreman, responsible for training, legal compliance, and investigations. Additionally, since most employee injuries occur in the field, I firmly believe companies should adopt extensive job site audits addressing safety behaviors like pre-job inspections which can identify potential hazards (e.g., holes in the turf, low-hanging branches, heaving roots, and slopes), proper lifting techniques, and safe equipment operation. I also recommended that the owner consider monthly safety raffles to reward those employees who demonstrate safe work practices on the job as noticed by their peers.

While pleased with those standard industry practices, the business owner became increasingly intense as the discussion migrated to external considerations.

It has been my observation that workers' compensation companies are getting much more money from their clients each year, all the while seemingly delivering fewer services to those same clients. The owner's eyes widened.

As a test to see how large I could get his eyes to expand, I gave him my three standard requirements that all companies should have included within their

vendor's workers' compensation policy .

1. The vendor must provide a well-rounded set of safety tools to the company: training materials, job aids, videotapes, standard operating procedures, cell phone safety apps, web site best practices, and reference materials related to the green industry.
2. The vendor must provide quarterly on-site support. A safety representative should review 4-5 jobs one day each quarter and share a written report to Company management capturing Start/Stop/Keep safety behaviors demonstrated by field employees.
3. The vendor must provide a thorough Company-wide OSHA audit (e.g., yard, office, shop) once a year. Workers' compensation companies frequently have former OSHA employees on staff and/or partner with former OSHA auditors to either identify safety shortcomings or defend the company in safety legal proceedings. Instead of waiting for an accident or a formal OSHA audit to occur, companies should take the pre-emptive stance of requiring their workers' compensation vendor to provide that same service proactively.

In case you were wondering, his eyes got so big, his monocle fell off his face.

I reminded the owner that in this instance, he is the customer, and he has a right to get his money's worth from his workers' compensation business partner. Employee safety is too important and too expensive to settle for mere administrative support from a vendor, when in fact customers need operational resources, guidance, and value to improve their safety programs.

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CLCA Legislative Bill Update

By Megan Rios, CLCA State President-Elect

Bill	Author	Priority	Position	Status
AB 12	Seyarto	3	Support	Senate Floor
Comments: This bill prohibits the Employment Development Department (EDD) from sending outgoing US mail containing an individual's social security number.				
AB 62	Gray	2	Support	2-year bill
Comments: Tax credits for Covid workplace conformance related expenses.				
AB 95	Low	2	Oppose	Dead
Comments: New employer mandated Bereavement leave.				
AB 332	Quirk (ESTM)	2	Support	Senate Floor
Comments: Treated wood regulation bill.				
AB 995	Lorena Gonzales	2	Oppose	Dead
Comments: Paid Sick Leave expansion.				
AB 1041	Wicks	2	Oppose	Senate Appropriations Suspense File
Comments: CFRA expansion definition of family is anyone designated as close.				
AB 1119	Wicks	2	Oppose	Dead
Comments: Expands FEHA to include "family responsibilities."				
SB 58	Wilk	3	Support	Assembly Appropriations Suspense File
Comments: This bill prohibits the Employment Development Department (EDD) from sending outgoing US mail containing an individual's social security number.				
SB 102	Melendez	2	Support	2-year bill
Comments: Prevents the Department of Consumer Affairs from license revocation related to COVID unless the Dept./Board can prove transmission resulted.				
SB 216	Dodd	3	Support	2-year bill
Comments: Expands license categories that require worker's compensation insurance.				
SB 304	Archuleta	2	Oppose	2-year bill
Comments: Increases the amount of authorized work, which exempts an individual from licensure requirements under the Contractors State License Law (License Law), from \$500 to \$1000.				
SB 606	Lena Gonzales	2	Oppose	Assembly Appropriations
Comments: Gives Cal/OSHA enhanced enforcement authority, including authorizing the agency to issue enterprise-wide citations and subpoenas, allowing it to impose more significant penalties on "egregious employers".				
SB 727	Leyva	2	Oppose	Assembly Appropriations Suspense File
Comments: SB 727 expands contractor joint liability to include liquidated damages.				

Drought Legislative Update

California now has a total of 50 of the state's 58 counties under an emergency drought declaration by the Governor. This represents just about every county except San Francisco and those in urban Southern California, or nearly 50% of California's population.

The original proclamation only included Mendocino and Sonoma counties due to the drought conditions in the Russian River watershed. Consequently, we are starting to see both voluntary and mandatory water conservation measures put into place.

The Governor proposed a total of \$3.7 billion in drought related aid in his May Revision to the budget and Legislature ultimately approved this level of funding. However, the final details of how these funds would be expended are not agreed upon yet. We anticipate more budget trailer bills after the summer recess is over and the Legislature returns on August 16th.

SLO Chapter Events

August 26 – Networking Social and Board Meeting
5-7 PM. Ancient Owl Beer Garden, 6090 El Camino Real, Atascadero. No set program, stop by for a beer and networking.

September 16 – Board Meeting
5 PM. Location TBA.

October 8 - Golf Tournament
12 Noon. CLCA SLO Chapter Golf Tournament. Monarch Dunes Golf Course, 1606 Trilogy Parkway, Nipomo. Brandon West, 805-975-4761 or 805west1@gmail.com.

October 21 - Board Meeting
5 PM. Location TBA.

November
Chapter Community Service Project. Date and time TBA. San Luis Botanical Gardens

December
LandPAC Fundraising Wine Tasting Event. Date and time TBA.

December - Board Meeting
San Luis Botanical Garden. Date and time TBA.



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Sponsor Spotlight: Hunter/FX Luminaire

Hunter | FX Luminaire

A global leader in the irrigation, landscape lighting, and custom molding industries.

Hunter Industries is a family-owned global company that provides high quality, efficient solutions for the irrigation, outdoor lighting, and custom molding industries. Their diverse array of products can be seen everywhere from residential landscapes, to stadiums, national landmarks, theme parks, city parks, commercial complexes, hotels, and municipal buildings around the world. Whether you're from New York, Shanghai, Sydney, Paris, Moscow, or Cairo, the odds are you've probably encountered a Hunter product somewhere along the way.

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,

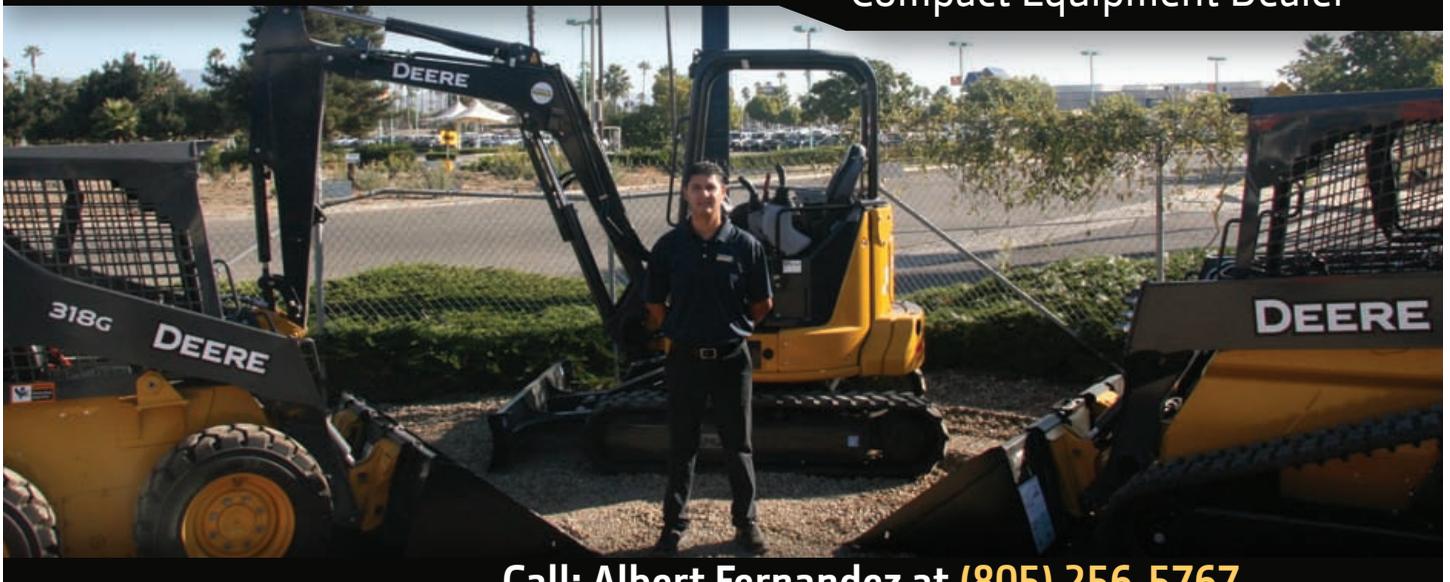
valves, controllers, central controllers, professional landscape drip, and weather sensors.

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 their infrastructure and capabilities, Hunter 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 also acquired a Custom Molding company and started Hunter Custom Molding.

Beyond efficient product innovation, Hunter is also known as a leader in outstanding customer service, product training and technical support in all of its business segments. Moving forward, Hunter is committed to pushing the boundaries of technology, conservation, quality, and customer experience in every product and project they undertake. In the factory, the office, and the field, Hunter puts innovation to work every day for every one of its customers around the world.

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