

2012 Annual Report

President's Message

Making our association relevant to members



It has been a pleasure and a fulfilling experience to be able to represent Landscape Ontario and our great industry this past year.

I have had the opportunity to visit several Chapters, and hope to visit all the Chapters by the conclusion of my term at the year-end of 2013.

I have also had the privilege to represent the association to federal and provincial members of parliament, as well as mayors and regional chairs.

I have done my best to enthusiastically tell our story of our great industry and its economic, environmental and social impact in improving quality of life.

I also had the opportunity to lead a delegation to the Netherlands to receive a sanction to build Flora Niagara in 2017. I cannot begin to tell you how electrified and awed the roomful of sanctioning committee members were when they realized the site for the world garden exhibition will be right next to the falls. I felt so proud to represent you at this meeting.

At the beginning of the year, I chose relevancy as the theme for my presidency. I believe this theme stimulates focus. For Landscape Ontario to be relevant to its members, we must know our members intimately, determine their needs, issues and problems and come up with solutions. Our association has developed many innovative programs that focus on the success of our members. I urge you to take advantage of them, as they can greatly enhance your growth and prosperity.

These are difficult times for our industry. For many years we have all endured the challenges with seasonality, dependence on weather, growing debt, more competition, increasing customer knowledge and lack of loyalty, as well as the global financial crisis. These factors make doing business today difficult. But despite these challenges,

I am convinced there is still opportunity for success and long-term growth.

Now more than ever, it is important for companies to be well organized, informed and up-to-date on all that is available to enhance growth, success and prosperity.

This winter is a good time to review your business goals and long-term planning. I urge you to take part in Congress 2013, the Prosperity Partners program and all the wonderful education programs that are offered at our home office in Milton.

Focusing the needs of our members is a LO priority, and always will be. We all desire:

- Financial growth and success
- Social interaction and a sense of belonging and community
- Learning/education/professional development (technical, as well as business)
- Legacy — the need to make a positive and lasting difference

As we consciously focus all of our activities on these four interrelated benefits, we will continue to grow in relevancy and prosperity.

The road to relevance and prosperity is engagement and leadership. It follows that the more we engage members and focus on their development as leaders, the more relevant we will be.

I cannot begin to tell you how rewarding the experience of being your president has been for me this past year. The hours I have spent volunteering for this great association have benefited me enormously and made me a more complete person.

Please consider increasing your participation in Landscape Ontario's events, activities, projects, sector and chapter groups. I guarantee you will find it the very best way to make the association relevant to you.

Respectfully submitted,
Phil Charal
President 2012 - 2013

Treasurer's Report

It was a year of constant flux



This year was one for the books. If you ever wanted to talk about the weather, this was the year to do it. From one of the earliest spring starts, through a non-stop summer season, all words were about busy days and success, despite our friends' trouble south of the border.

Many events captured the public eye this year, further spreading the word of Landscape Ontario and the Green for Life brand. Some key successes were the St.

James Park greening project and the Landscape Ontario garden at Canada Blooms. Members showed up yet again to let the public know that Landscape Ontario and its members are dedicated to the improvement of the environment and the public's quality of life in

their green spaces.

Despite downturns in associations as a whole in North America, Landscape Ontario is still a stable environment where we continue to grow. This is evident in this year's surplus of \$34,414, even though only \$526 was budgeted for. The surplus was allocated 50/50 to the promotional fund and the technology fund.

In an unstable global economy, we should all be proud of what Landscape Ontario is able to accomplish and promote on behalf of its members.

As your treasurer, I wish you all a productive and prosperous upcoming season.

Respectfully submitted,
Paul Brydges
Treasurer 2012

Executive Director's Report

Landscape Ontario thrives with engaged members



"Don't the hours grow shorter as the days go by?" This phrase from one of Bruce Cockburn's songs comes to mind as I report on the activities of 2012.

It is difficult to believe 2013 is here already. Even though it feels like the time is rushing by and change is accelerating at a record pace, one constant is our amazing membership. Landscape Ontario continues to enjoy the fruits of a very engaged and contribution oriented membership.

State of the industry

After two previous years of cold and wet springs, the start of the 2012 season was enthusiastically welcomed. The very early spring lengthened the gardening/landscaping season and stimulated much activity. Even though the summer was one of the hottest on record, members are generally happy with the season. All sectors are reporting increases from previous years.

A few highlights

The pages of this report are a testament to the enviable position enjoyed by Landscape Ontario in having so many members, who are so engaged in advancing the industry and association.

Green for Life branding

One of our members decided to take the Green for Life branding to a new level. Gro-Bark placed our logo on one side of its 50 ft. trailer.

St. James Park restoration

This event technically happened in late December 2011, but continued to be a highlight of 2012. No other event has garnered Landscape Ontario so much publicity. The residual effect of the goodwill generated by the 300 members who contributed their time and resources is still felt today.

Whenever we visit government officials, they invariably point out that we are the organization that restored the park. The goodwill opens doors and ears. On Earth Day 2012 and again in the fall, a number of volunteers returned to work with the community on spring



LO member Gro-Bark promoted the Green for Life brand on a 47-ft. trailer.



Members restore St. James Park.

cleanup and fertilization. Thanks again to our amazing members for their community building ethic

Canada Blooms co-locates with the National Home Show

We were able to double the attendance at Canada Blooms by co-locating with the National Home Show. The event became the largest indoor event in North America. Over 200,000 people were treated to an exceptional landscape, garden and floral experience. The rose growers under the leadership of John Bakker forced 500 roses for the show. Landscape Ontario dedicated the cover spot in *Garden Inspiration* magazine to the rose display. You can see the issue at <http://bit.ly/Inspiration>.



Dedicated to roses.

Also at Canada Blooms, members once again built an amazing Landscape Ontario garden. Please go to the following link to see the wonderful members who contributed to this project on behalf of the industry. www.landscapentario.com/canada-blooms-2012.

Expansion of the LO Trial Gardens

For the last few years, the association has partnered with the University of Guelph and hosted a trial garden for new annuals and perennials at the Landscape Ontario site. This year we created a large rose garden in order to showcase new varieties of roses.



Trial Garden open house.

New strategic direction for chapters

President Phil Charal's theme is Relevance. This has spurred a renewed effort to ensure that Landscape Ontario maximizes its relevance by helping members grow their businesses and raise our profile at the local level. There is a North American trend in associations to do away with chapters because of the cost and complexity. Landscape Ontario is doing the opposite. We are investing in our chapters, because they help make the association relevant in the local community.



Members return to work with the community.

Pest control products

The pesticide ban has made it very difficult to control weeds and insects in Ontario. Fiesta (iron chelate) has provided some relief, however, it is very expensive to treat large properties. Grub and chinch bug control are also very difficult. We have begun government relations efforts to ask the Ministry of Environment to fast-track low risk products currently available in the U.S.

Green Infrastructure Ontario (GIO) Coalition report

Landscape Ontario is a founding member of the Green Infrastructure Coalition. The purpose of the coalition is to influence government to consider "leafy" green infrastructure as important as grey infrastructure. In many cases, green infrastructure can save governments millions of dollars in grey infrastructure expense. The report is available here: <http://greeninfrastructureontario.org/report>.

Our next step is to act on the priorities set out in the report. In simplest terms, the purpose of GIO



Changing views on how the public sees plants.

2012 ANNUAL REPORT

is to change the way governments and the public view plants and green space. Most people understand the aesthetic benefits. Few understand the broader societal benefits. Here is a simple definition, "Green infrastructure is defined as natural vegetation and vegetative technologies that collectively provide society with a broad array of products and services for healthy living." A more detailed definition is available at <http://greeninfrastructureontario.org/benefits>.

Trees for Life coalition

Parallel to the Green Infrastructure Ontario initiative, Mark Cullen brought together many stakeholders to determine ways to work together to double the tree canopy in urban areas. Mark's leadership and passion have opened many doors in government and media. At the launch, Landscape Ontario members once again demonstrated their talents and character and volunteered to plant 83 large trees at Bishop Romero High School in Toronto. Thank you Dr. Landscape (Tony Lombardi), Jorg Hermanns Contracting (Jorg Hermanns), Shamrock Garden and Landscaping (Cathal Boyd), Landcare (Rob Crysdale) and BTN Nurseries (Jeff Olsen) for your generosity.

World Garden Event 2017 – Niagara

LO is excited with the progress made to host an AIPH-sanctioned World Garden Event in Niagara in 2017. We have raised the money to develop the master plan. The site will be in Niagara Falls within walking distance to the falls. We have been successful in bringing a number of organizations together including Niagara Parks Commission, Royal Botanical Gardens, RDEE (French Economic Development Organization), Niagara Tourism Partnership and the Hamilton/Brant Tourism Partnership.

President Phil Charal was on hand at Floriade in the Netherlands

to receive the official sanction for the event from the AIPH. Now the work really begins. Please see www.floraniagara.com for more information. Thanks to Michel Gauthier and Carol Cowan for their tireless effort in working to make this dream a reality.

Nursery Plant Health Committee

In reaction to the boxwood blight scare and the almost weekly pest threats faced by the nursery sector, Landscape Ontario has revived the Nursery Plant Health Committee, under the leadership of Tom Intven. There is a movement within the group to advocate for the Clean Plants program.

Chapter community projects

The chapters continue to reflect the very best of the industry through community projects. Each chapter has made significant contributions totalling hundreds of thousands of dollars across the province. Our industry is special.

Public relations summary

- St. James Park spring tune-up
- Canada Blooms garden
- *Garden Inspirations* magazine
- London Home Show, Jan. 2–29
- Windsor Winter Blooms, Mar. 2–4
- London Master Gardeners Seedy Saturday, Mar. 10
- Canada Blooms, Mar. 16–25
- Kitchener/Waterloo Home Show, Mar. 23–25
- Sarnia Home Show, Apr. 13–15
- New Gardens Show at RBG, Apr. 26
- Mark Cullen Coalition, doubling tree canopy in urban areas
 - Green Infrastructure Report, completed
 - Yonge St. Planter Challenge

Government Relations Summary

- Niagara Tourism Partnership and World Garden Event
- Minister Chan, Tourism
- Minister McMeeken, Agriculture
- Deputy Minister Hope, Agriculture
- MPP Kim Craiter, Niagara
- MPP Rob Nicholson, Niagara
- Councilor Kristin Tam, Planter Challenge
- Queen's Park press conference, GIO — 13 ministers, deputies and staff
- Councilor Sarah Doucette, High Park
- Helena Jaczek, parliamentary assistant to Minister of Environment
- Meet with MOE senior policy director and communications director
- Queen's Park press conference on Green Infrastructure Report, March
- Parkwood/Durham College, Flaherty meeting and started new post-secondary program
- Deputy Minister of OMAFRA, Fareed Amin and administrators Bonnie Winchester, Aileen MacNeil, Jason McLean
- Humber College, Dean's Advisory Committee
- Mayor Ford at Congress
- MP Royal Galipeau, National Tree Day and Rose Program Announcement at Congress



Drawing shows area for Flora Niagara 2017

- Meeting with Minister Kent, Trees for Life and Flora Niagara
- Hosted Taipei delegation
- Greening Highway AAC meeting and follow-up with Vineland and MTO
- Smart about Salt, Ottawa, Waterloo, Halton, etc.
- Veterans Memorial Parkway Project
- Conservation Authority meeting to deal with nursery encroachment issues
- Meeting Ministry of Tourism with Phil Charal
- Niagara session on nutrient abatement issues with Tom Intven
- Bid Committee meeting with Niagara Parks and Niagara Region Tourism Alliance
- WSIB, snow sub-contractors

Human Resources Development – Long-term

- Congress, 1,030 students attended
- Connecting educators meeting highly successful
- Key educational and government stakeholders participate in strategic brainstorming to improve connection with industry
- Parkwood partnership with Durham College announced Feb. 29, 2012
- Working on landscape design program at Ontario universities and perhaps Sheridan College
- Continued secondary and post-secondary program development and support
- Continued involvement with Skills Canada
- Continued advocacy with the Secondary High Skills Major Program
- Apprenticeship
- Microskills Employer Connection grant project
- LO members appointed to College of Trades -Trade Board
- Liaise with St. Clair, Humber, Algonquin, Loyalist, Kempville, Niagara, Fanshawe, Durham College and University of Guelph.

Professional Development

Professional Development		
Event	2012	2011
Conference Pass	335	396
Single Day Pass	180	157
IPM	335	350
CLP	7	9
Landscape Designers	140	150
Irrigation Conference	80	96
Lighting Conference	90	90
	1,167	1,248
Life Lessons at Lunch	Full and well received	

Seminars 2011-2012

Seminars — 143, attendees — 1,347, Building Your Prosperity attendance — 36

Sector events/update

- Growers auction, July 19 at M. Putzer Hornby Nursery
- Snow and Ice, returning to annual event at LO on Sept. 20, seminars, trade show and barbecue.

- Lighting conference, Feb. 7, 2013
- IPM Symposium and Landscape Designers Congress Conference; 2013 rosters being finalized
- Irrigation Conference, luncheon event at Congress
- Applying for apprenticeship program
- Planning underway for 40th anniversary celebration at awards ceremony at Congress

HR Employer toolkit: www.horttrades.com/HRToolkit

Certification				
<ul style="list-style-type: none"> • CHT- Retail - Ontario March • CLD & Interior Manual Development 				
CLT	CHT	CLD	CLP	Total in Province
521	71	53	77	722

Staff and Office

- New trade show staff Heather MacRae and Darryl Bond
- Website review by Analytics Exchange
- Regional Relevancy Strategic Plan
- Insurance Buying Group Investigation

Permanent Horticultural Research Chair at Vineland — Mission accomplished

Sheridan Nurseries 100 year anniversary

Not many of our members reach 100 years. We look forward to celebrating in 2013 with Sheridan Nurseries. Their contribution to the growth of the industry is phenomenal. Sheridan also made all of Canada proud by winning International Grower of the Year Award from AIPH (International Horticultural Producers Association).

Salt rate research

LO is supporting research at the University of Waterloo to determine the correct amount of salt to use for keeping parking lots safe in the winter. There is currently no standard in the world. Determining a standard will bring environmental and risk management benefits.

This is a brief summary of some the issues and activities of Landscape Ontario. As long as we continue to attract contribution-oriented leaders, we will remain a strong association.

Respectfully submitted,
Tony DiGiovanni CHT
 Executive Director 2011 - 2012

2012 Chapter reports

The regional needs of the members are served through a network of nine chapters. Through monthly meetings and promotional activities, the chapters represent an ideal way for member companies to keep abreast of local industry concerns. The two most sought after membership benefits — education and networking opportunities — are provided through the association's regional chapter structure.

Durham

President: Greg Scarlett CHT

Past president: Brian Marsh

Provincial board representative: Mark Humphries

vice president: Ed Hewis

Secretary/treasurer: Carol Fulford

Directors: John Fulford, Brian Baun, Norm Mills, April Scarlett, Harry VanStavern

The Durham Chapter held meetings on the first Tuesday night of each month, typically at the Holiday Inn in Oshawa.

February 2011: The Chapter welcomed speaker George Urvari from Oriole Landscaping who discussed how he uses LMN at his company. He said he used it for everything from estimating and profitability of landscape projects to income statements. It was an informative look into an effective tool to manage your business.

March 2011: The Chapter had a great turnout of 26 members to the meeting in March. Valerie Whalley from Workplace Safety and Prevention Services talked about a checklist for the healthy and safe workplace. Ed Paradis from MTO explained a facility audit. Elections saw the executive board membership remain the same, with no new nominations.

August 2011: Durham Chapter's Annual Barbecue was held at Arnts Topsoil. It was a beautiful and sunny day with 225 people in attendance, making it the best turnout in Chapter history. There were 27 suppliers in attendance. Everyone enjoyed roast beef on a bun, corn-on-the-cob and refreshments. It was an afternoon of great food and lots of networking.

October 2011: Parkwood Estates hosted a guided tour of the majestic grounds, as well as the estate house and greenhouse. The history of the property was discussed and the future relationship between the Durham Chapter and Parkwood continues. It was an enjoyable and informative tour.

November 2011: A presentation on processes, performance and profitability was given to an attentive audience and was well received. It gave business owners the how-to of using process-based management for improving your bottom line.

Message from the president

It has been another successful year, and I would like to take the opportunity to thank all of the board members for their continuous support. Also, a thank you to all the companies that donated items towards door prizes at our meetings.

Thank you to Carol Fulford who always goes beyond the call of duty as treasurer, keeping all of our meetings running smoothly and

the additional time spent in organizing events for the Chapter.

As president of the Durham Chapter, I have enjoyed another year of being a part of our board.

Respectfully submitted,

Greg Scarlett CHT

President, 2010-2011

Georgian Lakelands

President: Jeff Lee

Past presidents: Michael LaPorte CLT, Mark Goodman, Nick Soltz, Robert Adams

Treasurer/ Provincial representative: Gary MacPhail

Secretary: Lynne Barnes

Directors: Andrew Beattie, Earle Graham, Kevin Hackson CLT

The 2011-2012 season started out with the annual golf tournament. This sold-out tournament was unlucky with the weather, as it rained all day. Members didn't seem to mind and played right on through the 18 holes.

The October Chapter meeting held in Meaford was all about the fundamentals of branding your company. This ever-important topic applies to all companies, regardless of sector.

The November wine and cheese event was a great opportunity to visit the east side of the Georgian Lakelands Chapter district.

The holiday social and casino night was a great time for all who attended.

This year's Snow Day saw the best attendance ever. The event was a great opportunity to meet fellow members in a fun and social environment.

The annual Ministry of Transportation event in March was a great opportunity for members to learn about MTO rules and regulations. It was an excellent way to kickoff the season and get your team on the right track for a safe and compliant year.

A number of members helped with the annual food drive in Thornbury in support of the Beaver Valley Outreach.

The Chapter's contractor barbecue was a great event hosted by Maxwell's Landscape Supply in Collingwood. The event featured a great dinner and Caterpillar staff members were on hand to talk about skid steer maintenance.

Chapter members attended two spring home shows with our trailer; one in Thornbury and one in Creemore. This was a great way to promote Landscape Ontario and meet members of the community.

Members participated in National Tree Day on Sept. 26, and planted four trees in the area.

Respectfully submitted,

Jeff Lee

President, 2012-2013

Golden Horseshoe

President: Fiore Zenone

Past president/ Provincial board representative:

Tim Cruickshanks

Vice president: Walter Hasselman

Treasurer: Bruce Wilson

Secretary: Paul DeGroot

Directors: John Bos CLT, Patrick Evangelisto, David Pierce, Jeff Smith, Deanna Van Varik

Sept. 15, 2011: The annual chicken roast was hosted by Premier Equipment (John Deere) of Smithville. Dave Moore and his team did a phenomenal job setting up a fun-filled event for all. Members participated in a Gator track course and zero-turn mower course with best times in each winning a prize. They also had mini-excavator and skid steer demos. For the younger ones, an air-jump castle and decorating plant containers kept them occupied as their parents mingled. The shop was emptied and turned into a spectacular reception hall. Thanks again to Premier Equipment for hosting this great event.

Oct. 22, 2011: A much-needed effort was brought to our attention by LO member Adam Bienenstock, who requested help for a family needing a wheelchair access for front walkway. Darren Smith, a resident of Ancaster, was struck by ALS. It wouldn't be long before he would soon be confined to a wheelchair. However, the home had no wheelchair access. A number of Chapter members, led by Walter Hasselman, showed up on Saturday at 7:30 a.m., and by 3:30 had excavated, installed a base and 300 sq. ft. of pavers, along with a skid of sod. The finished project created access for a wheelchair from the driveway, along the front of house and up to a deck. Darren, his wife Leslie and family were surprised at how fast our volunteers installed everything. They were all pleased with the results. Thanks to Cap Brick and Hamilton Sod for donating materials to the cause.

Nov. 3, 2011: This Chapter meeting featured Rory Sheehan discussing conversational sales. Sheehan taught us that if you're telling, then you're selling, and prospects will see right through what you are trying to do. His presentation on the new approach to sales was a huge success, attracting over 40 members to the meeting. The evening also included an informative presentation on apprenticeship.

Feb. 9, 2012: Entitled Landscaper Rant, this was the first time the Chapter held this type of meeting. Everyone agreed it was a great success. In a round-table format, each person was given a series of questions to open up and RANT-on. They enjoyed it and requested that we do more of this type of meeting in the future.

Mar. 22, 2012: The annual general meeting, entitled Gear-up for Spring Event, was hosted by Grand River Natural Stone (Stoney Creek location). Grand River rented a near-by venue, the Grand Olympia. Over 100 members enjoyed a hot lunch that was followed by a presentation by Ian Walters of MTO. After the meeting, Grand River invited everyone back to the yard to tour its facility and services. Thanks again to Grand River for hosting this annual event.

Apr. 24, 2012: For as long as many long-term members can remember, the Chapter has jointly sponsored an Arbor Day event with Connon Nurseries/NVK. Unfortunately, there was never a year that the Chapter could find a convenient time to participate. We decided this year to make an effort and were very surprised and pleased with the results. The event is led by the City of Burlington and selects a different city school every year that is in need of trees

or greening up. This year's school was John T. Tuck Public School. The event started with an assembly in the gymnasium, where the benefits of trees and the meaning behind Arbor Day were explained to the students. On hand were mayor of Burlington, MP, and school trustee. Everyone then went outside and the students, together with the city of Burlington employees and Chapter members, planted ten trees throughout the property. This event was very rewarding, and allowed members to see the industry message being passed onto our future generations. It's definitely an event the Chapter needs to be more involved with in the future.

Aug. 15, 2012: This year's annual golf tournament was again held at Willow Valley Golf Course in Mount Hope. Over 130 golfers enjoyed the social event. Attendees all had a great time at this shotgun tournament with steak dinner and prizes. Local suppliers also were as supportive as always, contributing to another successful year.

Respectfully submitted,

Fiore Zenone

President, 2011-2012

London

President: Grant Harrison CLT

Past president: Tim Craddock

Secretary: Nicola Kamp

Directors: Jan Hunter, Derek Geddes, Jarrett Woodard, Jason Zehr, Jerry Hakkers, Mike Martins, Ryan Marshall, Paul Synders, Pete Vanderley

September 2011: This was an open forum meeting to discuss future plans of the Chapter.

October 2011: This Chapter meeting included Workplace Safety and Prevention Services, covering health and safety needs that concern members.

November 2011: Mirella Zanatta from First Impressions Consulting was the guest speaker at this meeting. She helped members understand the power of a goal achievement process.

March 2012: Thanks to Congress 2012, we duplicated one of its seminars, featuring representatives from the MOL, WSIB and WSPS. This seminar was well attended and provided members with a great opportunity to seek answers to some of their most pressing questions.

July - Gardens of Distinction Tour: It was a gorgeous July day when over 100 people enjoyed the fourth annual Landscapes of Excellence Tour, featuring ten properties in the London area. The tour provided plenty to see and be inspired from the landscaped gardens created by London Chapter members. All funds raised will go towards our next community garden project. We look forward to raising the stakes next year.

Golf tournament: It was another beautiful day on Sept. 14 for the 7th annual London Chapter Golf Tournament at Pine Knot Golf Course in Dorchester. Over 120 golfers enjoyed a day off work in the sunshine, as well as a fantastic dinner. A big thank you goes to all of our sponsors, with special mention to Bobcat of London.

Veterans Memorial Parkway: Once again the London Chapter joined the executive of the Veterans Memorial Parkway Community Initiative Program (VMP) with a clean and green day for the Parkway on Apr. 28. The highway was cleared of litter and debris. The Chapter has committed itself to future beautification of this parkway. On Sept. 29, we helped plant over 200 trees along with 80 horticul-

2012 ANNUAL REPORT

ture students from Fanshawe College and the Boy Scouts. Local business volunteers along the highway also came out to plant.

Chapter coordinator: We thank Carla Bailey for great work she provided to the Chapter and wish her well as she starts full-time employment with one of our Chapter firms. In the interim, we are extremely grateful that Wendy Harry has returned to fill in the gap.

Respectfully submitted,
Grant Harrison CLT
President 2012

Ottawa

President: Chris Burns CLT

Vice president: Ed Hansen

Past president: Sarah Johnston

Treasurer: Sundaura Alford CLD

Provincial board representative: Bruce Morton CLP, CIT

Directors: Jim Curran, Tim Dyer, Stacy Elliott, Bert Minor, Kelly Mulrooney-Cote, Patricia Stanish CLD, Chris Urquhart CLP

The relocation of the Ottawa Chapter meetings to the Royal Canadian Legion 641 in Barrhaven proved to be a great decision. This year's meetings consistently attracted over 40 attendees, who were provided lunch, a great speaker and tickets to 200 level seats at an Ottawa Senators game.

Speakers at the meetings included floral designer and owner of Mill Street Florist Joanne Plummer CAFA, Terry Lussier of Action-Coach and the Rideau Valley Conservation Authority. The Chapter also held its first annual Christmas social and dart tournament in December.

The 2012 AGM included a presentation by LO executive director Tony DiGiovanni on the topic that relevance is face to face, including the five competencies of Prosperity Partners program.

The October 2012 Chapter meeting was on the timely topic of the emerald ash borer and its damaging effects in the Ottawa region. Thank you very much to Patricia Stanish, Sarah Johnston and Kelly Mulrooney-Cote for their dedication and extensive planning of all the Chapter meetings.

Day of Tribute

The Ottawa annual Day of Tribute to members of the Canadian military and their families took place at National Military Cemetery at Beechwood. This year saw a change in the event's chairperson. Retired Chief Warrant Officer Pete Campbell from Geosynthetic Systems welcomed participants from nine local members and dignitaries from Department of National Defense, The War Graves Commission and the National Military Cemetery at Beechwood.

Retiring from her position as event chairperson this year was Sharon Rouette-Urquhart. She was the force behind this annual event since its inception in 2005. Special thanks to Sharon for her vision and leadership over the years on this great event.

Chapter seminars for the fall and winter included an advanced level pruning course, social media and more. The board of directors is dedicated to providing on-going education opportunities to all members throughout the year. The Ottawa Chapter education committee is chaired by Ed Hansen with members Sarah Johnston and Bert Minor.

GreenTrade Expo 2012

The CE Centre was host to the 2012 GreenTrade Expo, Ottawa

Chapter's yearly trade show. Bruce Morton has been this event's chairperson since its inception in 1993. This year included over 100 exhibitors from all categories of the landscape and horticultural trades.

The show floor was at full capacity, with all the booth space sold out. Attendance this year increased from previous years. This year, exhibitors were offered a sales training program from Terry Ledden of Sales About Face, Sandler Group. The show floral displays were once again designed by Beth Edney CLD.

This year also included urn decorating with participation from local landscape designers. The day began with a sold out contractors' breakfast that included a presentation from the MTO. Ongoing during the day were free business education seminars covering safety topics, social media, marketing your business, and small business computer solutions.

GreenTrade Expo 2013 will celebrate its 20th anniversary on Feb. 13. It has become eastern Ontario's showcase of the green industry and product services.

Golf tournament

The Ottawa Chapter charity golf tournament took place on Aug. 22, at the Canadian Golf and Country Club in Ashton, just outside of Ottawa. This year's tournament had an increase in participants of 85 golfers.

With an early start to the day at 10 a.m., breakfast was served before the shotgun start. After the course was completed, attendees enjoyed live music with dinner, rounded out by the raffle of the large prizes. This year every golfer received a door prize as a thank you for attending the tournament.

Through the great participation of members and sponsors, this Chapter event raised enough money to donate \$5,000 to the Children's Hospital of Eastern Ontario Foundation. The cheque will be presented during the annual telethon in May of 2013. Thank you to event chair Stacy Elliott and director Chris Urquhart for their dedication and work on this year's tournament.

Certification test days

The 2012 Ottawa and Upper Canada Chapter certification test days were held on Sept. 27 and 28 at Kemptville College campus, University of Guelph. Ottawa committee chair Kennedy Johnston CHT of Peter Knippel Nurseries welcomed 18 candidates for both their written and practical examinations. Judges from both Chapters participated in the event. The local landscape and horticultural students from both Algonquin and Kemptville were given a tour of the stations as part of the local initiative to keep students informed of the value of certification.

Cancer Survivors Park

This Ottawa landmark, located on Alta Vista Drive in Ottawa, has been maintained by Ottawa Chapter members for many years. Under the guidance of vice-president Ed Hansen of Hansen Lawn and Gardens, volunteer maintenance took place on a bi-weekly schedule throughout the summer. The following companies participated this year: Clintar Landscape Management, Ottawa, GreenLife Garden Care and Landscaping, Greenscape Watering Systems, Hansen Lawn and Garden, Lafleur De La Capitale, Lindsay Landscapes, Natural Impressions Landscaping, The Professional Gardener and Zone 5 Landscaping and Property Maintenance.

It was another great year for the Ottawa Chapter. We have dedicated and passionate members who always step up to the plate to donate time and effort to the many events in our city. Thanks to

everyone involved and let's keep it rolling into next year! We are fortunate to have such an involved group.

Respectfully submitted,
Chris Burns CLT
President 2012

Toronto

President: Lindsay Drake Nightingale
First vice: Arvils Lukss
Second vice: Allan Kling CLP
Past president: Fiona Penn Zieba
Treasurer: Sabrina Goettler CLP
Secretary: Janet Mott CLP
Provincial board representative: Ryan Heath CLP, CLT
Directors: Janet Ennamorato, Mike O'Connor, Shawn Foley CIT, Paulo Dimingues CIT and Jonas Spring

The 2011-2012 season was filled with successes for the Toronto Chapter. Below is an outline of the accomplishments. We continue to encourage members to attend Chapter events as a way to connect and network, as well as to learn and discuss issues important to the industry and members. As a result of membership feedback, we found a new location for our dinner meetings and chose a consistent day of the month to hold our monthly meetings.

October 2011: The 2011-2012 season began at our new location, the Latvian Centre, with a new approach to encourage open dialogue among members. We held a networking dinner with roundtable discussions led by a mentor to encourage continuous dialogue. The success of this meeting allowed us to gather topics for upcoming meetings. The feedback was terrific.

November 2011: After the success of the October meeting, we carried on with a similar format and used the scenario, Consulting for a new company by creating a sales and marketing plan. Again, dinner and networking created a terrific opportunity for open discussion.

December 2011: The Chapter had not held a holiday social in a number of years, and we decided to bring it back. This year's well-attended social was held in the pub space of the Latvian Centre. A couple of comedians entertained the crowd and there were numerous raffle prizes to take home. Delicious food, terrific entertainment and great networking made for a wonderful evening.

In early December 2011, the Chapter membership had the opportunity to support the community with the restoration of St. James Park after the Occupy Toronto movement left a trampled, sad space. The greater Landscape Ontario community, including the Toronto Chapter and sector groups, was led by Alan White of Turf Systems and Kyle Tobin of LawnSavers Plant Health Care. They all created beauty out of ugliness. Bravo to all those involved!

February 2012: Another successful full-day seminar was held at Sheridan Nurseries (a key sponsor) in Unionville. The Elements of a Successful Business involved presentations from EnviroBond (a key sponsor), Rob Kennaley on contract risk management, Mike Wingardner, MTO transportation enforcement officer, on vehicle safety, and Janet Brewer from Workplace Safety and Prevention Services. There were over 70 participants at this year's workshop. We all look forward to another successful day in 2013.

March 2012: Toronto Chapter members volunteered and built gardens including the Landscape Ontario garden at this year's Canada Blooms. It was the first year to co-locate with the National Home

Show. The beauty of the whole experience showed the commitment of the entire industry to continue to provide the wider community (local, provincial, and national) with an outstanding garden festival. Exceptional experience!

April 2012: The Annual General Meeting was the very successful. We were able to engage J.P. Lamarche as our guest speaker. He spoke about the future of landscaping with a frank discussion on "uber management" — raising productivity in order to continue to make a profit. It was a great evening of networking and information.

July 2012: The annual golf tournament took a hiatus this year, but we are looking forward to a strong tournament in 2013.

August 2012: Again this summer, the annual baseball tournament was held at Richmond Green in Richmond Hill. The tournament trophy was won by the crew from Sheridan Nurseries with Moondale (Arbordale Landscaping/Moonstruck Landscape Lighting) coming in second and the team from EnviroBond rounding out the winners for third place. A delicious barbecue lunch was enjoyed by everyone. Despite a couple of cuts, bumps and bruises, it was a great day in the sunshine.

Our Chapter could not carry out its many events and activities without the support, dedication and sponsorship of our terrific volunteers, board members, suppliers and Landscape Ontario staff. Everyone contributes to make Toronto Chapter successful!

As the outgoing president of the Toronto Chapter, I would like to thank all of the board members who I have had the pleasure to work with over the years. It has been quite a ride!

Respectfully submitted,
Lindsay Drake Nightingale
President 2011 - 2012

Upper Canada

President/Provincial board representative: Terry Childs
Vice president: Neil Bouma
Past president/Secretary: Dan Clost CHT
Treasurer: Pamela McCormick CLP
Directors: Judy Bell, Ken Dehaan, Paul Doombos CLP, CLT, Sian Pritchard, Lisa Smith, Andre Ypma

It has been a busy year, and an odd year for the Upper Canada Chapter. An almost snowless winter, early spring, and a very hot dry summer added a few challenges to most of our businesses. Many of our members found that work was available, but customers needed more attention than in previous years, which increased office time and overhead loads. In short, we all learned a bit more about cash flow, customer service and gritting through tough (hot) conditions. The past year has highlighted the resilience and quality of our members.

Nancy Lewis of Meta Pre-Vocational Services, an expert on the new *Accessibility for Ontarians with Disabilities Act*, and Fred Young from Workplace Safety and Prevention Services addressed the membership at the first general Chapter meeting.

The February meeting saw the Chapter deal with strategic planning in order to address the low turnout at meetings, which was causing some concern. A brainstorming session at this meeting tried to deal with the situation.

In March, we were privileged to have Karl Stensson of Sheridan Nurseries as our guest speaker. He discussed garden centre operations and general business marketing. It was an excellent presentation.

2012 ANNUAL REPORT

MTO came out to again try to alleviate fears of members in dealing with loads and documentation.

April saw the second annual training days hosted by Nature's Way in Gananoque. In August, we had an excellent opportunity to listen to and speak to Bryan Emmerson about the seven qualities of effective leadership.

The quality of the information from this year's meetings and training events was second to none. Thank you to all our presenters, sponsors and organizers.

The year ended with the dates and topics for the 2012-13 Chapter meetings. Hopefully, we can leverage this to encourage more members and their staff to attend meetings.

Our membership also had many opportunities to socialize during the course of the year. We competed in our first squash tournament, which was organized by Dan Clost. We broke bread together at Shoeless Joe's. We whacked little white balls with sticks and had a few beverages at our annual golf tournament. The golf event was set into motion by Paul Doornbos and Stephen Poole.

Our community project for 2011-2012 was to create a sensory garden for Community Living Quinte West at its training site in Trenton. This was a two-day build involving many members, potential members and bucket-loads of sweat equity from stakeholders. Day one saw the sidewalk built and the base prepped for the patio/raised beds, as well as preparation for day two's work of planting the beds, laying sod and using a variety of pavers to create a patio and raised bed area. The project was a huge success and the stakeholders were extremely grateful. It was fun and food for all.

Many of our Chapter members were recognized for their work as professionals and volunteers, when a Community Partnership Award was handed out for our work in building the sensory garden at Community Living Quinte West. Connon Nurseries was individually recognized with a Business Recognition Award for its volunteer support in the development of the sensory garden.

The 7th annual presentation of the Landscape Ontario Commercial Beautification Trophy was awarded to Bonita Glover of The Garden Network in Stockdale. Lisa Smith attended the meeting of the Trenton Garden Society and made the presentation. Bonita was awarded the trophy for gardens around her family home, which also make up a portion of The Garden Network's retail space.

We hit an important milestone in April, when our first class of apprentices graduated out of the classroom portion of the Horticultural Trades Apprenticeship program. Many will remember the arduous task of bringing the program to the area for our adult apprentices. Thank you all for supporting the program, and special thanks to Dan Clost for his relentless effort. Going forward, we still have some obstacles; let's keep the pressure on.

The Upper Canada Chapter finally has an electronic presence through our very own Facebook page. We have decided this could be one way in reaching the members and their staff.

Upper Canada was also well represented this year on Congress and Expo Planning Boards, as well as other provincial committees.

Thank you to everyone who worked to make the last year a success and to everyone who will to make this coming year even better. Hope to see you all at our next meeting.

Respectfully submitted,

Terry Childs

President 2011-2012

Waterloo

President: Robert Tester

Vice president: Randy Adams

Provincial board representative: David Wright CLP

Treasurer: Helmut Zgraja

Secretary: Jeff Thompson

Directors: Cor Bultena, Richard Burch CIT, CLP, CLT, Jason Dietrich, Don Prosser CLD, CLT

Waterloo Chapter had another busy year with seven meetings. Topics covered technology, taxes, networking, marketing, sales strategies and new plant varieties.

One very well-attended meeting was the Landscaper's Rant. Lots of positive comments came from those in attendance, as members had the opportunity to share and gain different ideas on common issues of concern. We also had the opportunity to have our local high school students present. Our members were able to see the work and achievements of students taking horticulture in the classrooms and how the program has grown over the past few years.

Throughout the year, we hold many social activities for members and events in which we continue to give back to the community. Our annual events for members include a baseball tournament and our fall freeze-up dance. Again, both these events were well attended.

Our community events, which are member-based, include the golf tournament, school greening projects and Kids Ability.

Funds raised at the golf tournament are donated to the LO Foundation for scholarships, our school greening projects and Kids Ability. We continue to support our local high schools by holding a Regional Skills competition prior to Skills Ontario in Waterloo. The winning high school team at Skills Ontario was from Upper Grand District School Board, one of our supported schools. Well done!

Our 2012 school greening project took on a new look this year. We decided on a more active role to select the school to receive the makeover. We hosted a competition among the schools within our Chapter. The students had the opportunity to convince us their school most needed the makeover. There were 11 submissions reviewed and five were invited to present the school plan to a panel, which decided who won the makeover.

The winning school was St. James High School in Guelph. The project was completed for National Tree Day and received great reviews from the students, staff and community.

Thanks to all of our great members who, time and time again, step up to take part in our many social activities and volunteer to help in our many great community events. It's great to be a member in the Waterloo Chapter!

Respectfully submitted,

Rob Tester

President 2010-2011

Windsor

President: Nino Papa
Past President: Mark Williams
Vice president/Treasurer/Provincial board representative: Don Tellier CLT
Secretary: Jay Rivait
Directors: Dan Garlatti, Chris Power, Chuck Pronger, Karl Klinck, Mike Connell, Shannon Boynton, Jesse Couvillon

What an exciting time it's been for the Windsor Chapter. In addition to many educational and informative meetings that featured guest speakers relevant to many facets of our industry, the Windsor Chapter has been busy with community events and a restructuring process that has proved very beneficial for our board and members at large.

As a Chapter, we identified the need to increase participation and at the same time improve the brand awareness of Landscape Ontario, its services and member benefits. With this in mind, each initiative for our Chapter during this term was to enhance and broadcast the Landscape Ontario brand. To achieve this, we reached out to related industry associations including the Greater Windsor Homebuilders Association (GWHBA). In March, we combined our annual Winter Blooms show with the annual GWHBA home show. It featured a build done by students from St. Clair College and highlighted LO's director of public relations and membership services Denis Flanagan as the headline speaker. This was a completely new concept that would never have been a success without the commitment and hard work of so many of our members.

In September, we held our annual Chapter golf outing, which had more registrants than any previous golf outing. Unfortunately, due to rain, the golf was cancelled, but a great dinner and awards ceremony were enjoyed by those in attendance.

The annual Awards of Distinction evening was held at Top Grade Landscaping. It was sponsored by Williams Nursery and attracted more than 65 members, students and special guests. Everyone had a great evening of friendship and showcasing of the great work and services provided by landscape companies and suppliers in the Windsor Chapter. I would like to mention a special thank you to Tony DiGiovanni, Helen Hassard and Denis Flanagan for taking the time to be with us on this special evening.

On Earth Day in April, many of our members participated in a tree planting at St. Anne's French Immersion School. A large number of trees were planted and our Chapter, as well as Landscape Ontario, was gratefully recognized for the contributions.

Our members provided material and labour for the design and build of the Solidarity Gardens at the Hospice of Windsor. This very important garden allows families to have a unique setting and reprieve from the difficulties of having a terminally ill loved one in the hospice. The dedication for this garden was held in June and hosted by the Hospice of Windsor. Of the many projects and community initiatives that our Chapter has taken on, I know for certain that this is one of which we are most proud.

In July, Windsor Chapter held its second annual baseball tournament. Congratulations to Bellaire Landscape for capturing the tournament crown that featured over 70 spectators and athletes. The games were followed by a great barbecue, where competitive differences were set aside and a great time was had by all. The success



It was a proud day for the Windsor Chapter when the dedication of the Solidarity Gardens at the Hospice of Windsor took place.

of this event over the last two years makes it one event that many of the Chapter members look forward to.

Our Chapter had the honour and special privilege of meeting Olivia Klingbyle, a little girl that has been challenged by many health afflictions in her young life. I personally have come to regard her as the most shining example of the benevolent, caring and compassionate people who make up the Windsor Chapter. Olivia's modest and simple request to have her very own accessible garden in her backyard was all that was needed for the members of the Windsor Chapter to step up and make it happen. With the tremendous leadership of the staff at Garlatti Landscaping leading the way, I am very proud that Olivia now has her new backyard and garden that she can utilize for therapeutic purposes. But, there is also another purpose that is just as important...and that is to simply be a child. I am so proud to have been a part of this project and know for certain that she has given each of us the opportunity to be better people. Thank you to our members, and especially thank you Olivia.

Our Chapter undertook an initiative to implement a new committee structure to help make what we do more identifiable for our members. The following committees were formed and are now fully functional as part of our Chapter operations: Education and Skills Development, Community Initiatives and Marketing, Events, Membership Services and Election Committee.

I want to thank the many members who have taken the time to contribute to these committees to make our Chapter more viable and value added.

In closing, I would like to acknowledge the support and resourcefulness of the staff at head office. Their unwavering commitment to the work of Landscape Ontario and its members is truly inspiring and enlightening. The good work you do everyday does not go unnoticed, and you are appreciated for it.

Progress is hard to come by. Without the good fortunes of the members of the Windsor Chapter and its board none of the accomplishments of this term would have been possible. Our Chapter encompasses some phenomenal and talented people. This is only matched by how much drive they get from truly caring about our industry and its future. To each of them I say thank you, and appreciate you making this such an amazing and fun experience.

Respectfully submitted,
Nino Papa
President 2011-2012

2012 Sector reports

The scope and mandate — and therefore the needs — of the various industry sectors served by Landscape Ontario are distinctly different. The specific requirements of each of these groups are facilitated by the association's sector group structure. The objective of each sector group is to respond to current concerns resulting from marketplace pressures and government legislation.

Garden Centre

Chair: Michael Van Dongen

Provincial board representative: Bob McCannell

Members: Barry Benjamin, Kevin Falls, Perry Grobe, Alice Klamer, Robert Kuepfer, Chas. Lawton CHT, CIT, Shannon Lindensmith, Susan Richards, Art Vanden Eden CHT

With an abundance of good weather and an early opening to the season, the tone in the garden centre sector has been a positive one for 2011/2012.

This optimistic outlook began with a very successful symposium, which with the leadership of the group and staff at Landscape Ontario, undertook some big changes. This year we moved the program to the morning of Expo, and offered our members the opportunity to beat the traffic, have a warm breakfast, network with fellow garden centre owners and enjoy two great presentations. Sheridan Nurseries Karl Stensson began the event with, "How to make a good garden centre great," followed by Landscape Ontario's Garden Centre Awards of Excellence. The response to the morning program was extremely well received, and the hard work and decision to change the program reflects how adaptive our sector group has been over the last while.

CNLA and Garden Centres Canada, under the continued leadership of chair Anthony O'Neill, with the support of Landscape Ontario and the Garden Centre Sector Group, also experienced a positive year. CNLA has been able to continue to offer its member garden centres excellent programs, including the Garden Centre Inspection Program through Eve Tigwell, and the Plastics Recycling Program. CNLA also expanded its offering this year by pairing its membership with Retail Council of Canada, which gives garden centre owners access to many helpful resources and great member benefits. Additionally, the Landscape Industry Certified Retail Horticulturalist program is set to run this year, after a comprehensive review of the study material and testing procedures. This revamping would have not been possible without the tireless support of the staff and volunteers within our sector.

This coming year is very exciting for the Garden Centre Sector Group. Our Breakfast Symposium program will host David Domoney, who was been involved in the garden centre industry for decades, and is a noted U.K. TV gardening personality. Additionally, the group just very recently commissioned LS Training Systems to create an online video training system for garden centres. This system will allow garden centre owners to offer new hires access to an online training system where they will watch a series of videos and

be tested on unique concepts specific to the products, customer service and safety characteristic surrounding the garden centre industry. This will assist garden centre operators with managing incoming new staff, safety compliance and allow new hires to be productive from day one.

The group looks forward to maintaining our track record of hosting excellent educational events and creating new products and services for our members each year. We greatly appreciate input from anyone, and welcome the participation of members in our committee meetings.

Respectfully submitted

Michael Van Dongen

Chair 2011-2012

Grounds Management

Chair: John Hewson CLP

Provincial board representative: Brian Marsh

Members: Kevin Almeida, Mike DeBoer, Carmine Filice CLP, Anthony Kampen, Jeff McMann CLT, Dean Schofield, Rodger Tschanz, Jay VanGelder

Visitors to the fifth annual Landscape Ontario and University of Guelph trial garden open house on Aug. 17 and 18, 2012 had a great opportunity to see how some of the new plant introductions perform in a home garden setting.

The Friday open house was open to members of the trade, who also had the opportunity to attend talks by educational speakers, trial garden manager Rodger Tschanz of the University of Guelph, Thelma Kessel on the Alternatives to Ash program and John Bakker III of JC Bakker and Sons, who spoke about roses.

Those attending the open house had the opportunity to tour the trial gardens where over 600 roses were on display, alongside new annuals, perennials and vegetables.

Plans are also in the works to approach the various interlocking stone manufacturers to supply stone walkways to showcase their products.

The sector group is continuing to develop a set of basic maintenance specifications that would allow commercial and multi-residential maintenance companies to approach their customers with generic, updated set of guidelines for their contracts in an effort to standardize the industry.

To date, there are several software programs available which various members have utilized or built their own, but none that seem to please everyone. A Grounds Maintenance Software Symposium is being scheduled for February 2013 with several of the software companies being invited to present products.

Water usage audits are of concern to all maintenance companies and their customers. Further information on this issue is being pursued and will be made available as we receive it.

Another big issue facing the sector group is member accredita-



The Grounds Management Sector Group is proud of its role in the trial gardens at the LO home office.

tion. Again, discussions on this subject are ongoing.

A full report will be made available when all information has been reviewed concerning the changes to EI and WSIB.

Respectfully submitted,

John Hewson CLP

Chair 2012

Growers

Chair: Mark Ostrowski

Vice-chair/ Provincial board representative: Gerwin Bouman

Treasurer: Bill Putzer

Members: Jamie Aalbers, Dave Braun, Harry Devries, Tim Dyer, Jeff Gregg, Jennifer Llewellyn, Glen Lumis, John Mantel, John Moons, Joel Schraven, Fred Somerville, Melissa Spearing, Christine Stein, Dave Tillaart, Alex Verbinnen, Rita Weerdenburg, Henry Westerhof, Youbin Zheng

The Nursery Growers' Sector Group continued to work on our strategic priorities throughout the year: Professional development and education, research and market development and industry advocacy and promotion.

The year 2011 started out with a very successful annual Nursery Growers' Tour on Sept. 15, when approximately 80 people climbed aboard two charter buses to visit four sites in the Durham area. Host sites included Dutchmaster Nurseries in Brougham, Uxbridge Nurseries in Brooklin, Ground Covers Unlimited in Bethany and Kobes Nursery in Bowmanville. Great weather and excellent camaraderie were shared by all with the help of our sponsor Engage Agro.

In early October, the Growers Group hosted a delegation of nursery growers from Germany. Along with CNLA, Landscape Ontario and Vineland Research and Innovation Centre, many growers opened their operations to our guests and compared issues affecting the nursery industry in both North America and Europe. One of the highlights of their visit was a fall colour tour to Algonquin Park.

Our fall dinner meeting was held Dec. 6, at the Grand Chalet Restaurant in Milton. Attendees enjoyed networking with their industry peers over refreshments and dinner. Mark Cullen spoke about his recent activities in the industry and his thoughts about trends affecting both retail garden centres and nurseries. This was followed by a brain-storming session of the attendees to help identify ways in which the industry could explore growth opportunities to offset the challenging economic times and competition from imports. An industry development subcommittee has been formed as a result, and is investigating several options to help expand the industry, including new distribution channels, plant source websites and branding initiatives.

The Growers' Research Subcommittee continues to successfully identify important projects that align with our key research and industry development priorities. They work directly with horticultural researchers and collaborate on improving best management practices. Leveraging research and development monies available from government programs, this group supported several projects during the year that include highway plantings, alternatives to ash and Norway maple, water quality and usage, biocontrols, fertilizer application, integrated pest management and disease suppression. Thanks go to Alex Verbinnen, chair, and his group of committed growers.

The Plant Health Action Subcommittee oversees and advises on major health issues affecting nursery operations. This year, significant effort has been put toward managing the boxwood blight issue and a renewed focus on consideration for the federally supported Clean Plants Program.

Jeff Gregg chairs our Safety Subcommittee. Along with Sally Harvey of Landscape Ontario and the Workplace Safety and Prevention Services team, they have developed and launched a nursery-specific safety training program. This adds great value and will make a positive difference in promoting safety in the industry. WSPS provides specific tools and resources, including a workbook that is available to participants of the education sessions. Seminars have been held in partnership with LO in Durham, London, Vineland and Milton.

The annual Nursery Growers' Short Course on Feb. 8, 2012 was

2012 ANNUAL REPORT



Over 200 growers, buyers, donors and many others came together at the industry auction on July 19 to help raise money for horticultural research and scholarships.

again organized by Jennifer Llewellyn and Glen Lumis. Well over 200 growers gathered at the Canadian Legion in Guelph to hear presentations on water, pest and soil management practices. Several industry suppliers brought exhibits and shared their products and service knowledge with attendees. Thank you again to all of the generous sponsors who helped with the food and speaker costs. Special thanks go to Plant Products and Gro-Bark.

Putzer Nurseries hosted this year's research auction on July 19. Many made the trip to Hornby on a beautiful summer day to bid on top quality plant material, landscape supplies and equipment. Thanks again to all of the bidders, sponsors, volunteers and staff for making it a successful day. Everyone who attended enjoyed the great food and fun. Approximately \$20,000 was raised for our horticultural research and scholarship program.

Many individuals work countless hours to ensure that this industry continues to be a vibrant, successful and fun sector in which to work. I would like to personally thank all of the directors, volunteers, sponsors and staff who support this group and make it a pleasure to serve.

Respectfully submitted,
Mark Ostrowski
Chair, 2011-2012

Interior Plantscapes

Chair/Provincial board representative: Stephen Schell CHT

Members: Hella Keppo CHT, Fred Prescod CHT, Phil Van Alstyne CHT, Nanthankumar Paramanathan, Jill Jensen, Sue Blaney

October 2011 — Instead of hosting a breakfast, the group hosted a coffee and cookies conference/seminar on the first day of Expo. The theme was Living Walls at Longwood Gardens, with guest speakers Dr. Casey Sclar and Lorrie Baird of Longwood Gardens, Pa. The presentation provided the audience with key principles of interior green wall design and maintenance. These included system options, irrigation requirements, pest management and plant selection. There were over 45 participants. The event was sponsored by Ambius.

October 2012 — At Expo, the group returned to host a breakfast. The theme was Planning for Profit. Guest speakers were Jill Jensen and Sue Blaney, speaking on containers and plant materials

can help maximize your profit - understand how to utilize them to generate sales. The event was a great success with over 45 in attendance. It was sponsored by Jill Jensen, Lechuza and Ambius.

During the year the group discussed two major issues, Certification Manual and promotion of the Interior Plantscape sector. Work was completed in conjunction with PLANET to finalize the manual. It was available by Sept., 2012. The promotion of the sector to other industry sectors and consumers focused on having plants in office space, malls, etc.

Respectfully submitted
Stephen Schell
Chair 2011-2012

Irrigation

Chair: John Lamberink CIT

Members: Robert Cooke, Louise Cottreau, Chris Davies, Brian DeCaluwe CIT, Alan Driedger CIC, CID, CLIA, CLWM, Andrew Gaydon, Kara Gibbons, Gillian Glazer, Steve Macartney CIT, Roy Neves CLIA, CID, CIC, Mike Ross CIC, CLIA, Tony Serwatak CIC, CID, CIT, CLIA, Gary Supp, Henry VanHengstum CIT, Neil Whitehall CIC, CIT, Chuck Yates CIT

I would like to thank the members of the Irrigation Sector Group for their commitment in working to make this industry great. They are a hard working, dedicated team and a pleasure to work with. Volunteers that are willing to commit to their industry are always welcome. Your input matters.

In January, the Irrigation Sector Group held the annual conference. The half-day format received positive feedback. There was also a great reception by those in attendance for speaker James Dowd's presentation about licensing, *The Good, The Bad and the Ugly*. Based on feedback, it was decided to continue with the half-day format in 2013.

The sector group is focusing efforts on the issues within the industry that concern us all. These issues include education of industry, re boot camp, and promoting the Irrigation Association's certified courses, such as CIC, CLIA and CLD.

We are also looking into an apprenticeship program. This is a multi-year project.

The group is also working with the municipalities to improve irrigation efficiency and allow municipalities to understand the irrigation industry and our challenges.

Respectfully submitted
John Lamberink
Chair 2011

Landscape Contractors

Chair/Board representative: Peter Guinane

Treasurer: Brian Clegg

Members: Thomas Blatter CLP, Charlie Dobbin, Janet Ennamorato, Harry Gelderman, Steve Hary, Ryan Heath CLP, CLT, Barry Hordyk, Arvils Lukss, Brian Marsh, Arthur Skolnik, Jason Gaw, Rich Thiebaud, John Petrocelli



I would like to thank the seasoned and new members of our committee for the time they contribute to the Landscape Contractors Sector Group.

The Contractors Group hosted the annual Lecture Series at the Toronto Botanical Garden on Feb. 22. Speakers were Haig Seferian and Terry McGlade. This year was quite different, in that Haig and Terry shared some very personal stories about why they are in our industry and how they find inspiration through travel.

The sponsors of the event were Beaver Valley Stone, Dufferin Aggregates, Eloquip, Gro-Bark and Unilock.

For the 2013 Lecture Series, the group decided to change the venue once again and provide a buffet dinner. It will be held on Feb. 27, at the Latvian Centre near Eglinton and the DVP. Speakers will be Scott Wentworth and Daria Nardone.

The Landscape Contractors Group assists with the feature gardens at Canada Blooms, reviewing the entries to ensure they meet industry standards and quality. The 2012 Canada Blooms Flower and Garden Festival was a great success. Many challenges were faced with the event extending to ten days, so it could co-locate with the National Home Show. The fact that over 200,000 guests were able to see our work made it worthwhile. Contractors are continuing to assist with the feature gardens for 2013.

Items of interest

- Landscape Contractors' column is included quarterly in *Landscape Ontario* magazine, focusing on issues pertaining to the contractor sector.
- We are working on a benchmarking study to assist contractors to understand industry averages. We believe by gathering productivity statistics, LO members can identify their strengths and weaknesses more effectively. We hope a large group of LO members will be able to contribute to the database for more accurate results.
- The Group is in the early stages of reviewing an accredited company system. This designation would encourage members to look at Landscape Ontario membership as a journey to continual improvement. It would also act as a model for best practices.

Respectfully submitted,

Peter Guinane

Chair, 2011-2012

Landscape Designers

Chair: Tony Lombardi, CLD, CLP

Provincial board representative: Paul Brydges/Chris Mace

Treasurer: Fred Post CLD

Newsletter editor: Jennifer Hayman

Members: Sundaura Alford CLD, Don Chase CLD, Harry Gelderman, Brandon Gelderman, Alice Klamer, Ron Koudys CLD, Jodie Munshaw CLD, Fred Post CLD, Haig Seferian CLD, Ron Swentiski CLD,

The Sector Group hosted a breakfast/networking event on the second day of Expo 2011. The theme was, 'Close more business and have happy clients.' Guest speaker was Rory Sheehan. The presentation covered closing the sale, overcoming objections and how to build value instead of dropping prices. The event was sponsored by Connon Nurseries/NVK and Gib-San Pools. The presentation was well received by 55 participants.

The Landscape Designers Group hosted the annual conference at Congress on Jan. 9, 2012. The full-day conference featured guest

speakers, Kyle Lacy, Ron Koudys, Haig Seferian, Tony Lombardi, Christine Gracey, Phillip Van Wassenaer and Paul Zammit. All were well received by over 115 people who attended. We would like to thank our sponsors, Platinum — Blue Sky Nursery, Gold — Unilock, Silver — Dynascape and Moonstruck and Bronze — CNLA. Added to the conference was a special area where sponsors of the event had table-top displays and were able to network with participants. The committee responsible for the Conference included, Jodie Munshaw, speaker coordinator; Chris Mace, sponsor coordinator; Catherine Geratts, décor coordinator, and Kristen McIntyre CLT, LO staff and event coordinator.

The Designer newsletter continues to be a great success and has been widely circulated. It is posted at www.horttrades.com/sector/designers.

The Group is working on the following projects/events:

- CLD committee, which continues to work on the exam and portfolio review. Discussion continues on the process, standards and education opportunities. The committee is also working on the manual, which is due to be completed and released for the 2013 Landscape Designer Conference.
- Plans for the Landscape Designers Symposium in 2013 (it was decided not to host the breakfast at Expo 2012, but put all committee energy into the symposium)

Respectfully submitted,

Tony Lombardi CLD, CLP

Chair 2011-2012

Lawn Care

Chair: Steve Tschanz

Provincial board representative: Alan White

Members: Tom Somerville, John Wright, Rohan Harrison, Don McQueen CIT, Don Voorhees, Paul Gaspar, Richard Reed, Bill Van Ryn Jr, Mark Goodman, Kyle Tobin, Dave Soepboer, Ryan Van Haastrecht, Lee Radcliffe, Thom Bourne CIT, Phil Bull, Pam Charbonneau, Martin Horsman, Gavin Dawson,

The year 2012 started off on a very good note for the lawn care sector as the St. James project in December 2011 went very well and was met with a tremendous approval from the city and citizens alike. This buzz was still evident when the sector went back in the spring to aerate and fertilize the park. Tree pruning by Davey Tree Expert and over-seeding dog spots by residents was also helped on this day.

The Lawn Care Sector Group continues to look for similar avenues to promote green space.

The season started out with a bang, because of the early spring. Not only was the early spring a surprise, but a private member's bill from Ted Chudleigh to give products back to licensed professionals went to second reading on May 31. This bill was a complete surprise, but did not go any further. It did demonstrate to the industry that there is a shift happening on this subject.

Water quality is still an important issue for the lawn care sector, as various source water protection committees bring their plans forward to eliminate nitrates and phosphates from source water. Each committee can have its own methodology and the lawn care sector is positioning healthy turf as a benefit to the system.

The group is still communicating to the government on the need for more products in class 11 that will help control surface and sub-

2012 ANNUAL REPORT

surface insects, as turf damage in various parts of the province is on the rise. As forecast with the ban, the incidence of cheating from cross-border shopping is on the rise. Home owners are not worried about the rules, if they can find familiar products that solve their problems.

Respectfully submitted,

Steve Tschanz

Chair 2011 - 2012

Lighting

Chair/Provincial board representative: John Higo

Members: Pamela Bingham, Gillian Glazer, Carl Hastings, Leon Hordyk, Raymond Josephian, Cory MacCallum CIT, Ken Martin, James Solecki, Joe Willemse, Corey Yourkin CIT

Training was a priority this year. The group has worked on development of a training manual for a written Certified Landscape Lighting industry test and practical test stations. This has been an ongoing process.

We continue to work with the Electrical Safety Authority (ESA) and all regulations. The goal is to have ESA recognize the competency, credibility and professionalism of the Certified Landscape Lighting industry.

The Sector Group hosted the third annual lighting conference at the Piper's Heath Golf Club in Milton in February. We required a new venue to accommodate more participants and exhibitors. We had the room at capacity with more than 100 attendees and 13 exhibiting companies. It was a great event for our sector.

Other forthcoming priorities include a newsletter and creating promotional material to address issues specific to the landscape lighting contractor.

Respectfully submitted,

John Higo

Chair, 2011-2012

Snow and Ice

Chair: Gerald Boot CLP

Committee: Randy Adams, Vince Arone, John Buikema, Carmine Filice, Steve Hary, Mark Humphries, Keith McDow, Jim Monk, John O'Leary CLT, Darren Rodrigues, Robert Roszell, Bob Tester, William Tiemersma, Martin Tirado SIMA

The study of salt treatments on parking lots and sidewalks is scheduled for completion in 2014. The study, under the guidance of Raqib Omer Mian of the University of Waterloo, was initiated by LO's Snow and Ice Management Sector Group.

The project just completed its second year of research. Originally, the completion date was expected for Dec. 2013. That date has now been extended to April 2014 to provide a more normal snow season for the study.

Snow symposium

Returning to the Landscape Ontario home office proved the right move for the 2012 Snow and Ice Symposium.

More than 250 people took part in the day that included educational events, trade show and networking. Both the trade show and conference were sold out.

A number of presentations took place by Robert Roszell, RELinks, with John Schroeter of Ideal Surfacing, Mark Kough of Henderson Truck Equipment and Tim Van Seters of Toronto and Region Conservation Authority. One of the most popular demonstrations was by the Ministry of Transportation.

Surveys collected from attendees showed great ratings to most sessions, with some comments offering suggestions on how to improve the event. Some wanted more sessions on snow plowing practices, focusing more on strategies of plowing, techniques, etc., rather than people presenting their products.

Respectfully submitted,

Gerald Boot CLP

Chair 2011 — 2012



More than 250 people attended the Snow and Ice Symposium at the LO home office

2012 Committee reports

All of Landscape Ontario's affairs are governed by its members. Regional needs are met at the chapter level, while industry-specific issues are dealt with at the sector group level. All other affairs are conducted at the committee level. Some, such as Congress, Communications or Finance, are long-standing committees that oversee the association's very important, revenue-generating activities. Often, committees are formed on an as-need basis to deal with specific matters. Once a committee has successfully completed its mandate, the committee is discontinued.

Building

Chair: Karl Stensson

Directors: Hank Gelderman CLT, Tom Intven, Paul Olsen, John Putzer, Haig Seferian CLD, Marc Thiebaud, Rene Thiebaud CLP, Bob Tubby CLP, Monica van Maris, Neil Vanderkruk

The Landscape Ontario home office continues to be a hub for membership activity. There are thousands of members taking advantage of the hundreds of professional development programs which we offer.

The site is also used for certification, trial gardens and other membership activities. This year we added a very large rose garden where hardy disease and insect free roses will be trialed. The roses made a great impression from the highway. Our site also hosted the Snow and Ice Management Show, which maximized our indoor space and caused us to also use the greenhouses. This included a large equipment show on the grounds.

The building committee is looking forward to renovating the indoor and outdoor space to reflect the best of the industry. Our plan is to sell 23 acres of excess land on the west side in order to pay for the site improvements. We engaged a planner to help us maximize the value of the property by preparing a plan of subdivision. As we progressed with this plan, we received a number of unsolicited offers and currently we are in the process of investigating these opportunities.

Landscape Ontario is in a very fortunate position to have purchased this land. In addition to paying for any additions and renovations, the sale of surplus land will add to our investments ensuring that we continue to be the leading horticultural association in the world. It will grow our profile and that of our members. We look forward to seeing this plan come to life.

Respectfully submitted,
Karl Stensson
Chair 2011 - 2012



The Landscape Ontario garden at Canada Blooms featured a number of wow factors, thanks to the many members who volunteered their time, material and expertise.

Canada Blooms

Co-chairs: Arvils Lukss and Mary Lou Tigert

Treasurer: Warren Patterson

Secretary: Marjorie Lenz

Directors: Adam Bienenstock, Heather Fuller, Jill Fairbrother, Michel Gauthier, Peter Guinane, Mary Jane Lovering, Joyce McKeough, Lawson Oates

Canada Blooms and its founding partners, Landscape Ontario and the Garden Club of Toronto, went through many meetings and strategic reviews in preparing for the 2012 co-location with the National Home Show.

Of prime concern was the opportunity that the co-location allowed Canada Blooms to reach a new demographic of younger attendees from a diverse urban population that had not attended Canada Blooms in past years.

Canada Blooms was blessed with great spring weather, reaching highs in the mid-20s C. Over 203,000 guests attended the co-located events.

The challenge for Canada Blooms was to reinvent itself and also create a new environment that would be enjoyed by both returning guests and the thousands of new attendees. The starting point was the engagement of the best of Ontario's landscape industry. This proved one of the major items in bringing forward more garden applications in recent years and a competition that engaged many of the best of the industry. The results were significant with over 23 feature gardens including the Landscape Ontario garden under the

2012 ANNUAL REPORT

project management of Paul Doombos and Brian Marsh and the landscape design team of Paul Brydges, Mathew Hooker and Fred Post, along with over 35 supporting companies.

Canada Blooms was named one of Ontario's top 100 events by Festivals and Events Ontario, one of North America's Top 100 events by the American Bus Association, and the Garden Tourism Festival of the Year for 2011-12.

The co-location of the two events allowed guests tremendous value with ticket prices close to past years' prices and one admission to both premier events.

The 2013 celebrations will take place from March 15 to 24, at the Direct Energy Centre in Toronto.

A big thank you is extended to all our sponsors, growers, greenhouse operators and horticultural suppliers who generously donated funds, time, services and supplies to ensure the growth and success of Canada Blooms. We thank them all for their continued support.

We also would like to thank the over 1,200 volunteers, who donated numerous hours doing many different jobs: greeting the buses, handing out the show guides, assisting with the build of the gardens, introducing guest speakers and answering questions from attendees. Without these volunteers, Canada Blooms would not be what it is.

Respectfully submitted,

Arvils Lukss, Mary Lou Tigert

Co-chairs, 2012 -2013

CNLA

LO representative: Gerald Boot CLP

CNLA keeps improving in stature and profile and has been very effective at representing our industry at the federal and international levels. There are countless issues and activities that CNLA deals with. Here are a few highlights.

El changes

The government has introduced reforms to the Employment Insurance (EI) system that is creating a great deal of anxiety within all seasonal businesses. Members are afraid that the EI changes will discourage employees from staying in our sector. The reality is that the industry employs 130,000 people who contribute a huge amount to the economic and environmental fabric of Canada. CNLA is ensuring that this message is conveyed loud and clear. The government can do a lot of damage if it does not realize the huge societal benefits of our sector. So far, government officials have acknowledged our contributions to the economy and have told us that we are not the target of the reforms. CNLA will continue to watch out for our interests.

Certification

CNLA continues to promote the national certification programs in partnership with the provinces. Every day members remark that we need to improve the image of our sector as professionals. Certification is an effective tool to raise the profile and image of the landscape/horticulture industry

Red Seal apprenticeship

The apprenticeship program is another form of certification and accreditation. CNLA was successful in promoting landscape/horticulture as a Red Seal trade, promoting the harmonization of training,

enhanced competency, higher standards and improved potential for worker mobility across the country.

Human Resources and Skills Development Canada (HRSDC)

CNLA has assumed a major role on the Agricultural Sector Council and HRSDC. It has assisted in bringing a number of HR development programs forward. The most notable is the On the Job Training (OJT) process. OJT has the potential to revolutionize the way this industry trains employees by introducing a standardized, efficient and effective manner for improving skills and productivity.

Insurance and risk management

CNLA has endorsed Marsh Canada to introduce an excellent insurance program to the industry. In addition to the sector specific coverage, Marsh is committed to assist the industry in developing risk management programs.

Membership benefits

On behalf of the provincial associations, CNLA negotiates benefits with major suppliers by using the collective purchasing power of the membership. Taking advantage of a few of these cost saving benefits will pay for your dues many times over. Please see www.canadanursery.com for more information.

Time does not permit a complete report of CNLA activity. I have been honoured to serve as your Landscape Ontario representative for the last five years. I am relinquishing this position, however, I will continue to serve chair of the Membership Services and Insurance chair and as a CNLA board member.

Respectfully submitted,

Gerald Boot CLP

CNLA representative

Communications

Chair: Hank Gelderman CLT

Members: Gerald Boot CLP, Laura Catalano, Marty Lamers, Janice Laurin, Warren Patterson, Bob Tubby CLP

Communications Committee members consistently remark that serving with this committee is one of the most rewarding and fun opportunities on the LO volunteer menu. Most members are of long standing; they enjoy sharing their business perspectives to make our association's media properties more relevant and valuable.

Once again, LO's Communications staff provided a year of outstanding service. On the association front, *Landscape Ontario* magazine serves a critical role in our member community. The rebrand and redesign launched last year has been universally well received. Scheduled re-bidding of printing opened up the opportunity to publish our member magazine in full colour this year. Its digital counterpart, *LO this Week* e-news broadcasts, serves a vital role in promoting events and other timely opportunities.

Landscape Trades magazine continues as the most respected, authoritative green industry communications medium in Canada. This is a good place to share some details about *LT* many members may not know. First, while it has a national audience and publishes a column for the Canadian Nursery Landscape Association (CNLA), it falls under LO's umbrella, not CNLA's. Through co-operation with Canada's other provincial trade associations, free subscriptions go to all horticultural trade association members across Canada; about



One of the highlights at Congress is the Awards of Excellence gala. The 2012 version saw all the award winners take to the stage following the presentation ceremonies.

a third of *LT's* circulation. The remaining readers are verified green sector participants, but not association members — making the magazine an important industry voice. And finally, net proceeds from *Landscape Trades'* advertising revenue provide significant support for LO's varied industry-building activities.

While our ad sales have been down the past few years, in recession-related spending cuts, inactive marketers are returning, things are looking better, and sales are trending upward.

Our staff members must wear many hats with our varied initiatives, and I applaud how smoothly they pivot to serve different audiences. Association member and trade audiences are the targets for the efforts above. Our team also is talented and effective when it comes to consumer publishing. *Garden Inspiration* magazine, distributed free at Canada Blooms, supports our Green for Life promotional strategy by inspiring homeowners, and connecting them with member professionals. We also spread the word through our public website www.landscapeontario.com, and extensive consumer-targeted public relations efforts.

On top of this, your Communications team produces a truly impressive amount of promotional material supporting our trade shows, education, chapters, the Prosperity Partnership, safety programs, the Awards of Excellence, and more. Team members Kim Burton, Mike Wasilewski, Robert Ellidge, Shawna Barrett, Allan Dennis, Sarah Willis, Steve Moyer and Lee Ann Knudsen are tireless in turning out professional communications work that enhances the professional profile of our industry. Heartfelt thanks go to our Communications committee and staff for the vital role they play in Landscape Ontario's success.

Respectfully submitted,
Hank Gelderman
 Chair 2011-2012

Congress and Expo

Chair: Beth Edney CLD

Vice-chair Congress: Brian Cocks CLT

Vice-chair Expo: Terry Childs

Past-chair: Brian Lofgren

Members: Scott Beaudoin, Terry Childs, Doug Coote,

Paul DeGroot, Barry Dickson, Nathan Helder, Michael Laporte CLT, Bob McCannell, Klaas Sikkema, Nick Solty, Jack VandeRee CLT, Monica van Maris, Phil Charal, LO Board liaison

Two major trade shows are hosted by Landscape Ontario's Show Committee. The events include exhibits, events and educational components as well as special features: New Product Showcases, floral displays and/or gardens.

Expo 2011

Landscape Ontario's Expo, formerly Garden and Floral Expo, Oct. 19 – 20, is Canada's fall show for the garden and floral industries. It underwent a complete transformation under the theme — *Bring you closer to your customer*: Changes with Expo included:

- Move to new location in the North Building of the Toronto Congress Centre
- Shifted dates to Wednesday and Thursday
- Put into a new time slot — 10 a.m. to 6 p.m. opening day; closing day was 10 a.m. to 4 p.m.
- Created time saving professional development programs, running daily from 7:30 a.m. to 10 a.m.
- Offered a series of merchandising, design and technology workshops during show hours
- Introduced a central meet-up location called the Display Garden, built by Jack VandeRee, Boot's Landscaping and Maintenance
- Provided floral growers with the opportunity to showcase spring of 2012 floral offering, designed and merchandised by artistic director Albert Graves, president, Bloemen Décor
- Increased the number of new varieties featured in the New Product Showcase from the University of Guelph trial gardens
- Partnered with the Canadian Academy of Floral Art to host its induction ceremony and a floral design show
- Hosted the 2011 Communities in Bloom (Ontario) provincial awards ceremony
- Enhanced show aesthetics and environment by eliminating overhead lighting and replacing it with spotlighted exhibits and improved exhibit merchandising

As of Oct. 31, 2011, exhibit space revenue was \$544,743. This is reduced by \$69,157 or an 11.27 per cent decrease from 2010. The

2012 ANNUAL REPORT

decreased number of attendees was due in part to the introduction of a registration fee, which resulted in attendees not automatically pre-registered. Registration revenue increased over the previous year by \$1,213. Sponsorship sales rose to \$11,250, or a \$2,500 increase over 2010.

The Conference at Expo 2011 was by all accounts a great success. The beautiful new venue, coupled with a re-formatted program, enhanced the attendee experience. Appreciation is extended to Sally Harvey and Kristen McIntyre who helped realize the vision and direction of the industry sector groups (garden centre, interior plantscape, landscape designer) to completely reformat the education schedule, fee structure, content and presentation format of the sector group symposia and conferences. It was a bold move, resulting in renewed interest and attendance at these events.

We would be remiss not to thank Karl Stensson and his tireless team at Sheridan Nurseries for the effort and energy they put behind making our move to a new home, on new dates and with new show hours, and a modernized environment to make our guests feel welcomed.

We are proud and appreciative of our event partners and sponsors at Expo 2011: Communities in Bloom — Ontario, Canadian Academy of Floral Art Flowers Canada (Ontario), Pick Ontario and CMC Wholesale, Dig, Drop, Done Foundation, Floridus Design Images, Global Arch, Greenstar Plant Products, Hort Protect, Mex Y Can Trading and Westbrook Floral.

Congress 2012

Congress, Canada's 39th International Horticultural Lawn and Garden Trade Show and Conference, ran Jan. 10 to 12, 2012. The weather for this Congress was perfect from move-in to move-out, resulting in a 12.11 per cent increase in attendance to 12,806. The weather made it easier for exhibitors and attendees to get to the event and stay longer to discuss business.

Congress was 142,275 net square feet in size. This was an increase of 4,483 sq. ft. over the previous year. Revenues exceeded budget.

Partnerships continued to bring new customers and additional revenue to Congress. Ontario Parks Association ran its conference and table-top show at the Doubletree on Jan. 9, and the Canadian Fence Industry Association (CFIA), which had a slight reduction in the number of exhibits, hosted its annual general meeting in the evening of opening day.

The committee appreciated the \$24,000 contributed by sponsors: Banas Stones, Global Arch Inc-StoneArch, Chrysler Canada, Entripy Custom Clothing, Doubletree by Hilton Toronto Airport Hotel, Bobcat, Medallion Fence, Toronto Argonauts and Vermeer Canada.

Once again this year, the New Product Showcase featured 90 products laid out in over 2,000 sq. ft. The winner of the People's Choice Award was Vanhof and Blokker for its *Grow Camp - The Ultimate Vegetable Grower*.

The student garden build proceeded well with six schools participating: Bendale Business and Technical Institute, University of Guelph (Ridgetown Campus), Niagara, St. Clair, Fanshawe and Humber College.

The show committee is grateful for the leadership and foresight of the LO education department's staff, Sally Harvey and Kristen McIntyre, who once again re-formatted the pre-event program and Congress Conference to give delegates the *Tools for the Trade*, designed to improve professional development and reduce business expenses. The new format introduced owners-only workshops, life lesson luncheons and special afternoon sessions, along with full

programming of 30 sessions. The Conference sessions featured business focused themes, as well as industry specific topics. Most received ratings of excellent or great, with only a few misses. Event attendance was positive:

- The IPM Symposium had more than 350 people in attendance for the full-day of sessions. Attendees earned eight CECs from the IPM Council of Canada.
- The CLP Study Group had nine participants.
- Over 150 industry professionals enjoyed the full-day Landscape Designer Conference
- Ontario Parks Association ran its annual conference on Monday and had 60 attendees and under ten exhibits at the Doubletree Hotel.
- Congress Conferences ran from Tues. to Thurs. The full-conference pass and one-day conference pass registrations maintained the same attendance as in 2011 (up almost 10 per cent from 2010 figures). New pricing did not affect the bottom line. Delegates commented on how difficult it was to choose between concurrent sessions, topics and expert speakers. Conference 2012 offered too much good stuff!
- The newly introduced lunch sessions were a great success, generating a mountain of positive feedback.
- The Irrigation Conference was moved to Wednesday afternoon and had almost 60 attendees. This number was down from close to 100 in 2011.
- Over 600 industry professionals enjoyed the sports themed 39th annual Awards of Excellence ceremony. More than 150 construction, maintenance, design, and special awards were handed out.
- Tailgate saw the best-ever attendance, as close to 700 trade show delegates, vendors and Canadian Association of Exposition Managers gathered to honour Paul Day CDE retiring after 17 years of service to Landscape Ontario as trade show manager.

Committee and staff changes

After serving four years as chair of the show committee, Brian Lofgren, Horta-Craft, Strathroy, handed over the gavel. He was honoured at the 2012 Awards of Excellence with the Landscape Ontario's Past President Award, given to those who serve and make outstanding contributions to the association over many years. Brian's leadership, business acumen and superb interpersonal skills navigated the trade shows through challenging economic environments and kept them relevant and profitable. The committee gratefully acknowledges his leadership and is pleased that he will continue to serve.

Paul Day has been at the helm of the trade show department for 17 years. During his tenure, he brought in millions of dollars in revenue and profit, grew Congress and launched several industry events, including Expo, Canada Blooms, the Snow and Ice Symposium and the Manchester Show. He retired on Jan. 27, and has opened a consulting business.

Lorraine Ivanoff joined Landscape Ontario in 2007. Her vision and passion were the driving force behind the new positioning for the 10th anniversary of Expo and move of the show to the North Building of the Toronto Congress Centre. Her enthusiasm, creativity and hard work underscored a number of LO initiatives, such as the plastic recycling program, a contemporary and well merchandised new product showcase, the floral display aisles at Expo and revitalized stage at Canada Blooms. Lorraine left LO in February 2012, to pursue other opportunities.

Gilles Bouchard, with close to 20 years, first as a trade show

supplier, then director of events and trade shows, left Landscape Ontario in August of 2011 to assume the role of vice-president and general manager of *GES – Global Experience Specialists*.

During his tenure at Landscape Ontario, Gilles was initially responsible for managing the décor of all shows, including Canada Blooms. As leader of the trade show department, he revitalized exhibit revenue for Canada Blooms and orchestrated the move of that event to its new location at the Direct Energy Centre. He was also instrumental in negotiations that resulted in the new strategic partnership with producers of the National Home Show.

The energy, initiative, creativity and commitment to revenue creation demonstrated by these three industry professionals will be a significant loss to the trade show department and Landscape Ontario. We wish them both great success and happiness in their new endeavours.

Join me in welcoming, Heather MacRae and Darryl Bond, who both joined Landscape Ontario this year. Heather is the director of events and trade shows and Darryl is LO's exhibit sales specialist. Heather has several years of experience earned at the Canadian National Sportsmen's and Cottage Life shows. We look forward to working with her as she leads us into the future.

Summary

May I take this opportunity to thank the LO staff, volunteers and committee members for their ability to align with the LO Board of Directors and branding committee's vision of being Green for Life.

Respectfully submitted,

Beth Edney, CLD
Chair, 2011-2012

Education, Training and Human Resource Development

Providing the right educational mix is an important challenge, which LO's professional development team takes seriously.

Times have changed, and all professional development opportunities have evolved as well to respond to these new realities.

The five pillars of the Prosperity Partner initiative remain a priority. Once again programming was aimed at elevating the green industry. The Pillars guide business owners to learn how to advance their businesses, streamline processes and improve company culture, resulting in firms being more productive and profitable.

The five Prosperity Pillars are: Customer Service, Financial Health, Leadership, Operational Excellence and Sales Success.

Your Landscape Ontario staff worked hard to provide the industry with products, services and opportunities that not only inspired, but also resulted in healthy growth, prosperity and improved work and life balance for all.

Professional development highlights over the past year include:

Apprenticeship

- Support of all apprenticeship programs
- Employer connection to Microskills pre-apprenticeship program
- Board membership, College of Trades
- Active apprentices: 1,017 in 2011 and 895 in 2010 (not written final exam)
- Active C of Q's: 138 in 2011 and 98 in 2010 (doubled since 2009)
- Active employers: 556 in 2011 and 504 in 2010
- 2011 new registrations as of March 31: 186 in 2011 and 220 in 2010
- Release of apprenticeship exam preparation questions available at: <http://bit.ly/Redseal>
- Improved website navigation



Three Landscape Industry Certification practical test dates and expanded written tests were held across the province in 2012.

2012 ANNUAL REPORT

Career promotion

- Participated in careers awareness and promotion opportunities – secondary and post-secondary
- Improved website navigation
- Updated careers presentation
- Development of Skills Ontario Grade 8 awareness material

Certification

- Three Landscape Industry Certification practical test dates, and expanded written test locations across the province and at major industry events to improve access
- Landscape Industry Certified Individuals in Ontario: technician (turf, ornamental, hardscape, softscape, interior) — 477, retail — 66, designer — 53, manager — 74
- Certified Irrigation Technician in Ontario: CIT— 526
- Improved marketing to engage industry participation
- Influencing integration of core technician competencies within college curriculum
- Piloted Retail Horticulturist test in March 2012 at Sheridan Nurseries with great success
- Increased recognition as Certification is marketed by industry to consumers
- Improved website navigation

Conference, seminars and events

- Improved marketing to engage industry participation
- Expo 2011 hosted successful garden centre, landscape designers and interior plantscape symposia
- Successful sector events and symposia (lighting symposium, auction, snow and ice event)
- Receiving the most positive feedback for Congress conferences to date, with pre-trade show events including the annual IPM event, the landscape designers' conference, a CLP seminar and the irrigation conference. All were very successful and well attended
- Congress 2012 conferences had over 600 attendees with rave reviews about speaker quality and the new format, which included the special networking Lessons of Life lunch events
- The 2011 Awards of Excellence program continued to evolve with expanded participation from members, recognizing award winning landscapes, growers and garden centres. Numerous prestigious special awards recognized outstanding work, leadership and volunteerism to deserving recipients
- Over 1,000 students attended Congress 2012
- 140 exceptional seminars, aimed at improving technical and business management skills, were attended by industry members
- Increased use of online registration system
- On the Job Training program was popular and will be expanded
- Improved website navigation
- Support Canada Blooms LO feature garden

Grant projects

- The completion of the Labour Market Partnership Project, generously funded by Employment Ontario and the Ontario Government. This project identified labour issues and challenges in the landscape horticulture industry, and provided the following tools: the release of the HR Capacity Plan and the release of the HR Toolkit for employers to facilitate simpler HR management and entitled, *The Growing People Resource* available at www.horttrades.com/lmp-main-page
- Delivery of Ornamental Growers Safety Program seminars in

partnership with WSPS and funded by Farm Credit Canada aimed at employers to create compliance awareness

Human Resource Development Committee

- The Professional Development and Education Review Committee, chaired by Richard Rogers CLT, once again reviewed the results of Landscape Ontario's professional development products and services for the past year. The review included focus on content and marketing related to professional development opportunities, seminars, Congress conferences and events, sector symposia, online training, Landscape Industry Certification, apprenticeship and connecting educators.

Recommendations from this committee have benefitted members greatly in 2011/2012. We thank the committee for the continued leadership and contributions to ever-improving professional development opportunities for the industry.

Industry relations

- Ongoing advocacy in the following: New College of Trades, Ministry of Education, Ministry of Training Colleges and Universities, Ministry of Labour, Ministry of Transportation, Workplace Safety Prevention Services, Workplace Safety and Insurance Board, Ministry of Agriculture (HVCRT) Labour Working Group: Management and Technical Skills development sub-committee member, Ministry of Agriculture (HVCRT) Labour Working Group: sector promotion and career awareness sub-committee member
- Initiation and development of Connecting Educators Strategy, connecting industry to education at secondary and post-secondary levels
- Partner with CNLA and align projects to advance human resource development

Safety

- Sponsored Landscape Ontario Safety Group
- Sponsorship of LO Safety Group, that experienced an improved score, resulting in over \$59,537.07 in rebates to 29 firms
- Partnered with Workplace Safety Prevention Services (WSPS) to provide industry-specific safety education and training to reduce injuries across the province
- Worked with WSPS in ongoing development of online safety tools
- Revised safety web resource www.horttrades.com/safety
- Coordination of Safety Council, which met quarterly to discuss safety strategies, gaps and trends within our industry and pending regulation from WSIB, MOL, WSPS, ORCGA, MTO, etc.
- Supported firms undergoing Work Well audits, with positive outcomes
- Represented LO on WSPS Agriculture Advisory Committee as vice chair and communicated industry-related challenges
- Provided focused communications and efforts to inform membership of compliance news and tools from Ministry of Labour, MTO, ORCGA, WSIB.
- Improved website navigation

Secondary and post-secondary

- Active support of Skills Ontario and Skills Canada: Grade 8 workshop, landscape design and landscape gardening competitions at secondary and post-secondary levels
- Support of Specialist High Skills Major – horticulture and landscape secondary school program

- Support of college program revision and program advisory committees

The Education and Labour Development team has listened and once again developed, delivered and implemented products, services and events that will contribute to positioning our members well with timely and relevant programming. These are all designed to promote more prosperous and successful companies and industry professionals.

Respectfully submitted,
Sally Harvey CLT, CLP

Manager, Education and Labour Development Team

IPM Symposium

Chair: Mark Goodman

Committee members: Pam Charbonneau, Jeff Lowartz, Doug Smith, Rohan Harrison, Gerald Stephenson, Kyle Tobin, Monica van Maris, Violet Van Wassenauer, John Wright, Tim Craddock

Our 2012 IPM Symposium marked our 47th annual event; what an accomplishment! The theme of Managing Turf, Trees and Expectations, while a successful event, had noticeably less attendees. With very few municipal attendees and fewer lawn care operators, we focused on the positive and delivered a great event for all who were present.

The full-day event was held in conjunction with Congress 2012, on the pre-trade show day, Warm-Up Monday in the Cohen Ballroom of the Toronto Congress Centre. The technical sessions were capped off by a motivational keynote presentation on customer service from popular Canadian author and speaker, Jeff Mowatt. Lunch was included, as well as a networking reception at the end of the day.

A special note of appreciation to all our sponsors: we could not achieve the high level of experience to our guests without their contributions. Also appreciated are the returned attendee surveys; your time is appreciated and the comments will help build and shape future events.

We are professionals in our field of turf and landscape management, and strive to continue to be regarded as such. The IPM Council granted confirmed attendees eight IPM Council of Canada CECs. For all who attended, I wish to express my thanks.

As with any event, the symposium would not be as successful without our dedicated committee members. They all contribute to the success of the event, and their time and expertise are appreciated.

Respectfully submitted,
Mark Goodman

Chair 2011-2012

Membership Recruitment and Retention

Chair: Warren Patterson

Members: Hank Gelderman CLT, Brian Lofgren, Frans Peters, Michael Van Dongen, David Wright CLP

This committee's responsibility is to oversee the programs and pro-

cesses which relate to providing exceptional value and service to the members.

Specifically this includes:

- Design and coordinate a membership recruitment and retention campaign.
 - Review communication methods and strategies used to make members aware of the benefits and programs of LO/CNLA.
 - Review, improve and promote membership benefit programs.
- 2011- 2012 highlights**
- The booth at Congress 2012 was a tremendous success, with past president Gerald Boot CLP putting it best, "The function of the LO booth is to meet the members and potential members. The layout of the booth worked extremely well, as its inviting layout attracted the attention of the delegates. Congratulations on a job well done."
 - Additionally, associate members and endorsed suppliers were given membership pamphlets to distribute at their booths at Congress 2012.
 - Chapter relevancy has become an important membership topic, as developing local relevancy will help draw-in members across the province. This topic was discussed in detail in a meeting in October 2011 and at governance in December 2011. A proposal is currently under discussion with the provincial board to offer greater support to the nine chapters.
 - A membership campaign went out via email and fax to the list of non-members across the province. Overall, a total of 1,396 fax numbers and 557 emails were sent.
 - The membership renewal campaign has been streamlined to ensure all members are contacted via mail, email and phone prior to a membership cancellation. In addition, we are working to create better member information so members do not miss any opportunity to utilize their member benefits.
 - The membership team has worked to maintain a high level of customer service so current members are being well served.
 - The membership team attended associate member seminars in the winter of 2012 to promote LO benefits.

Goals to pursue

- Work with chapter relevancy committee to develop a plan for increased ongoing local relevancy.
- Increase awareness of Landscape Ontario with non-members through multi-media marketing campaign and trade show presence.
- Increase consumer awareness of Landscape Ontario and the GFL brand at the local level by utilizing local media and community projects.
- Membership drive involving endorsed supplier; all members need to be aware of the various benefits available through LO.

Respectfully submitted,

Warren Patterson

Chair 2012

Pesticide Industry Council

Chair: John Wright

Secretary: Tony DiGiovanni

Manager PIC-PTP: Tom Somerville

In 2000, the Ontario Ministry of Environment (MOE) implemented new requirements under the *Pesticide Act* (originally *Ontario Regulation 914*).

2012 ANNUAL REPORT

Under the new requirements, anyone who applied pesticides had to be either licensed, or have 'Technician Status.' The new regulation required that all unlicensed assistants working with licensed exterminators must complete a basic pesticide safety course to acquire Technician Status in order to legally apply pesticides.

The Pesticide Technician Program (PTP) was then established as the 'basic pesticide safety course' to acquire Technician Status and meet the new requirements. The PTP is a basic two-part safety program that incorporates both a practical component and an academic exam, as the training requirements.

The Pesticide Industry Council (PIC) was formed on behalf of the pesticide industry by the Lawn Care Sector Group to implement the new requirements. The PIC has worked with the MOE since 2000 to meet the new requirements and administer the PTP.

Landscape Ontario is the administrator of the PTP on behalf of the MOE under the guidance of a Memorandum of Understanding.

PIC is a council that has representation from Hydro One, Canadian Golf Superintendents Association, Ontario Golf Superintendents Association, Professional Lawn Care Association of Ontario, Urban Pest Management Council, Crop Protection Institute, International Society of Arboriculture, Ontario Parks Association, Ontario Vegetation Management Association, Structural Pest Management Association and Landscape Ontario.

In 2009, the Ministry of the Environment made changes to the Pesticide Act and brought in the *Cosmetic Pesticides Ban Act*. This is the fourth year (2012) that the PTP and PIC have worked within the framework of the *Cosmetic Pesticides Ban Act*, 2009. The new regulations amended the *Pesticides Act* to prohibit the use and sale of pesticides that may be used for cosmetic purposes. Since the implementation of the new regulations curtailed the use of pesticides, the number of people enrolling in the PTP has dropped significantly than when first implemented in 2000.

However, under the new regulation, to apply the allowable 'control products,' a person still requires a license or Technician Status. Therefore, with the PTP still required, the PIC is still in business. The number of technicians enrolling in the PTP dropped from 1,200 in the first year leading to the passing of the new regulation, to 800 in the first year of the *Cosmetic Pesticides Ban Act*, to 975 in 2010, a year after the implementation of the new regulation to 925 in 2011, and to 1,000 this year (2012). The number of technicians enrolling in the PTP is slowly increasing.

To date, the total number of technicians enrolled in the PTP through the PIC is approximately 13,500. There were 12 new people who became qualified PIC Accredited Examiners, for a total to date of 679 (489 active). On the financial front, PIC reached the breakeven for 2012.

The new regulations also required that the program training material had to be significantly changed to reflect the new law. The PIC worked with the MOE in 2011 to change the PTP training and testing material. This new training material, the *Technician Training Manual*, logbook and the question bank have been well received.

In addition to working with the MOE to change the technician training material to reflect the new regulations, PIC also continued a re-training program for examiners. All past PIC examiners needed to take a refresher course to renew their PIC examiner status. Re-accreditation of examiners included a webinar detailing the implications of the regulation change and a re-signing of the Examiner Code of Ethics. Any examiner who did not take the refresher course last year is required to take the refresher course this year (2012).

Members of Pesticide Technician Advisory Council (PTAC) include Wanda Michalowicz, Crystal LaFrance and Suzanne Durst

(on maternity leave) from the MOE, John Wright, Tom Somerville from the PIC and Gary VanderHeide and Gerald Vander Ploeg from PIRC. It is regrettable that Gary VanderHeide died last summer (2012).

Respectfully submitted,

John Wright

Chair 2011-2012

Prosperity Partners

Chair: Hank Gelderman CLT

Members: Gerald Boot CLP, Bill DeLuca, Leon Denbok CLP, CLT, Mark Fisher, Eric Gordon, Jacki Hart CLP, Ryan Heath CLP, CLT, Tim Kearney CLP, Bob Tubby CLP, Michael Van Dongen

In 2008, LO president Bob Tubby formed a prosperity taskforce, which brainstormed ways to help members improve their business skills. This led to the formation of the Prosperity Partners Program. The program revolves around a five Pillar approach to business competency: Customers for Life, Financial Health, Leadership, Operational Excellence and Sales Success.

Continually improving these five areas of business competence will enhance your business. Landscape Ontario embraced this approach by:

- Aligning all professional development activity to fit with the five pillars
- Introducing this common language of business
- Offering two levels of seminars in all chapters
- Reinforcing the Prosperity Partners concept in the magazines, conferences, seminars and meetings
- Positioning the association as a Prosperity Partner
- Collecting and distributing templates

The program has assisted many members in working effectively on their businesses. It has helped members recognize strengths, weaknesses and gaps. It has reinforced the mentorship benefit of the association and nurtured peer-to-peer support.

At a recent board meeting, Gregg Salivan commented that the Prosperity Partners program is a legacy that Bob Tubby has left us. There is no other program in LO history that has been as utilized by the membership. It has been very successful, and we must keep it going.

After four years, the program needs to be renewed, revitalized and repackaged. In 2013, we will continue to offer the Building Your Prosperity Program as required. We will also re-engage the chapters and sector groups to promote the benefits of the program. We will continue to feature the program in LO publications and at major events. We want to energize the membership and create a positive 'buzz.' We have a great business tool in our arsenal to help improve and elevate the level of professionalism. We look forward to leveraging it and better promote it.

Respectfully submitted,

Hank Gelderman CLT

Chair 2012



2012 Volunteers

Committees

Phil Charal, president of Landscape Ontario, extends his appreciation of the volunteers who sit on one or more of LO's committees. The committees meet regularly to discuss the future of the industry and the association. Committees include, Accreditation, Awards of Excellence, Board of Directors, Branding, Building, Chapter Boards (Durham, Georgian Lakelands, Golden Horseshoe, London, Ottawa, Toronto, Upper Canada, Waterloo and Windsor), Communication, Executive/Finance, Environmental Stewardship, Foundation, Industry Sectors (Garden Centres, Grounds Management, Growers, Interior Plantscapes, Irrigation, Landscape Designers, Landscape Contractors, Lighting, Lawn Care and Snow and Ice), IPM Symposium, Membership Recruitment and Retention, Past Presidents, Pesticide Industry Council, Prosperity Partners, Trade Show and Trial Gardens.

Jamie Aalbers
Randy Adams
 RM Adams Trucking
Robert Adams
 Adams Landscaping and Property Maintenance
Sundaura Alford CLD
 Yards Unlimited Landscaping
Bob Allen
 RW Allen Horticultural Services
Kevin Almeida
 Almeida & Almeida Landscaping
Susan Antler
 The Composting Council of Canada
Vince Arone
 Pinpoint GPS Solutions
John Bakker III
 JC Bakker and Sons
Lynne Barnes
 Gordon J Leece Landscapes
Andrew Barz
 Meadowbrook Landscape Contracting
Brian Baun
 B.K. Baun Landscape
Andrew Beattie
 Ideal Landscape Services
Scott Beaudoin
 Manchester Products
Judy Bell
 Treefrog Design
Barry Benjamin
 Barry Benjamin and Associates
Sue Blaney
 Lechuzza Canada
Thomas Blatter CLP
 Dreamstate Landscaping
Michael Boffo
 Boffo Landscaping
Robert Boffo
 Boffo Landscaping
Gerald Boot CLP
 Boot's Landscaping and Maintenance

John Bos CLT
 Bos Landscaping
Neil Bouma
 Picture Perfect Landscaping — Quinte
Gerwin Bouman
 Stam Nurseries
Dave Braun
 Braun Nursery Limited
Paul Brydges
 Brydges Landscape Architecture
John Buikema
 Gelderman Landscaping
Cor Bultena
 Eloquip
Richard Burch CLT, CLP, CIT
 Burch Landscape Services
Chris Burns CLT
 Clintar Landscape Management - Ottawa
Steve Carrothers
 AEON Gazebo
Laura Catalano
 Nisco National Leasing
Harry Chang
 Humber College
Phil Charal
 Allweather Landscape
Pam Charbonneau
 Guelph Turfgrass Institute
Don Chase CLD
 Seferian Design Group
Terry Childs
 Nature's Way Landscaping
Brian Clegg
 Allweather Landscape
Brian Cocks CLT
Michael Connell
 Stonescape Exteriors
Douglas Coote
 DG Coote Enterprises
Louise Cottreau
 AWS Irrigation Management

Tim Cruickshanks
 Cruickshanks Property Services
Jim Curran
 Lafleur de la Capitale
Chris Davies
 Bushman Canada
Gavin Dawson
 GreenLawn
Mike DeBoer CLT
 Gelderman Landscaping
Paul DeGroot
 Connon Nurseries/NVK Holdings
Harry DeVries
 V Kraus Nurseries
Harold Deenen CLP
 Hank Deenen Landscaping
Ken Dehaan
 Dutchman Lawn and Garden
Leon Denbok CLT, CLP
 DenBok Landscaping and Design
Barry Dickson
 BR Dickson Equipment
Jason Dietrich
 Ace Lawn Care
Charlie Dobbin
 Garden Solutions by Charlie Dobbin
Paulo Domingues CIT
 Aquaman Irrigation
Paul Doornbos CLT, CLP
 Thornbusch Landscaping Company
Lindsay Drake Nightingale
 Yorkshire Garden Services
Tim Dyer
 Carp Garden Centre
Beth Edney CLD
 Designs By The Yard
Stacy Elliott
 Bradley's Insurance
Janet Ennamorato
 Creative Garden Designs
Kevin Falls
 Sylvite Agri-Services
Carmine Filice CLP
 Greentario Landscaping (2006)
Mark Fisher
 The Escarpment Company
Shawn Foley CLIA, CIT, CIC
 The Waterboys Contracting
Rick Friesen
 Sheridan Nurseries
Carol Fulford
 Gerrits Property Services
John Fulford
 Gerrits Property Services
Dan Garlatti
 Garlatti Landscaping
Paul Gaspar
 Weed Man - Toronto
Jason Gaw
 Sycamore Landscape
Derek Geddes
 Coldstream Land Escape Company
Brandon Gelderman
 Gelderman Landscaping
Hank Gelderman CLT
Harry Gelderman CLT
 Gelderman Landscaping

Kara Gibbons
 Toro Company (The)
Jeff Gilberts CLT, CLP
 Clintar Landscape Management
Sabrina Goettler CLP
 Oriole Landscaping Ltd
Eric Gordon
 Gordon Landscape Company
Earle Graham
 Lakelands Irrigation
Jeff Gregg
 V Kraus Nurseries
Dan Grieve CLP
 Grieve Home Maintenance
Perry Grobe
 Grobe Nursery and Garden Centre
Paul Guirier
 Direct Solutions
Peter Guinane
 Oriole Landscaping
David Gunn
 Gunn-Duncan Landscaping
Kevin Hackson CLT
 HACKSTONE: Stone Craftsmen
Jerry Hakkers
 Sifton Properties
Ed Hansen
 Hansen Lawn and Gardens
Grant Harrison CLT
 Escapes Outdoor Living Designs
Rohan Harrison
 Premier Turf
Jacki Hart CLP
 Water's Edge Landscaping
Steve Hary
 The Landscape Company
Carl Hastings
 Arbordale Landscaping/Moonstruck
 Landscape Lighting
Jennifer Hayman
 Jennifer Hayman Design Group
Ryan Heath CLT, CLP
 Ryan Heath Professional Landscaping
Nathan Helder
 Gelderman Landscaping
Edward Hewis
 Ground Control Contracting
John Hewson CLP
 Greenscape Lawn Maintenance
John Higo
 Turf Care Products Canada Ltd
Bob Hodgins
 Smart About Salt Council
Barry Horczyk
 Shademaster Landscaping
Leon Horczyk
 Shademaster Landscaping
Martin Horsman
 Gelderman Landscaping
Doug Hubble
 Direct Solutions
Mark Humphries
 Humphries Landscape Services
Tom Intven
 Canadale Nurseries
Sean James
 Fern Ridge Landscaping

2012 ANNUAL REPORT

- Jill Jensen**
Jill Jensen Botanical Specialties
- Alistair Johnston**
Strybos Barron King
- Joan Johnston**
Peter Knippel Nursery
- Kennedy Johnston CLT**
Peter Knippel Nursery
- Sarah Johnston**
Greenlife — Ottawa Wholesale Nursery
- William Jordan**
Urban Meadows
- Nicola Kamp**
Nicola's Garden Art
- Anthony Kampen**
Boof's Landscaping and Maintenance
- Sara Katz**
Wild At Heart Design
- Tim Kearney CLP**
Garden Creations of Ottawa
- Robert Kennaley**
McLauchlin & Associates
- Hella Keppo CLT**
Stems Interior Landscaping Inc
- Christoph Kessel**
Ontario Ministry of Agriculture,
Food and Rural Affairs
- Alice Klamer**
Blue Sky Nursery
- Karl Klinck**
Orchard Farm Nursery
- Allan Kling CLP**
Urban Garden Supply Co Ltd
- Ben Kobes**
Kobes Nurseries
- Ron Koudys CLD**
Ron Koudys Landscape Architects
- Michael LaPorte CLT**
Clearview Nursery
- John Lamberink CIT, CIC**
Aquality Irrigation and Illumination
- Marty Lamers**
Allan Block/Atlas Hardscapes
- Janice Laurin**
Connon Nurseries/NVK Holdings
- Chas Lawton CHT, CIT**
Taylor Nursery
- Chris Le Conte CIC, CLIA**
Smart Watering Systems
- Jeffrey Lee**
Lee's Landscaping
- Shannon Lindensmith**
Georgina Garden Centre
- Jennifer Llewellyn**
Ontario Ministry of Agriculture, Food
and Rural Affairs
- Brian Lofgren**
Horta-Craft
- Anthony Lombardi CLP, CLD**
Dr. Landscape
- Jim Lounsbury**
Mohawk College
- Jeff Lowartz CLT**
Healthy Lawn Care Services
- Arvils Lukss**
Landscapes By Lucin
- Glen Lumis**
University of Guelph
- Mike Lysecki**
TBG Landscape
- Cory MacCallum CIT**
Greenscape Watering Systems
- Fran MacKenzie**
Oakville Dodge Chrysler (J. Lockwood)
- Dan MacLean**
Grand River Natural Stone
- Gary MacPhail**
Ego's Nurseries
- Steve Macartney CIT**
Raintree Irrigation and Outdoor Systems
- Chris Mace**
Leaside Landscaping
- Len Mancini**
Holland Park Garden Gallery
- John Mantel**
Connon Nurseries/AVK Holdings
- Brian Marsh**
Earth Art Landscapes
- Regine Marsh**
Earth Art Landscapes
- Ryan Marshall**
Escapes Outdoor Living Designs
- Ken Martin**
Copper Expressions
Landscape Lighting and Design
- Michael Martins**
Kimmick Landscaping
- Bob McCannell**
McCannell Consulting
- Pamela McCormick CLP**
Simply Landscaping and Garden Designs
- Jim McCracken**
Hugh McCracken o/a
McCracken Landscape Design
- Mike McGrath CLT**
Heritage Green Landscape Contractors
- Jeff McMann CLT**
Town of Markham
- Burke McNeill**
- Don McQueen CIT**
Nutri-Lawn — Burlington
- Jim Melo**
Allstone Equipment — Meyer Products
- Rob Mendonca**
Unilock Limited
- Brian Mettel**
B&L Mettel
- Norm Mills**
Kobes Nurseries
- Mike Miltenburg**
Turf Revolution
- Bert Minor**
Les Entreprises Prebbel Enterprises
- Jim Monk**
Markham Property Services
- John Moons**
Connon Nurseries/NVK Holdings
- Bruce Morton CID, CIC, CIT, CLP**
Greenscape Watering Systems
- Janet Mott CLP**
Christine's Touch Gardening
- Kelly Mulrooney-Cote**
Geosynthetic Systems
- Jodie Munshaw CLD**
Lake Simcoe Landscaping
- Roy Neves CLIA, CID, CIC**
DJ Rain and Co
- Terry Nicholson CLT**
Clintar Landscape Management
- John O'Leary CLT**
Clintar Landscape Management
- Paul Olsen**
Brookdale Treeland Nurseries
- Peter Olsen**
Royal City Nursery
- Keith Osborne**
Gro-Bark (Ontario)
- Mark Ostrowski**
Laurel Forest Farms
- Nino Papa**
Santerra Stonecraft
- Nanthakumar Paramanathan**
- Jason Partridge**
The Scott Wentworth Landscape
Group
- Michael Pascoe CLT**
Fanshawe College
- Warren Patterson**
Botanix — Barrie's Garden Centre
- Ken Pavely**
Lawn Life
- John Peets**
John Peets Landscaping
- Brian Perras**
B.P. Landscaping and Snow Removal
- Fred Persia**
Innovative Surface Solutions
- Frans Peters**
Humber Nurseries
- John Petrocelli**
Spider Tie Canada
- David Pierce**
CAP Brick
- Carolyn Planck**
Unilock Limited
- Fred Post CLD**
Your Designer Landscapes
- Chris Power**
Bellaire Landscape
- Fred Prescod CLT**
Plan It With Plants
- Sian Pritchard**
The Cutting Garden
- Bill Putzer**
M. Putzer Hornby Nursery
- John Putzer**
M. Putzer Hornby Nursery
- Lee Ratcliffe**
Dr Green Services
- Richard Reed**
Lawn Life
- Susan Richards**
New North Greenhouses
- Jay Rivait**
Top Grade Landscape & Garden Solutions
- Darren Rodrigues**
HUB Sinclair Cockburn International
- Richard Rogers CLT**
R J Rogers Landscaping
- Mike Ross CIC, CLIA**
Rain Bird International
- Robert Roszell**
Road Equipment Links
- Gregg Salivan**
Salivan Landscape
- Matt Sandink CIC, CLIA, CLWM**
Smart Watering Systems
- April Scarlett**
Urban Landscape Solutions
- Greg Scarlett CLT**
Urban Landscape Solutions
- Stephen Schell CLT**
The Plant Life
- Dean Schofield**
Landmark Landscaping
- Peter Scholtens**
Verbinnen's Nursery
- Joel Schraven**
Pickering Nurseries
- Veronica Schroder**
Terra Vista Landscape Construction
- Todd Schwindt**
TS Benefit Solutions
- Haig Seferian CLD**
Seferian Design Group
- Frank Selles CLT**
Framar Landscape
and Maintenance Contractors
- Tony Serwatuk CIC, CID, CIT, CLIA**
HydroSense
Irrigation Design and Consulting
- Brian Shelfoon**
Permacon Toronto
- Gord Shuttleworth**
Delaware Nursery
- Klaas Sikkema**
- Scott Sim CIT**
Turf Care Products Canada
- Arthur Skolnik**
Shibui Landscaping
- James Smith**
Niagara Parks Botanical Gardens
- Jeff Smith**
Lynden Lawn Care
- Lisa Smith**
Lisa Purves Garden Design
and Consultation
- Paul Snyders**
PGS Landscape
- James Solecki**
Integra Bespoke Lighting Systems
- Nick Soltz**
Soltz and Sons
- Fred Somerville**
Somerville Nurseries
- Jonas Spring**
Ecoman
- Patricia Stanish CLD**
Patricia Stanish Landscape Design
- Christine Stein**
Direct Solutions
- Bill Stensson**
Sheridan Nurseries
- Karl Stensson**
Sheridan Nurseries
- Ron Swentiski CLD**
Trillium Associates
- Donald Tellier CLT, ODH, CLIA, CIC, CID**
St. Clair College
- Jay Terryberry**
St. Clair College



Robert Tester
TNT Property Maintenance

Marc Thiebaud
OGS Grounds Maintenance Specialists

Rene Thiebaud CLP, OGS
Landscape Services

Rich Thiebaud
OGS Landscape Services

Mike Thomas
The Investment Guild

James Thompson
J Garfield Thompson Landscape

Jeff Thompson
Native Plant Source

Dave Tillaart
Dutchmaster Nurseries

Kyle Tobin
LawnSavers Plant Health Care

Tim Tripp
Neudorff North America

Rodger Tszanz
University of Guelph

Steve Tszanz
Turf Management Systems/Truly Nolen

Bob Tubby CLP
Arbordale Landscaping/
Moonstruck Landscape Lighting

David Turnbull CHT
David Turnbull and Associates

Chris Urquhart CLP
Green Unlimited

Phillip Van Alstyne CLT

Michael Van Dongen
Van Dongen's Landscaping and Nurseries

Violet Van Wassenaer
Ministry of the Environment

Jay VanGelder
DenBok Landscaping and Design

Jack VandeRee CLT
Boot's Landscaping and Maintenance

Art Vanden Eden CHT
Sheridan Nurseries

Neil Vanderkruk
Connon Nurseries/NVK Holdings

Peter Vanderley CLP
Pete Vanderley's Lawn Maintenance
and Landscape Services

Alex Verbinen
Verbinen's Nursery

Don Voorhees

Steve Wall
Wall To Wall Landscaping

Rita Weerdenburg
Canadian Nursery Landscape Association

Jeanine West
PhytoServ

Henry Westerhof
Kam's Growers Supply

Alan White
Turf Systems

Mike Wilkins
The Detailed Edge Landscapes

Joe Willemse
DiMarco Landscape Lighting

Mark Williams
Williams Nurseries

Bruce Wilson
Permacon Group — Greater Toronto Area

Robert Wilton CLT
Clintar Landscape Management

Dan Winstanley
Marsh Canada Limited

Jarrett Woodard
Grand River Brick and Stone

David Wright CLP
Wright Landscape Services

John Wright
Wright Lawn Care Service

Chuck Yates CIT
Yates Custom Lawn Sprinklers

Special events

Phil Charal, president of Landscape Ontario, expresses his thanks to those volunteers who assist and participate at numerous events during the year: Canada Blooms, certification, golf tournaments, baseball tournaments, Chapter home shows, awards judging, Congress, Expo, Green Trade Expo – Ottawa, Ottawa Day of Tribute and other Chapter events.

Stephen Barker CLT, CIT
Ganden Landscapes

Simon Barnes CLT
Bos Landscaping

Ty Baynton
Fern Ridge Landscaping

Bill Bitz
Bytowne Lawn Experts

John Boot CLT, CIT
Boot's Landscaping & Maintenance

Laura Booth CLT
Fanshawe College

Eric Brooks CLP
Eco Landscaping

Kerri Cameron CLT
Heritage Green Landscape Contractors

Sara Carmichael
Fanshawe College

Jeff Conrad CLT
Clintar Landscape Management

Trevor Cullen CLT
Cullen Landscaping

Carl De Boer CLT
Whispering Pines Landscaping

Darcy DeCaluwe
Stone in Style

Chris Diacur CLT
Clintar Landscape Management

Jeff Eidsness CLT
Clintar Landscape Management

Johnathon Frank
Pete Vanderley's Lawn Maintenance
and Landscape Services

Nick Fratoni CLT
Heritage Green Landscape Contractors

Derek Geddes
Coldstream Land Escape Company

Penny Geddes
Coldstream Land Escape Company

Jenny Haldane CLT
Clintar Landscape Management

Ryan Haluska CLT, CIT
Niagara Parks Commission School of
Horticulture

Dave Harrington

Corey Yourkin CIT, CIC
Vanden Bussche Irrigation

Andre Ypma
Modern Earthscapes Land Design

Alex Zalewski CLT
Parklane Nurseries Limited

Jason Zehr
Rural Roots Landscaping

Fiore Zenone
Tumbleweed Landscape Contracting

Helmut Zgraja
Helmutz Landscape and Interlock

Youbin Zheng
University of Guelph

Anna van Maris
Parklane Nurseries

Monica van Maris
Van Maris Holdings

John van Staveren
The Garden Shop

Karla Narraway

Steve Neumann
Algonquin College

Sharanne Paquette
Sharanne's Landscape Designs

Chris Pearson CLT
Heritage Green Landscape Contractors

John Perriman
Mountview Services

Jason Pond
Battlefield Equipment Rentals

Chris Rylands CLT
Clintar Landscape Management

Daniel Sauve CLT, CIT

Jason Smalley
Jason Smalley Landscape Design

Dan Smiley CLT
Clintar Landscape Management

Claude Smith
Kemptville College

Peter Solti CLT, CLP
Green Apple Landscaping

Richard Van DerGulik CLT
Clintar Landscape Management

Mike Wardell
Rural Roots Landscaping

Lindsey Wilton CHT
Maple Leaf Nurseries

Tommy Wingreen
Algonquin College

Eric Wright CLT
Pete Vanderley's Lawn Maintenance
and Landscape Services

Companies
Natural Impressions Landscaping,
Lafleur de la Capitale,
Bradley's Insurance,
Paysagement Trillium Landscaping,
Hansen Lawn and Gardens,
Peter Knippel Nursery,
Greenspace Services — Ottawa,
Lindsay Landscape,
Greenscape Watering Systems,
Geosynthetic Systems,
Zone 5 Landscaping
and Property Maintenance,
The Professional Gardener,
Weed Man — Ottawa,
Green Unlimited.

2012 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2012

BALANCE SHEET

	2011 Audited Statements	2012 Audited Statements
Assets		
Cash	240,364	286,667
Investments	1,277,563	1,218,787
Accrued Interest	42,907	27,252
Accounts Receivable	2,029,423	2,010,299
Prepaid Expenses	677,371	652,181
Land/Building-Vineland	57,645	57,645
Land/Building-Steeles Ave	580,462	580,462
Land/Building-Head Office	1,243,947	1,243,947
Total Assets	6,149,681	6,077,240
Liabilities and Surplus		
Accounts Payable	614,098	735,033
Accounts Payable-Garden Centre Group	4,961	1,926
Accounts Payable-Growers Group	(225)	22,525
Accounts Payable-Ipm Symposium	28,310	14,073
Accounts Payable-Special Projects	7,440	15,938
Deferred Revenue	2,872,169	2,820,877
Hort. Centre Improvement Fund	871,544	793,857
Hort. Industry Development Fund	582,897	582,334
Technology Fund	(817)	6,431
Promotion Fund	14,263	3,263
Surplus-Members Equity	1,046,568	1,046,568
Net Income	108,475	34,414
Total Liabilities and Surplus	6,149,681	6,077,240

FUND ALLOCATIONS

	2011 Audited Statements	2012 Audited Statements
Horticultural Industry Development Fund		
Opening Balance	600,128	660,372
Expenditures	(17,231)	(78,038)
Industry Funding/Donations	0	0
Transfer From Net Income	77,475	0
Closing Balance	660,372	582,334
Horticultural Centre Improvement Fund		
Opening Balance	898,010	871,544
Expenditures	(26,638)	(79,007)
Industry Funding/Donations	172	1,320
Transfer From Net Income	0	0
Closing Balance	871,544	793,857
Technology Fund		
Opening Balance	15,320	24,183
Expenditures	(16,136)	(17,752)
Transfer From Net Income	25,000	17,207
Closing Balance	24,183	23,638
Promotion Fund		
Opening Balance	20,483	20,263
Expenditures	(6,220)	(17,000)
Industry Funding/Donations	0	0
Transfer From Net Income	6,000	17,207
Closing Balance	20,263	20,470

INVESTMENTS

	Maturity Date	Rate of Return	Opening Value At Cost Sept. 1/11	Purchases At Cost	Disposals	Gain/Loss Disposals	Realized Interest On Disposals	Accrued Interest Aug. 31/12	Closing Value At Cost Aug. 31/12	Market Value Aug. 31/12
Bc Telus Coupon	Apr 8, 2022	4.79 %	272,537		272,537	11,259				
Bank Of Montreal Coupon	Feb 20, 2015	2.73 %	449,999		449,999	3,946				
Ontario Hydro Coupon	Aug 18, 2022	4.23 %	555,027		555,027	31,990				
Brookfield Asset Mgmt Coupon	Apr 25, 2017	3.96 %		606,322	484,845	15,155		4,336	121,477	128,709
Bank Of Nova Scotia Coupon	Jan 22, 2016	2.43 %		449,999				9,856	449,999	460,673
Bank Of Montreal Coupon	Apr 21, 2016	2.63 %		647,312				13,060	647,312	661,900
Totals			1,277,563	1,703,633	1,762,408	62,351	0	27,252	1,218,787	1,251,282

INCOME STATEMENT - DEPARTMENTAL SUMMARY

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
General	331,716	255,934	231,000	252,400	252,400
Membership	1,005,681	1,005,345	1,031,000	1,022,000	1,022,000
Publications	901,491	836,752	921,900	868,200	868,200
Congress	1,900,646	1,941,723	1,944,500	1,950,500	1,950,500
Expo	602,445	531,199	609,000	538,000	538,000
Education	228,296	217,444	217,000	195,000	195,000
Total Revenue	4,970,275	4,788,397	4,954,400	4,826,100	4,826,100
Expenses					
General	2,446,911	2,286,622	2,415,000	2,362,000	2,362,000
Membership	669,801	606,850	665,574	639,586	639,586
Publications	337,444	322,158	346,250	307,950	307,950
Congress	936,510	1,043,581	1,015,300	1,051,715	1,051,715
Expo	316,275	346,797	342,750	346,750	346,750
Education	154,859	147,975	169,000	117,000	117,000
Total Expenses	4,861,800	4,753,983	4,953,874	4,825,001	4,825,001
Net Income (Loss)	108,475	34,414	526	1,099	1,099

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2012

INCOME STATEMENT - GENERAL

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Rent	122,147	120,247	122,000	116,000	116,000
Administration Fees	86,991	35,605	28,000	73,000	73,000
Earned Interest	42,489	27,275	70,000	53,000	53,000
Gains/Losses-Investments	64,987	62,351	1,000	1,000	1,000
Information Technology/Web Fees	9,218	8,400	9,000	8,400	8,400
Miscellaneous	5,885	2,055	1,000	1,000	1,000
Total Revenue	331,716	255,934	231,000	252,400	252,400
Expenses					
Administrative Expenses					
Property Taxes	52,249	57,770	52,000	64,000	64,000
Telephone	37,223	31,712	33,000	25,000	25,000
Hydro	31,898	30,993	35,000	33,000	33,000
Heat	23,759	15,487	26,000	21,000	21,000
Maintenance-Yard	40,831	62,260	40,000	42,000	42,000
Maintenance-Building	65,789	62,973	70,000	65,000	65,000
Office Supplies	21,788	20,461	23,000	20,000	20,000
Office Equipment	7,136	6,210	8,000	4,500	4,500
Computer Equip/Software	3,693	4,743	4,000	5,000	5,000
Information Technology/Web Exps	21,896	22,019	22,000	22,000	22,000
Postage	10,251	14,046	14,000	12,000	12,000
Courier	6,101	4,962	7,000	6,000	6,000
Audit	18,000	18,000	17,000	19,000	19,000
Legal Fees	1,764	4,186	3,000	3,000	3,000
Advertising	1,696	683	2,000	1,000	1,000
Insurance Expense	19,479	20,978	18,000	21,000	21,000
Meeting Expenses	18,477	15,888	17,000	15,000	15,000
Travel	76,673	62,316	50,000	55,000	55,000
Dues and Subscriptions	8,441	6,808	9,000	9,000	9,000
Donations	2,690	1,374	2,000	1,000	1,000
Training (Staff)	3,011	477	5,000	2,500	2,500
Miscellaneous Expenses	10,406	15,108	12,000	12,000	12,000
Bank Charges and Interest	66,267	73,085	60,000	72,000	72,000
(Gain) Loss On Foreign Exchange	2,940	1,263	2,000	2,000	2,000
Total Expenses	552,457	553,801	531,000	532,000	532,000
Compensation					
Wages	1,699,149	1,536,731	1,676,000	1,625,000	1,625,000
Benefits	100,447	104,063	110,000	112,000	112,000
Source Deductions	94,857	92,027	98,000	93,000	93,000
Total	1,894,454	1,732,821	1,884,000	1,830,000	1,830,000
Total Expenses	2,446,911	2,286,622	2,415,000	2,362,000	2,362,000
Net Income (Loss)	(2,115,194)	(2,030,688)	(2,184,000)	(2,109,600)	(2,109,600)
Wage Allocations	1,344,137	1,425,492			
Overhead Allocations	598,209	599,913			
Net Income (Loss) Net of Allocations	(172,848)	(5,284)			

INCOME STATEMENT - EDUCATION

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Special Projects	17,479	26,089	17,000	15,000	15,000
Trade Courses	163,113	158,260	170,000	150,000	150,000
Certification	47,704	33,095	30,000	30,000	30,000
Total Revenue	228,296	217,444	217,000	195,000	195,000
Expenses					
Special Projects	11,107	3,259	12,000	1,000	1,000
Trade Courses	94,523	99,895	100,000	85,000	85,000
Certification	30,819	28,976	40,000	15,000	15,000
Promotion	6,411	3,845	5,000	4,000	4,000
Foundation Scholarships Funding	12,000	12,000	12,000	12,000	12,000
Total Expenses	154,859	147,975	169,000	117,000	117,000
Net Income (Loss)	73,437	69,469	48,000	78,000	78,000
Wage Allocations	(144,818)	(199,382)			
Overhead Allocations	(74,776)	(74,989)			
Net Income (Loss) Net Of Allocations	(146,157)	(204,902)			

2012 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2012

INCOME STATEMENT - PUBLISHING: *LANDSCAPE TRADES MAGAZINE*

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Advertising	608,527	540,513	630,000	572,000	572,000
Web Display Ads	1,950	7,230	15,000	8,000	8,000
Polybag	27,018	38,493	35,000	35,000	35,000
Classified Ads	4,984	5,661	5,000	5,500	5,500
Subscriptions	5,489	5,347	5,000	5,500	5,500
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	691,968	641,245	734,000	670,000	670,000
Discounts					
Member Discounts	76,122	64,843	80,000	75,000	75,000
Agency Discounts	14,659	12,479	15,000	15,000	15,000
Total Discounts	90,781	77,322	95,000	90,000	90,000
Gross Revenue	601,187	563,923	639,000	580,000	580,000
Expenses					
Printing	102,016	90,368	100,000	70,000	70,000
Freelance Editorial	14,290	10,943	15,000	12,000	12,000
Editorial Travel	3,132	1,075	4,000	3,000	3,000
Sales Travel	16,458	14,227	15,000	14,000	14,000
Mail Preparation	6,826	7,332	8,000	8,000	8,000
Poly Bag Costs	4,249	4,744	7,000	5,000	5,000
Postage (2nd Class)	49,124	54,771	48,000	55,000	55,000
Postage(Foreign)	2,683	577	4,000	3,000	3,000
Courier Charges	1,626	1,110	2,000	1,500	1,500
Subscription Campaign	0	521	1,500	1,000	1,000
Promotion/Media Kits	7,462	4,842	6,000	6,000	6,000
Ccub Circulation Audit	5,220	6,308	5,000	5,500	5,500
Miscellaneous	96	294	500	500	500
Bad Debts	1,880	5,801	2,000	2,000	2,000
Total Expenses	215,061	202,914	218,000	186,500	186,500
Net Income(Loss)	386,126	361,010	421,000	393,500	393,500
Wage Allocations	(170,064)	(240,577)			
Overhead Allocations	(74,776)	(74,989)			
Net Income(Loss) Net of Allocations	141,287	45,444			

INCOME STATEMENT - PUBLISHING: *LANDSCAPE ONTARIO MAGAZINE*

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Advertising	156,472	138,587	145,000	145,000	145,000
Polybag	7,974	5,748	9,000	6,000	6,000
Classified Ads	5,800	6,645	6,000	6,000	6,000
Web Classified Ads	10,832	13,996	9,000	11,000	11,000
Enews Ads	0	0		12,000	12,000
Subscriptions	212	74	500	200	200
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	225,290	209,051	213,500	224,200	224,200
Discounts:					
Member Discounts	27,882	24,848	25,000	25,000	25,000
Agency Discounts	970	218	600	1,000	1,000
Total Discounts	28,852	25,065	25,600	26,000	26,000
Gross Revenue	196,438	183,985	187,900	198,200	198,200
Expenses					
Printing	39,047	38,503	42,000	30,000	30,000
Editorial Travel	996	1,511	1,000	1,000	1,000
Mail Preparations	4,640	5,927	4,500	7,000	7,000
Poly Bag Costs	1,633	1,925	2,000	2,700	2,700
Postage	17,233	17,538	18,000	18,000	18,000
Miscellaneous	0	300	250	250	250
Bad Debts	0	0	500	500	500
Total Expenses	63,549	65,704	68,250	59,450	59,450
Net Income(Loss)	132,889	118,281	119,650	138,750	138,750
Wage Allocations	(129,976)	(149,907)			
Overhead Allocations	(37,388)	(37,495)			
Net Income(Loss) Net of Allocations	(34,475)	(69,120)			

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2012

PUBLISHING - SPECIAL PROJECTS

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue	103,866	88,843	95,000	90,000	90,000
Expenses	58,835	53,540	60,000	62,000	62,000
Net Income (Loss)	45,031	35,303	35,000	28,000	28,000
Wage Allocations	(9,368)	(34,971)			
Overhead Allocations	0	0			
Net Income (Loss) Net of Allocations	35,663	332			

INCOME STATEMENT - MEMBERSHIP SERVICES

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Membership Dues	943,558	942,873	950,000	950,000	950,000
Awards Of Excellence	38,403	43,521	38,000	50,000	50,000
Merchandise	1,681	2,107	3,000	2,000	2,000
Referral Fees	22,039	16,843	40,000	20,000	20,000
Total Revenue	1,005,681	1,005,345	1,031,000	1,022,000	1,022,000
Expenses					
General					
CNLA Membership Dues	270,303	277,397	275,000	280,000	280,000
Member Subscriptions	88,000	88,000	88,000	88,000	88,000
Awards Of Excellence	60,958	77,598	73,000	70,000	70,000
Membership Plaques	5,973	5,620	7,000	7,000	7,000
Annual Report	3,183	1,993	3,000	2,000	2,000
Merchandise	0	1,183	4,000	2,000	2,000
Membership Campaign	9,095	6,364	10,000	8,000	8,000
Membership Booth	13,421	21,706	18,000	18,000	18,000
Promotion-Members	20,897	18,865	23,000	20,000	20,000
Promotion-Canada Blooms	126,606	34,043	50,000	35,000	35,000
Promotion-GFL/Branding	18,334	11,410	15,000	10,000	10,000
Total Expenses	616,770	544,180	566,000	540,000	540,000
Chapters & Sector Groups					
Windsor	3,260	3,230	3,230	3,200	3,200
London	5,139	6,290	6,290	6,550	6,550
Golden Horseshoe	8,920	9,480	9,480	9,440	9,440
Waterloo	7,318	7,010	7,010	7,208	7,208
Ottawa	6,417	6,342	6,342	6,290	6,290
Toronto	2,190	4,045	20,560	20,542	20,542
Georgian Lakelands	4,929	5,418	6,342	6,264	6,264
Durham	5,828	6,550	6,550	6,472	6,472
Upper Canada	1,320	3,770	3,770	3,620	3,620
Growers	3,419	926	3,000	3,000	3,000
Lawn Care	412	937	3,000	3,000	3,000
Garden Centre	80	1,203	3,000	3,000	3,000
Landscape Contractors	127	3,094	3,000	3,000	3,000
Grounds Maintenance	343	272	3,000	3,000	3,000
Designers	996	476	3,000	3,000	3,000
Irrigation	3,443	469	3,000	3,000	3,000
Interiorscape	585	2,289	3,000	3,000	3,000
Snow and Ice	880	763	3,000	3,000	3,000
Landscape Lighting	(2,576)	106	3,000	3,000	3,000
Total Chapters and Sector Groups	53,032	62,670	99,574	99,586	99,586
Total Expenses	669,801	606,850	665,574	639,586	639,586
Net Income (Loss)	335,880	398,495	365,426	382,414	382,414
Wage Allocations	(516,252)	(400,355)			
Overhead Allocations	(149,552)	(149,978)			
Net Income (Loss) Net of Allocations	(329,925)	(151,838)			

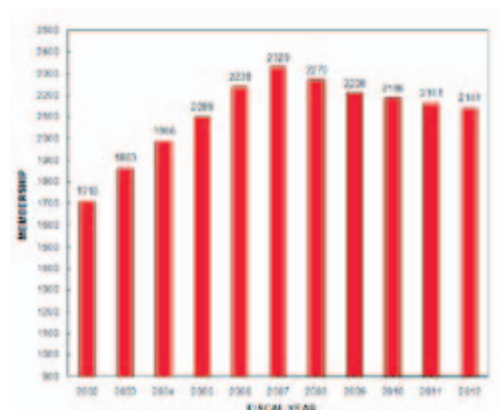
2012 ANNUAL REPORT

LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS YEAR ENDED AUGUST 31, 2012

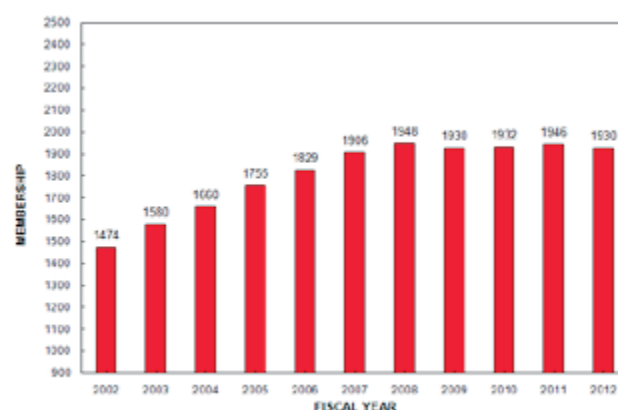
INCOME STATEMENT - CONGRESS

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Exhibit Space	1,851,223	1,935,384	1,900,000	1,938,000	1,938,000
Exhibit Space-Partners	93,025	58,800	90,000	55,000	55,000
Registration	124,465	137,438	130,000	137,000	137,000
Sponsorship	27,241	28,456	30,000	30,000	30,000
Miscellaneous	7,179	1,000	5,000	1,000	1,000
Total Revenue	2,103,133	2,161,078	2,155,000	2,161,000	2,161,000
Discounts					
Member Discounts	192,687	210,930	200,000	200,000	200,000
Member Discounts-Partners	9,800	8,425	10,500	10,500	10,500
Total Discounts	202,487	219,355	210,500	210,500	210,500
Gross Revenue	1,900,646	1,941,723	1,944,500	1,950,500	1,950,500
Expenses					
Exhibit Hall	366,785	381,986	377,800	393,415	393,415
Security	23,477	24,804	25,500	25,500	25,500
Show Services	98,603	109,374	110,000	110,000	110,000
Feature Area	1,544	3,500	3,000	3,500	3,500
Garden Subsidy	5,679	15,605	9,000	10,000	10,000
Speakers	21,869	23,967	35,000	25,000	25,000
Conferences-Food and Beverage	0	29,381	0	30,000	30,000
Registration Services	33,787	33,980	37,000	37,000	37,000
Audio Visual Equipment	12,051	22,311	15,000	15,000	15,000
Receptions	35,956	41,215	36,000	33,000	33,000
Printing	29,886	29,563	30,000	32,000	32,000
Promotion	9,856	10,404	12,000	12,000	12,000
Public Relations Services	7,218	7,133	8,000	8,700	8,700
Advertising	32,705	36,038	34,000	28,000	28,000
Photography	0	4,653	3,000	2,000	2,000
Flowers	1,493	513	2,000	1,000	1,000
Insurance	5,881	5,881	6,000	6,000	6,000
Move In/Move Out	95,907	103,804	100,000	105,000	105,000
Snow Removal	0	0	10,000	10,000	10,000
Travel	40,560	45,101	42,000	40,000	40,000
Parking	11,150	11,700	12,000	12,000	12,000
Police	1,680	1,743	2,000	2,000	2,000
Postage	21,802	24,065	24,000	24,600	24,600
Janitorial	42,000	44,100	44,000	45,500	45,500
Software	9,001	8,781	10,500	10,500	10,500
Labour	3,106	3,117	5,000	5,000	5,000
Commissions-Partners	20,735	14,725	20,000	20,000	20,000
Miscellaneous	3,780	6,138	2,500	5,000	5,000
Total Expenses	936,510	1,043,581	1,015,300	1,051,715	1,051,715
Net Income (Loss)	964,136	898,143	929,200	898,785	898,785
Wage Allocations	(243,410)	(239,509)			
Overhead Allocations	(149,552)	(149,978)			
Net Income (Loss) Net of Allocations	571,174	508,656			

MEMBERSHIP COUNT 2002-2012



MEMBERSHIP COUNT EXCLUDING HORT MEMBERS 2002-2012



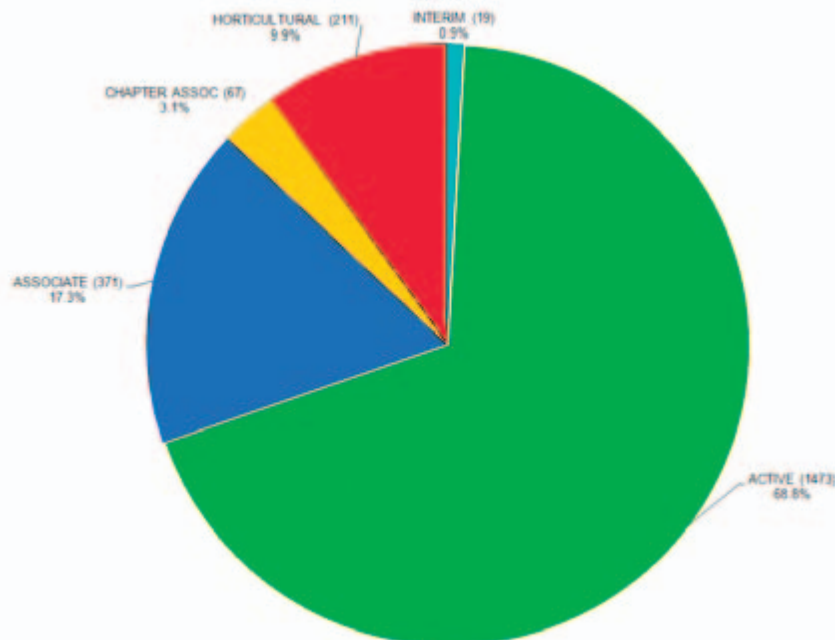
LANDSCAPE ONTARIO AUDITED FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2012

INCOME STATEMENT - EXPO

	2011 Audited Statements	2012 Audited Statements	2012 Revised Budgets	2013 Revised Budgets	2014 Proposed Budgets
Revenue					
Exhibit Space	613,900	546,518	631,000	560,000	560,000
Registration	6,770	7,912	3,500	3,500	3,500
Sponsorship	8,750	11,250	9,500	9,500	9,500
Miscellaneous	400	0	0	0	0
Total Revenue	629,820	565,680	644,000	573,000	573,000
Discounts					
Member Discounts	27,375	34,481	35,000	35,000	35,000
Total Discounts	27,375	34,481	35,000	35,000	35,000
Gross Revenue	602,445	531,199	609,000	538,000	538,000
Expenses					
Exhibit Hall	98,440	100,840	98,920	98,920	98,920
Security	8,424	11,536	10,300	10,300	10,300
Show Services	52,169	65,661	58,250	65,500	65,500
Registration Services	10,640	10,070	12,000	12,000	12,000
Printing	13,147	16,387	15,050	15,050	15,050
Promotion	9,458	6,431	7,700	20,200	20,200
Public Relations Services	5,332	5,250	5,750	5,750	5,750
Advertising	24,959	28,365	30,380	30,380	30,380
Photography	1,350	2,065	2,250	1,000	1,000
Move In/Move Out	34,757	32,897	37,350	37,350	37,350
Travel	16,688	17,352	13,750	13,750	13,750
Parking	2,000	2,100	2,000	2,000	2,000
Receptions	11,834	7,133	9,000	7,000	7,000
Postage	7,657	9,523	7,800	7,800	7,800
Janitorial	7,720	8,100	8,000	8,000	8,000
Software	7,348	8,462	8,500	8,500	8,500
Commissions-Partners	3,250	10,500	12,500	0	0
Miscellaneous	1,103	4,126	3,250	3,250	3,250
Total Expenses	316,275	346,797	342,750	346,750	346,750
Net Income(Loss)	286,170	184,402	266,250	191,250	191,250
Wage Allocations	(130,249)	(160,791)			
Overhead Allocations	(112,164)	(112,484)			
Net Income(Loss) Net Of Allocations	43,756	(88,872)			

MEMBERSHIP BREAKDOWN 2012



Ontario Horticultural Trades Foundation

2012

Annual Report



MANDATE

*"To ensure a healthy future
for the horticultural industry"*

www.ohtf.ca

The Foundation is governed by a volunteer board, comprised of respected industry members. The Board Shares responsibility for promoting the Foundation fund's growth. Only interest generated by the Fund is used for scholarships and research. This promotes sustainability for the long term.



Officers and Directors

John Wright
 Monica van Maris
 Brian Cocks CLT
 Hank Gelderman CLT
 Bob Allen
 Tony DiGiovanni CLT
 Ben Kobes
 Mark Ostrowski
 John Peets
 Mike Thomas
 David Turnbull CHT
 Neil Vanderkruk
 Robert Wilton

President
 Vice President
 Secretary
 Treasurer
 Director
 Director
 Director
 Director
 Director
 Director
 Director
 Director
 Director

Supporting the Foundation:

The Foundation would like to thank donors. A donation is an easy and effective way to benefit Ontario's horticultural community and is tax-deductible.

Donations were received this year from:

Robert Allen
 Rachel Dunn
 Michael Gregorasz
 Sonja Hirsig
 Ann Jakins
 Joerg Leiss
 N. Paramanathan
 Monica van Maris
 Karen Weyermann
 Patricia Worgan
 John Wright
 Arton Landscaping
 Avalon Landscaping Tech
 BJ Flint & Sons
 BP Landscaping

Beaver Landscaping
 Brownridge Greenhouse
 Cambridge Landscaping
 Cameron Landscaping
 Denbok Landscaping
 Entire Landscapes
 Enviroscope Inc
 Forecast Landscaping
 Forever Green
 Lawn & Landscape
 Get it Done Enterprises
 Green Masters Landscaping
 Grieve Home Maintenance
 Gunn Duncan Landscaping
 Lorco Property Maintenance

Manulife Financial
 Nutri-Lawn Ottawa
 OJ Muller Landscape
 Omega Landscape
 Outdoor Services
 Paragon Landscapes
 Paysagement Trillium
 Quercus Hort
 Shibui Landscaping
 Underhill Landscape
 Waterloo Chapter
 Whiteoak Ford
 Wright Landscape Services
 Yorkshire Garden Services



2012 ANNUAL REPORT

How to Support the Foundation

The Foundation developed a new information brochure “Support the Ontario Horticultural Trades Foundation” (can be found on www.ohhf.ca). With a donation to the Foundation, you have the satisfaction of knowing that you are “*making a difference and leaving a legacy*” for the industry that you love.

You can support the foundation by:

- a) **Sponsorship:** Join the Foundation by making a pledge – an annual donation or a one-time gift.
- b) **Memorial Gift:** This is a meaningful way to honour a friend, loved one or professional contact and help support the industry
- c) **Legacy Gift:** Earmark funds through your estate to sustain the horticulture industry. Contact your estate planner or lawyer to include this legacy provision in your will.
- d) **Stewardship Program:** Many Foundation sponsors share their expertise by speaking to groups and direct their honorariums to the Foundation.

Legacy Room

At Congress 2012, the Foundation hosted “The Legacy Lounge” for the pioneers of the industry and LO members. Approximately 50 people visited the lounge to talk about old times, what is happening now in the industry and what they hope will happen in the future. The lounge was a friendly spot to sit, relax, talk with others and enjoy refreshments. The Foundation would like to thank the following companies who sponsored the Legacy lounge.



Scholarship Program:

One of the most important mandates of the Ontario Horticultural Trades Foundation is to nurture and advance the horticultural industry through the funding of industry-related scholarships. A list of the scholarships can be found on the web site: www.ohhf.ca.

This year, we distributed \$30,000 in scholarships to students enrolled in horticultural programs across the province

Congratulations to this year's recipients – 2012

Post Secondary (\$1,000.00)

Randy Bhagwan – Seneca College
Nicole Carriere – Univ of Guelph
Christina Celestino – St. Clair College
Peter Coaly – Niagara College
Yaqi Duan – Seneca College
Esther Elbert – Seneca College
Kyu Chul Jung – Seneca College
Nadia Mahmood – Seneca College
Aaron McQueen – Ridgeway College
Stacy Meyerink – Fanshawe College
Dylan Munt – Olds College
Amy Purvis – Fanshawe College
Denise Rogers – Fanshawe College
Brad Shaddock – Seneca College
Robert Staal – Algonquin College
Chantal Taylor – Algonquin College
Nathaneal McKim – Fanshawe College

Post Graduate (\$1000.00)

Tyler Bradt – University of Toronto

High School Scholarship (\$1000.00) (only 5 per year)

Amanda Bourget – Fanshawe College
Samantha Couto – Fanshawe College
Laura Dickson – Fanshawe College
Owen Moynihan – Fanshawe College

High School Scholarship – apprenticeship (\$600.00) (only 5 per year)

Adam Angeloni – Humber College
Jesse Dale – Humber College
Merita Dinaj – Humber College
Marketa Havlik – Humber College
Sovann Muon – Mohawk College

Horst Dickert Scholarship (\$1000.00)

Caitlin Harding – Fanshawe College

Casey van Maris Scholarship (\$1000.00)

Josh Berger – Niagara College

Tony DiGiovanni (\$1000.00)

Rachel Barrie – Kemptville College

John & Ruth Wright Scholarship (\$2000.00)

Kathleen Dodson – University of Guelph



Research Programs:

The Foundation has also contributed to numerous research programs. In 2011 – 2012 fiscal year, the Ontario Horticultural Trades Foundation contributed a total of \$167,032.22 to the following projects:

Lakehead University - \$7,500.00

- Evaluation of the risk of run-off water quality posed by restricted fertilization of turf grass.

Ontario Turfgrass Research Foundation - \$10,000.00

- Integrated turfgrass management project

University of Guelph - \$18,647.50

- Irrigation water management on Ontario nursery farms

University of Waterloo - \$65,900.00

- Optimum de-icing and anti-icing for parking lots and sidewalks

Veteran's Memorial Parkway Project - \$46,500.00

- Tree planting and commemorative signs along 401 highway in London area

Vineland Research Centre - \$18,484.72

- functional bio-pesticides for lawn care industry

OHTF FINANCIAL STATEMENTS

FUND BALANCES

	Year End August 31, 2012	Year End August 31, 2011
General Fund	\$2895	\$4,620
Dunington-Grubb/ Sheridan Nurseries Fund	\$246,360	\$234,815.23
Growers' Group Research Fund	\$354,045	\$342,618
Ottawa Chapter Val Kirshner Scholarship Fund	\$58,420	\$55,683
Scholarship Fund	\$95,706	\$104,405
Casey van Maris Scholarship Fund	\$24,320	\$22,204
IPM Symposium Fund	\$194,341	\$173,649
Turf Research Fund	(\$15,407)	(\$31,815)
Tony DiGiovanni Fund	\$92,570	\$89,209
John Wright Fund	\$24,120	\$24,684
Horst Dickert Fund	\$5,228	\$5,959
Waterloo Chapter Fund	\$53,060	\$48,034
Totals	\$1,135,658	\$1,074,066

STATEMENT OF FINANCIAL POSITION

	Year End August 31, 2012	Year End August 31, 2011
ASSETS		
Current		
Bank	\$34,855	\$12,818
Accounts Receivable	\$744	\$15,200
	\$35,599	\$28,018
Long Term		
Investments	\$1,028,084	\$962,776
Investment-Vineland Consortium	\$57,711	\$57,711
Investment-Steeles Ave Property	\$581	\$581
Accrued Interest Receivable	\$18,284	\$29,623
	\$1,104,661	\$1,050,691
Total Assets	\$1,140,260	\$1,078,709
LIABILITIES		
Current		
Accounts Payable & Accrued Charges	\$4,601	\$4,643
Accumulated Fund Balances		
Fund Balances	\$1,135,658	\$1,074,066
Total Liabilities/Funds	\$1,140,260	\$1,078,709

STATEMENT OF OPERATIONS & FUND BALANCES

	Year End August 31, 2012	Year End August 31, 2011
REVENUES		
Interest/Gains(Losses)	\$53,970	\$43,427
Miscellaneous	\$315	\$1,894
Research Grants	\$194,782	\$144,179
Donations	\$25,993	\$21,201
Total Revenue	\$271,060	\$210,701
EXPENSES		
Administration Fees	\$1,598	\$1,695
Audit Fees	\$2,613	\$2,825
Bank Charges & Interest	\$125	\$127
Legal Fees	\$0	\$0
Supplies/Misc	\$5,076	\$9,941
Directors Liability Insurance	\$1,024	\$1,944
Disbursed As Research Grants/ Sponsorships	\$171,032	\$183,996
Disbursed As Scholarships	\$32,000	\$13,500
Total Expenses	\$209,468	\$214,029
Excess Of Revenue Over Expenses	\$61,592	(\$3,327)
Fund Balances, Beginning Of Year	\$1,074,066	\$1,077,393
Fund Balances, Year End	\$1,135,658	\$1,074,066