



Volume 29, Issue 1
January 2019

Board Meetings

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

Upcoming meetings:

- **February 6-7**
Landscape Industry Show,
Ontario Convention Center,
Ontario, CA.
Visit www.clca.org/lis

In This Issue:

- President's Message
- Personalized Employee Handbooks
- Sponsor Spotlight: Engel & Gray
- Learning opportunities at LIS

www.clcaslo.org

slo X PRESS



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



Is there a new technology you are curious about? Thinking of expanding your current services? Come discover new ideas and expert solutions to help you hit the ground running in 2019. Learn about the best products, services and strategies to help improve and grow your business. Check out the new exhibits, suppliers, and demonstrations — get your questions answered face-to-face. Develop and expand your network of business contacts as you meet exhibitors and attendees.

Ask The Experts

At the Landscape Industry Show, get real people to answer your questions. Curious about how new products can help your bottom line? Looking for a solution to a new challenge? Find out how a new product or supplier could cut your expenses and boost your profits.

Learn from the Pros

The 2019 show features more than 40 seminars and workshops - eight of them in Spanish! Advance your career development and earn CEUs by attending a variety of classes in this year's educational lineup. You will take away information and tools to benefit your business right away.

Take advantage of our seminar series with topics ranging from creating an employee handbook, to cutting edge financing, to employee recruitment and retention, equipment financing, boosting profits by mastering chaos, and more.

About the Venue

This venue is a state-of-the-art convention center with easy access; right in the middle of 4 free-ways and close to Ontario International Airport.

Hotels are less than a block away with rates up to 40% less than those in L.A. And, area hotels offer free parking and free airport transportation.

For more information or to register, visit <http://clca.org/lis/index.php>.

2018 San Luis Obispo Chapter Officers

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

CLCA Board of Directors

PresidentAaron Huxley (415) 256-1711
 President-ElectElizabeth Burns.....(310) 831-6132
 Past President.....Tim Hendricks..... (925) 957-8831
 Secretary/TreasurerAndrew Simpson...(916) 721-1635
 Executive Director.....Sandra Giarde..... (916) 830-2780

DIRECTORS

LegislationMegan Rios (661) 835-9259
 Education.....Lindsay Ono (661) 395-4938

SLO CLCA Past Presidents

2014-15
 Mike Kneeskern
 Central Coast
 Landscape Products
2012-13
 David Brown
 Mari Landscaping
2011
 Aaron Huxley
 Hunter Industries

2009-10
 Erik Wolting
 All Seasons Gardening &
 Landscaping
2007-08
 Jim Trask
 California Water Shapes

2005-06
 Erik Wolting
 All Seasons Gardening &
 Landscaping
2004
 John Doyle
 J Doyle Landscaping
2002-03
 Pat Connelly
 St. Francis Landscape

1998-2001
 Bruce Courter
 Day Star Enterprises, Inc.
1996-98
 Lloyd Gracey
 Pacific Coast Landscapes
1995
 Danté D'Alfonso
 D'Alfonso's Landscape

1994
 Duane Morris
 Duane Morris Landscape
 Designer/Contractor
1993
 John Ruggiero
 Arcadian Gardens
1991-92
 Bruce Courter
 Day Star Enterprises

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

Water Management Certification

Water budgeting is now enforced by law by the Model Water Efficient Landscape Ordinance (MWELO). Becoming a Certified Water Manager is essential for your business.

Hiring a Certified Water Manager will enable you to reduce your water waste, reduce your water bills and save money. Through efficient, proven industry methods of water management, our water managers have been able to save their clients significant amounts of water and money.

For more information visit clca.org/water-pro//index.php



WHOLESALE
 REDWOOD • FIR • CEDAR
 BARK • SOIL AMENDMENTS
 ERRO-CONTROL STRAW
 PLAYGROUND FIBER

ROSSI TRANSPORT SERVICE

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

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

Soil Analysis Service

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

GRO POWER[®] .INC.

www.gropower.com
 909-393-3744 • FAX 909-393-2773 • 15065 Telephone Ave., Chino CA 91710



Serving your irrigation needs since 1950

PASO ROBLES ★ SAN LUIS OBISPO ★ ARROYO GRANDE ★ SANTA MARIA ★ BUELLTON

president's message



Evan Moffitt, CLCA-SLO President
Site One Landscape Supply

Winter is ending and soon it will be spring. We have been very fortunate to receive so much rain! Most of our area is over the average for this time of year. Hopefully we have lots of wet evenings and dry working days to come.

This year started off with our annual Kickoff Event at the Custom House in Avila Beach. It was one of our biggest kick offs ever! We had over 50 people in attendance. This included the Cal Poly National Colligate Landscape Competition Team that will be competing

in Fort Collins, Colorado in March. It was great reconnecting with the students, the future of our industry. We wish them the best. Our vendors deserve a huge thank you for helping make this evening happen. Our table sponsors for the evening were CLCA Insurance Solutions, SiteOne Landscape Supply, Central Coast Landscape Products, Rainbird, Hunter/Fx, Zurn Industries, and Bayer Turf and Ornamental. Air Vol Block was also a sponsor of our very successful raffle.

Coming up in February is the Landscape Industry Show in Ontario. This annual two day event will have tons of vendors featuring many product lines. It is at the Ontario Convention Center February 6th and 7th. Our next local event will be our first CLCA Happy Hour of the year at Dunbar Brewing in Santa Margarita March 27th. This event will be sponsored by Zurn Industries and we will be there from 5-7 p.m. Come and go as you please and hang out with vendors and friends from the industry.

We hope to see everyone at one of our upcoming events soon!

Member Benefit:

Personalized Employee Handbooks

CLCA, along with the California Employers Association, has compiled a new, first-of-its-kind employee handbook written specifically for employers in the landscape industry.

- Use of company vehicles
- Working with subcontractors
- Directions for inclement weather call-in.

The handbook is in an easy-to-use Microsoft Word format, which you can fully customize to fit your company's size, needs and special programs. The result is an accurate and up-to-date employee manual, one of the best defenses available against employee job actions and lawsuits.

The handbook includes all required state and federal policies, as well as policies that apply to your every day work world.

Now also available in Spanish.
Contact CLCA HQ at (800) 448-2522.



LANDSCAPE CONTRACTORS
INSURANCE SERVICES, INC.
Member owned. Service focused.



RAMON SIMPSON
ACCOUNT EXECUTIVE

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

rsimpson@lcsinc.com
www.lcsinc.com

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

Specialized Insurance & Business Services for Members of the Green Industry

GREENFIELDS
TURF INC

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

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

~KURAPIA~

NEW

DROUGHT TOLERANT GROUND COVER SOD

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

WEST COAST TURF

Ask us about other water saving turfgrasses, too!

westcoastturf.com
888/893-8873



Sales • Rentals • Parts • Service

**Your Southern California
Compact Equipment Dealer**



Call: Albert Fernandez at (805) 256-5767

www.coastlineequipment.com



**COASTLINE
Equipment**

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

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

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

Chapter Sponsor Spotlight



Engel and Gray Inc.

Engel & Gray, Inc. has been providing quality services to industry in California and the Central Coast since 1946.

The company works with the Oil, Agriculture, Landscape, and Construction industries providing construction, environmental, trucking, and roll-off services.

Engel & Gray, Inc. also operates a 40-acre Regional Composting Facility providing quality compost and recycling services to agriculture, landscape and green industries.

As an example of the firm's diversity, on any given day their general engineering

division provides construction services to a multinational oil company, while the transportation division works with the environmental division to clean and haul material away from crude oil impacted real estate. Elsewhere, the roll-off division may be working with a local winery to handle their organic waste stream and then compost the material into a finished product which can be applied back onto the vineyard where the grapes were grown in the first place.

Quality Compost Products

Engel & Gray, Inc. operates a regional composting facility in the Santa Maria

Valley where they process organic waste from home, farm, and plant to produce Harvest Blend brand of compost.

Engel & Gray, Inc. Regional Compost Facility has become a great resource for the Central Coast of California. The facility operators accept organic material from a variety of sources and perform load checks on each incoming load. Material is analyzed at a certified laboratory before it is brought to the regional compost facility. Once it arrives the material is custom blended into windrows (piles) in order for the composting process to begin under the watchful eyes of the facility operators.

Harvest Blend Compost is produced to the highest standards and starts with prime feedstock including local harvest byproducts. It is then blended with organic material to obtain optimum carbon nitrogen ratios and moisture and oxygen are monitored to obtain the most advantageous conditions.

Engel and Gray is located at 745 W Betteravia Rd. in Santa Maria. Contact them at (805) 925-2771, or visit their website at www.engelandgray.com.



**0% FOR 48 MONTHS
OR UP TO \$5,000 CASH BACK*
ON SELECT NEW CAT® MACHINES**

You've got budgets to meet and expectations to exceed. Quinn Company is here to help. Our industry-leading equipment is designed with the power, versatility, efficiency, ease of operation and reliability you need to cut costs, not corners.

Because when there's Cat® yellow in your lot, there will be more money in your wallet.

*For complete details contact Quinn Company. Offer valid from February 1, 2019 to June 30, 2019 only on the new qualifying machines manufactured by Caterpillar Inc. Offer subject to machine availability. Offer may change without prior notice and additional terms and conditions may apply.

Contact David Needelman for complete details.

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



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



Thank you to our 2018 sponsors

Thank you to the following companies for their generous support of the CLCA San Luis Obispo Chapter. Please support the firms who support our chapter.



SLO Chapter Events

February 6-7 – LIS Sho

Ontario Convention Center, Ontario, CA. Visit clca.org/lis

February 20th – Board Meeting

12PM. SLO Brew The Rock

March 20th – Board Meeting

12PM. SLO Brew The Rock

March 7th – CLCA Happy Hour

5-7PM. Sponsored by Zurn Industries. Dunbar Brewing, Santa Margarita, CA

April 17th – Board Meeting

12PM. SLO Brew The Rock

May 15th – Board Meeting

12PM. SLO Brew The Rock

May 9th – CLCA Happy Hour

5-7PM. Sponsored by SiteOne Supply Santa Maria Brewery, Santa Maria, CA

May 15th – Board Meeting

12PM. SLO Brew The Rock

June 19th – Board Meeting

12PM. SLO Brew The Rock

June 20th – Beautification Awards

6-9PM. Flying Caballos Ranch, San Luis Obispo, CA



- 24 Hour Approval
- Competitive Rates
- 90% Approval Rate
- Up to 5 or 6 Year Loans
- No Pre-payment Penalties
- Flexible Acceptance Policy
- Loan Refinancing Available



FINANCING VEHICLES & NEW & USED EQUIPMENT

Call Janet Schoenfeld at
(800) 959-3701

or visit

www.birchfinancial.net

Your client claims he was 'distracted' and didn't mean to sign the \$45,000 change order.

CLCA MEMBER ADVANTAGE



But the work has already started.
Now what?

Call CLCA's Legal Hotline!

Whether you have a contract dispute or another tricky situation, **CLCA Attorney on Retainer** is a helpful resource — one of the many benefits of CLCA membership.

clca.org/benefits



Landscape Industry Show: Learning Opportunities for all

With best-in-class performance and plenty of new speakers, new workshops and new exhibitors, the 2019 Landscape Industry Show is the place to be to enhance your knowledge and stay on the cutting edge.

New Exhibitors!

ANC Technology

Manufacturer of moisture sensor-based, solar-powered, intelligent irrigation controllers.

California Air Resources Board

The California Air Resources Board is the "clean air agency" in the government of California.

Durable GreenBed (Shelter Works LTD)

The best commercial-grade raised grade bed gardening system in America, made from a unique woodchip-concrete composite. Non-toxic, 25-year-life, fast installation, attractive.

EHSI Fleet Services

GPS tracking that will reduce fuel costs, maintenance costs and accidents, while increasing profit and productivity.

Heartland Payment Systems

The premier provider of merchant services for CLCA members, offering payroll (with HR, time and attendance, and tax reporting), credit card processing, POS and loans.

Hill Grow Inc.

Designed for growing successfully on sloped and hillside terrain, conserving water, fertilizer and effort. Grow where no one has grown before.

IAPMO Group

Protecting the public's health and safety for 90 years by working in concert with government and industry to implement comprehensive plumbing and mechanical systems.

Mobile Create USA, Inc.

A leading company of professional IP radio communication. Nationwide two-way radio communication systems and GPS fleet management.

Rainbow Treecare Scientific

Advancements

Rainbow is leading the way with plant health care products like Trintect and Cambistat that deliver predictable results customers expect.

Renewable Fiber Inc.

Decorative bark, redwood materials and soil amendments.

Responsive Drip Irrigation

Drip irrigation equipment.

SnapFence, LLC.

SnapFence manufactures a component-based building material designed to build garden walls, sitting walls and planters that are easy to customize, quick to build and secure.

Spiio, Inc.

Irrigation system consisting of wireless sensor, app and integration with your smart controller.

Sustainable NW Wood

Juniper should be your first choice for retaining walls, garden boxes, planters or any exterior earth work/landscaping. To learn more go to snwood.com

Tri-C Organics

A "Natural SOILution" for soil and roots. Humate soil conditioners include complex minerals, micronutrients, organic matter, carbon, and humic acids for all soil mediums and plant material.

New Seminars

A Sustainable and Chemical Free Approach to Commercial Landscape Maintenance

CEUs: 1.5 APLD 1.5 CLT 1.5 CLP 1.5 IA 1.5 QWEL

Basic Safety Training: Hands-on (Spanish)

CEUs: 2 CLT 2 ISA

California Employer Labor Law Review and WOTC Tax Credits

CEUs: 1 CLP

Controllers ... and SMART Controllers (Spanish)

CEUs: 1 CLT 1 IA 1 QWEL

Crew Leader Safety Training: How To Identify Hazards (Spanish)

CEUs: 1.5 CLT 1.5 ISA

Designing and Building Sustainable Water Features: Aquaponics, Hydroponics and Aeroponics

CEUs: 1.5 CLT 1.5 IA 1.5 QWEL

Direct Mail Crash Course

CEUs: 1.5 CLP

Don't Crash & Burn: Boost Profits By Mastering Chaos

CEUs: 6 CLP

Email Marketing Success Secrets

CEUs: 1.5 CLP

Exploring Low-Noise, Zero-Emission Alternatives To Gasoline Engines

CEUs: 1.5 CLP

Facebook For Business

CEUs: 1.5 CLP

Fin-Tech To The Rescue: Boost Sales With Cutting Edge Financing

CEUs: 1.5 CLP

Holistic Health Care for Your Garden and Landscape

CEUs: 1.5 APLD 1.5 CLT 1.5 CLP 1.5 IA 1.5 QWEL

How to Select, Install and Test Landscape Backflow Protection

CEUs: 1.5 CLT 1.5 IA 1.5 QWEL

How to Size PVC Pipes (Spanish)

CEUs: 2 CLT 2 IA 2 QWEL

How To Use Credit Cards To Boost Sales

CEUs: 1.5 CLP

Increasing Profits and Customer Retention Through Water Management

CEUs: 1 CLP 1 IA 1 QWEL

Measuring your Website Success with Google Analytics

CEUs: 1.5 CLP

PVC Fittings and Glue (Spanish)

CEUs: 1 CLT 1 IA 1 QWEL

Surviving a Cal/OSHA Visit

CEUs: 1.5 CLP 1.5 ISA

The New California Landscape: Another Look at New Plants and Recent Introductions

CEUs: 1.5 APLD 1.5 CLT 1.5 CLP

The Power of Pay Per Click Advertising: Google AdWords in Action

CEUs: 3 CLP

Water Management (Spanish)

CEUs: 2 CLT 2 IA 2 ISA 2 QWEL

What Makes A Great Website

CEUs: 2 CLP

Registration

<https://www.iplanevents.com/CLCA2019>

Hotels

Hotels are convenient (next door to/right across the street from the convention center) and affordable. Added bonus: Free parking for hotel guests!

DoubleTree by Hilton Ontario Airport

222 N. Vineyard Ave.

Ontario, CA 91764

(909) 937-0900

Holiday Inn Ontario Airport

2155 E. Convention Center Way

Ontario, CA 91764

(909) 212-8000