

FEBRUARY 2018

inside



CALIFORNIA LANDSCAPE CONTRACTORS ASSOCIATION
EAST BAY CHAPTER

Scoop

THURSDAY, FEBRUARY 8

Soil Ecology Optimization & Best Practices

Join us for lunch sponsored by our Partner StopWaste at Hopyard Alehouse & Grill in Pleasanton on Thursday, February 8, for a presentation with Dave Phelps on how a working knowledge of a broad spectrum of disciplines is now necessary to succeed in the new regenerative landscape model. See page 2 for more information.

WHERE:

Hopyard Alehouse & Grill, 3015 Hopyard Rd, Pleasanton

WHEN:

Thursday, February 8 • Noon - 1:30 pm

CONTACT:

Laura A. Leuer • lleuer@comcast.net

COST:

•CLCA members register by 2/5, NO CHARGE. \$20 after 2/5.

•Non-members register by 2/5, \$20. \$30 after 2/5.

REGISTRATION IS REQUIRED

Register online at www.clcaeastbay.org

On the cover: Larocca Residence by Suma Landscaping, winner Petite Residential Installation Award at the 2017 CLCA East Bay Chapter Beautification Awards.

January Luncheon Speaker Covered ICE, Immigration and You

On January 11, members of the CLCA East Bay chapter gathered at Back Forty Texas BBQ in Pleasant Hill for a monthly luncheon meeting sponsored by Landscape Contractors Insurance Services (LCIS). Otis Landerholm of Landerholm Immigration A.P.C. was the guest speaker and was passionate in his presentation on immigration law. Participants received an overview of immigration law and changes that may be coming under the Trump Administration. Also included in the presentation was information on the rights of employees and employers, what to do if ICE knocks on your door, and what each person can do to help.

Thank you to Landscape Contractors Insurance Services for sponsoring this event, to Mr. Landerholm for the informative presentation, and to all who attended the luncheon. Our next educational luncheon meeting will be Thursday, February 8, at the Hopyard Alehouse in Pleasanton. See the information at right. Registration is required.

At right: Eric Santos (BrightView and CLCA East Bay Chapter President), Aaron Huxley (SiteOne and CLCA State President), and Dave Huber (SiteOne).



At left: Roxy Wolosenko (Roxy Design and Chapter Immediate Past President), Peter Rosen (Dynamic Designs and CLCA State Director of Membership), and Christine Sater (Roxy Designs).

February Educational Luncheon to Cover Soil Ecology

Please join us on Thursday, February 8, from noon to 1:30 p.m. at the Hopyard Alehouse, 3015 Hopyard Road in Pleasanton for the second educational luncheon of the year. We will be learning comprehensive techniques and best practices to optimize soil and plant health.

As drought and low water use landscapes are becoming the new norm, sustainability expert, Dave Phelps, will present how soil ecology is the driving force behind water efficiency, nutrient cycling, carbon sequestration, disease suppression, and landscape health. Learn practical and actionable best practices for optimum soil health and how they relate to the bigger picture.

Dave Phelps is a Licensed Landscape Architect and Consultant with over 35 years of experience. A few of Dave's qualifications included CLT, ISA Certified Arborist, a UC Master Gardener, a Bay-Friendly Landscape Rator and Adviser Chairman of the Marin IPM Commission. Dave graduated with two degrees from Cal Poly, San Luis Obispo and has owned his own design/build company as well as having been Cagwin & Dorward's Sustainability Manager. Dave now collaborates with other landscape contractors, designers, and architects on a variety of projects, both residential and commercial.

Our Gold Partner, StopWaste is generously sponsoring the luncheon. **REGISTRATION IS REQUIRED.** CLCA members registered by February 5 are FREE, after February 5 members \$20. Non-members registered by February 5 pay \$20, or \$30 after February 5.

Contact Laura A. Leuer at lleuer@comcast.net or visit www.clcaeastbay.org.

East Bay Chapter Member Standings

*Congratulations to the following members
for reaching membership milestones.*

30+ Year Members

George Sunayama (1952)
Joe Korematsu (1956)
Roger Fiske (1962)
Paul Schultz (1963)
Ken Gerlack (1967)
Lafayette Tree & LS (1967)
Horizon (1970)
Ewing Irrigation (1973)
BrightView Tree Co. (1973)
SiteOne Landscape Supply (1974)
Professional LS Mngmt (1980)
Delta Bluegrass Co. (1980)
Landscape Care Co. (1985)
LandPlan's LS Inc. (1982)
Village Nurseries (1983)
L.H. Voss Materials (1987)
Eisenstaedt LS & Maint. (1987)
P.J. McNamara (1987)
Suma Landscaping Inc. (1988)
Berndt Landscape (1988)
Trimacs Maint. & LS Const, Inc. (1988)

25 Year Members

Calvin Craig, Calvin Craig Landscaping

12 Year Members

Susan Royter, Lantech Design

10 Year Members

Adan Rodriguez, Vision Recycling

8 Year Members

Roxana Wolosenko, Roxy Designs

7 Year Members

Tom Sweeney, Landscape Care Co.

3 Year Members

Kris Dasso, Terracare Associates
Stephen Carmassi, Interwest Insurance

1 Year Members

Rick Martens, Legendary Landscapes
Bee Green Recycling & Supply
Sai Duhamel, Home Grown Gardens

The East Bay Chapter Thanks Our 2018 Partners for Success

Gold - \$1500

- Four Dinner Tickets to the Beautification Awards Banquet and sponsorship of a prestigious Judges or Sweepstakes Award plaque.
- Four Tickets to the Baseball Event (includes tailgate party).
- Free Admission to All Dinner Meetings during the year.



Silver - \$1000

- Three Dinner Tickets to the Beautification Awards Banquet and Sponsorship of an Award plaque for one of the award categories.
- Three Tickets to the Baseball Event (includes tailgate party).
- Free Admission to Three Dinner Meetings of your choice during the year.



Bronze - \$750

- Two Dinner Tickets to Beautification Awards Banquet and Sponsorship of an Award plaque for one category.
- Two Tickets to the Baseball Event (includes tailgate party).
- Free Admission to Two Dinner Meetings of your choice during the year.



All Partners Receive

- Company Name recognition in the chapter's monthly newsletter, Inside Scoop and the mid-monthly electronic newsletter E-Scoop. Company event promotion in electronic newsletter, E-Scoop.
- Company Name recognition at every event, logo on table-tents or event fliers, Company logo on the chapter website and event announcements.

For information, or to become a sponsor, call Laura Leuer at (510) 207-4350.



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president's message

Important Dates in February

Eric Santos, CLT, CLCA East Bay Chapter President

Valentine's Day isn't the only important date to remember in February! It's hard to believe that we are almost half way through the first quarter and spring is fast approaching! As many of us struggle to get to all the opportunities before us, we need to make sure not to miss out on some good educational opportunities.

In January our Immediate Past President Roxy Wolosenko lined up an extremely informative speaker, Attorney Otis Landerholme, who came in to talk to us about immigration changes under the Trump Administration and employee rights. I personally learned steps and measures to take that may make a difference to friends and colleagues whose visas will be revoked in September of 2019. It was especially interesting to hear the questions and concerns from fellow contractors and attendees. Special thanks to Landscape Contractors Insurance Services for sponsoring the luncheon.

In February, we have two more great events coming up. The first is on February 8 and will be a luncheon sponsored by our Partner StopWaste. We will be learning comprehensive techniques and best practices to optimize soil and plant health. As drought tolerant and low water use

landscapes become the new norm, our guest speaker Dave Phelps will present information on how soil ecology is the driving force behind water efficiency, nutrient cycling, carbon sequestration, disease suppression, and landscape health. Dave will discuss practical and actionable best practices for optimum soil health and how they relate to the bigger picture. Pre-registration is required. Please visit <http://www.clcaeastbay.org/> to register.

The second educational event in February is the 2018 NorCal Landscape and Nursery Show. This year's show is on Thursday, February 15, from 8 am to 4 pm at the San Mateo Expo Center in San Mateo. The NorCal Landscape Show is a great opportunity to network with suppliers and to learn about new and innovative products, materials and services to help you be successful in 2018. Please visit www.norcaltradeshow.org for more details.

For anyone looking to add professionalism and expertise to their credentials there is a written Landscape Industry Certified Technician test scheduled on February 23 at 1 pm in Menlo Park. For a full list of February events, please visit <http://www.clcaeastbay.org/events2.html> for more details.

April and May sound far off in the distance, but these months are right around the corner and mark the acceptance of applications for the East Bay Chapter Beautification Awards and the judging for the awards. It's not too early to start thinking about sites that you would like to enter into this year's competition.

I would also like to share and thank Hunter/FX Luminaire and Horizon for stepping up and joining the ranks of Devil Mountain, Delta Bluegrass, Ewing, and StopWaste as Gold Partners.

I would also like to thank Imperial Sprinkler for stepping up and joining LCIS, Site One, and Vision Recycling as Silver Partners.

Continued thanks and appreciation go to Bamboo Pipeline and WaterSavers Irrigation for their continued support as Bronze Partners.

The support from all of our Partners is greatly appreciated by our chapter, and I encourage all of our members and friends to support our 2018 Partners for Success.

"There is nothing on this earth more to be prized than true friendship." – Thomas Aquinas. Happy Valentine's Day, my friends!



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Apartment Complex Landscape Water Conservation Success Story

Contributed by Stacie Callaghan, Gachina Landscape Management

Gachina Landscape Management scored a home run in water savings at Oak Creek Apartments in Palo Alto after implementing an extensive water conservation program and saving the client 4,995,000 gallons of water (16%) and over \$50,000 in the first 18 months. Gachina helped the client take advantage of Santa Clara Valley Water District's (SCVWD) rebate program and enabled Oak Creek to receive \$50,000 in free funding towards the project. The cost and water savings were accomplished by:

- Installation of 28 new WeatherTRAK Smart Controllers,
- Removing tens of thousands of square feet of water-loving turf,
- Converting old spray head zones to high efficiency in-line drip irrigation, and
- Installation of attractive low-water use, native plant material.

Twenty-eight outdated controllers were replaced with new "smart" WeatherTRAK Pro3's. WeatherTRAK's Pro3 is the most tested and proven commercial-grade smart irrigation controller on the market today. The ET Pro3 can control a single site or an entire portfolio of sites, from 12 to 96 stations. Controllers were programmed based on water day restrictions that were in place at the time because of the drought.

"Water windows" were optimized to prevent overtaxing hydraulics. Since all 162 valves on the 28 controllers pull water from a single water supply, Gachina used a sophisticated watering schedule to minimize the impact of pressure loss. The company also consolidated 3 small controllers into a single large controller which aided in management efficiency.

Thousands of square feet of water-loving turf was removed and old spray and rotor heads were capped and converted to drip

irrigation. Gachina helped Oak Creek select the most appropriate low water usage approved plants from the SCVWD list. After installation, a heavy layer of mulch was installed to help minimize evaporation and retain soil moisture.

Battery operated timers and old Add-A-Zones were eliminated. These devices led to inefficient irrigation management because they were not connected to the main irrigation system. Some very old solenoids were detected, which allow valves to open electrically, and were causing high current alarms. This high current was damaging old controllers. Gachina replaced 25 valves in order to prevent this from occurring in the future.

Nicked wires causing electrical shorts were discovered. Mislabelled and improperly buried wires had caused many valves to become inoperable. Diagnostics and repair of these valves was made possible with the aid of toning and tracing equipment. Old or improper wire connectors from the original install also caused many wire faults. Missing splice boxes were added where none existed, which will help easily identify where to find splices in the future.

2017 NALP Award Winners

Gachina Landscape won a National Merit Award from NALP (National Association of Landscape Professionals) for Oak Creek Apartments in 2017. The management team and field tech professionals played a major role in the success at Oak Creek. Learning new skills, such as utilizing the WeatherTRAK Mobile App, analyzing real time data, and responding to email alerts automatically generated by the system have greatly improved response times to urgent issues at the site.

CLCA Member Benefits

Did you know that your CLCA membership entitles you to a plethora of invaluable benefits? Check out this short list than visit www.clca.org >>Professional>> Membership for the complete list and take advantage of your membership.

- Peer Consulting Service
- Human Resources Hotline
- Professional Development
- Certification / Water Management
- Networking Opportunities
- Attorney on Retainer
- Credit Card Processing
- Group insurance
- Job Bank
- Supplier / Materials Search
- Customizable Employee Handbook
- Legal Forms and Contracts
- Lien Paperwork
- Fuel Card
- Leadership Opportunities and Training

Connect. Learn. Grow... with CLCA Member Advantages.



CLCA East Bay Chapter Address

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2018 East Bay Chapter Board of Directors

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East Bay Chapter Monthly Board Meetings

Board meetings are held on the 1st Thursday of the month at 4:00 p.m. (some exceptions). Check the calendar for locations.

The CLCA East Bay Chapter newsletter is published monthly. Copy and advertising deadlines are the 10th of the month preceding publication. Materials may be mailed to: Jerrie Beard & Associates, PO Box 7, Pollock Pines, CA 95726. Or email to: jsb@beardassociates.com. For information on advertising and rates, contact Jerrie Beard at (530) 621-1701.

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2018 CLCA State Executive Board

Visit <http://bit.ly/1LE7p27>.

Past CLCA State Presidents from the East Bay Chapter

1996 John Redmond Jr.
1986 Roger D. Fiske
1978 Joe Tanouye

East Bay Past Chapter Presidents

Past chapter presidents who are still members of the East Bay chapter.

2017 Roxy Wolosenko
2016 Calvin Craig
2014-15 Peter Rosen
2012-13 Tim Hendricks
2011 DeeAnn Schuttish
2009-10 Nate Silin
2007-08 Barry Minor
2006 Gregory Wrenn,
Rick Martens, CLT
2005 Dennis Brewer
2003-04 Rick Martens, CLT
2000-02 Gregory Wrenn
1999 Rob Solomon CLT, CLP
1997-98 Dave Wolkenhauer, CLT
1996 Diane McNally
1995 Dan Berger, CLT
1994 Craig Hutchinson
1993 Steve Schlitt
1992 Matt Schiller
1991 Robert Battinich
1990 John Redmond
1989 Jim Kwiat
1988 Thomas Raeth
1986-87 John Nishizawa
1985 Thomas A. Adan
1984 David Burnley
1983 Don Young
1982 David Gutru
1981 Joe Tanouye
1979-80 J. Warren Thurston
1979 Peter Rumore
1978 Pat Nichols
1977 Joe Korematsu
1976 Chuck Rich

East Bay Chapter Life Members

Congratulations and Thank You to the following CLCA East Bay Chapter Members for their continued support for over 25 years.

Roger Fiske Ken Gerlack
Jeffrey Jones Joe Korematsu
George Sunayama Jack Rydman
Thomas Raeth

CLCA East Bay Chapter Contractor's Honor Code

The CLCA East Bay Chapter exists to support Contractor's AND their employees. To successfully meet this objective, and encourage the involvement of all levels of the landscape industry, the Board of Directors is committed to supporting the following Contractor's Honor Code:

The solicitation, recruitment of, or attempt to hire another Contractor's employees while attending any CLCA function is strictly prohibited.

Member Advantage

Heartland Payment Systems

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- Has an option to offer automatic monthly recurring billing?

CLCA has a partnership with Heartland Payment Systems. Heartland offers competitive, customized pricing for CLCA members including an easy-to-understand pricing structure that offers significant savings by reducing — and in many instances, eliminating — traditional payment processor fees.

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Heartland Payment Systems, Dana LeBlanc. 916.599.8689 or Dana.leblanc@e-hps.com.

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clca.org/benefits



Building Life in the Soil Video Series

Village Nurseries teamed up with Kellogg Garden Products on a new video series to help you make smart soil decisions for job sites and projects.

Spring planting season is approaching, so now is a good time to do a spot-check on the soil, fertilizers, and mulch you're using. Are you giving plants the nutrients they need to build healthy roots and thrive? Are you getting the most bang-for-your-buck out of products you purchase?

Village Nurseries teamed up with Kellogg Garden Products on a new video series to help you make smart soil decisions for job sites and projects. In this series, titled "Building Life in the Soil", KGP's Educator, Gisele Schoniger, and Village Nurseries' Nicholas Staddon will explain how to choose the best products for a variety of landscapes and plantings: raised beds, natives, low water, tough soils, and more.

Soil for Palms, Succulents, Citrus

This video is all about a sandy, well-draining soil mix: Kellogg Garden Organics Palm, Cactus & Citrus Mix. This ready-to-use mix is great for indoor and outdoor use (in ground or containers) and has plenty of coarse sand and pumice for good drainage.

Watch Gisele and Nicholas demonstrate how to use this soil and keep succulents (and palms, cactus, citrus, plumeria, tropicals...) happy!

View at <http://bit.ly/2BzmVc4>

Planting Mix for Acid-Loving Plants

Some plants thrive on soil with a more acidic pH. This video in the Building Life in the Soil series is all about the right mix for acid-loving plants like blueberries, Japanese Maples, azaleas, and camellias. G also gives her tips to give the mix a boost for healthy growth.

View at <http://bit.ly/2DIpbDO>

Mulching Matters

Why add mulch to your landscape? In this video, we take a look at mulch: what it is, and why it's important for a healthy, thriving landscape. In addition to its plant health benefits, mulch is the visual "icing on the cake" and can make your plants pop!

G and Nicholas talk about a variety of mulch options and explain the benefits of each. Finally, Nicholas offers some great plant pairings for each. Take a look!

View at <http://bit.ly/2Bv9n1h>

Get 24/7 access to any of Village Nurseries videos on mobile or desktop on their YouTube channel.



Learn and Grow at NorCal Show!

The NORCAL Spring Trade Show, CLCA's Northern California tradeshow, will be at the San Mateo Expo Center Thursday, February 15, and offers a line up of great educational seminars. Knowledge is something we all can use in the new year!

A total of 44 continuing education credits have been awarded to the NorCal seminar program! They are listed after the description and biography of the speaker. Seminar registration is open. Visit www.norcaltradeshow.org

The seminars are \$40 each or 3/\$100 if booked by February 9, 2018. After February 9 they are \$45 each or 3/\$110. Students with a valid school ID can book seminars at the following rate: a single seminar for \$15, two for \$20 and three for \$25.

Information/Registration

For more information or to register, visit norcaltradeshow.org/seminar-registration/

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CLCA Water Management Certification

The demand on landscape contractors to provide more efficient water management is the highest it's ever been. To help landscape contractors and other green industry professionals meet this growing demand, CLCA developed the Water Management Certification Program. This program is designed with a simple goal: to train water managers to provide customers with good to excellent landscape appearance using the right amount of water based on plant requirements.

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

~KURAPIA~

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