

inside



CALIFORNIA LANDSCAPE CONTRACTORS ASSOCIATION
EAST BAY CHAPTER

Scoop

MARCH 12:

Irrigation Technology Workshop

CLCA's East Bay Chapter will be hosting a workshop on MWELO compliant Weather-Based Irrigation Controllers and Flow Sensing Technology at The Zone 7 Water Agency Office at 5997 Parkside Drive in Pleasanton on March 12 from 10 am to 2 pm. This event is sponsored by Vision Recycling.

The workshop will be taught by industry experts from Weathermatic, Rain Bird, Hunter, WeatherTRAK and Imperial Sprinkler Supply.

Experienced contractors will also share tips and advice on how to use the latest technology to comply and maximize savings! This event is intended for all green industry professionals including managers and field personnel.

The cost to attend is \$20 for CLCA members and \$30 for non-CLCA members registered by March 5. After March 5, prices will increase to \$30 for CLCA members and \$40 for non-CLCA members. Students are \$10. Lunch is included with your registration. Space is limited. Register at www.ccaeastbay.org.

For more information, contact Laura A. Leuer at lleuer@comcast.net.

On the cover: Barmmer Backyard by Garden Lights Landscape Development, winner of the Large Design/Build Installation category at the 2018 CLCA East Bay Chapter Beautification Awards.



Meeting the 20% Urban Water Use Reduction Goal

Monday, March 25, 2019

3:30pm-5:00pm

East Bay Municipal Utility District

375 11th Street, 94607

Wondering how the EBMUD community is doing to meet the Water Conservation Act of 2009? California Senate Bill x7-7 requires urban areas to reduce water consumption 20 percent from baseline levels by 2020.

On Monday, March 25, 2019, EBMUD Manager of Water Conservation Richard Harris, will review Senate Bill x7-7 and provide an update on how the state and the EBMUD community are doing to reach the 2020 goal. Richard will also present the next water conservation efforts planned for California and EBMUD outlined in Executive Order B-37-16, Making Water Conservation a California Way of Life.

Richard, a licensed Civil Engineer, joined EBMUD's Water Conservation Division in 1999 and has been with the District for 29 years. Richard oversees the development and implementation of EBMUD's water conservation master plan to support long-term water supply and demand management goals. As a member of the CA Department of Water Resources Urban Advisory Group, Richard participated in the 20x2020 process and is continuing to work with state agencies on the implementation of the Long-Term Water Conservation Framework.

The meeting will be held at the EBMUD Administration Building at 375 11th Street in Oakland on the second floor. The Administration Building is conveniently located near the Broadway and 12th Street BART station. Please arrive promptly. Light refreshments will be served.

Public transportation is encouraged. If public transportation is not an option, validated parking is available at the Pacific Renaissance Plaza garage on Webster Street. Bring your token to the meeting and EBMUD will validate at the end of the meeting. Please note, there is no parking available in the EBMUD parking garage.

Event qualifies for CEU's from the Irrigation Association, QWEL, Master Gardeners, and Bay-Friendly (ReScape). To register: ebmud.com/rsvp. For more information contact: Kristin Bowman at kristin.bowman@ebmud.com, 510 986-7610.



EVENTS

Irrigation Design Workshop

Mar. 6, 9am-4:30pm

Urban Farmer, Richmond

<https://puddle-stompers.com/events/>

16th Annual Water Conservation Showcase Workshops, Exhibitors, Networking

Mar. 21, 9am-6pm

Pacific Energy Center, SF

<https://www.waterconservationshowcase.com/>

Sustainable Gardening Practices and EBMUD rebates

Mar. 24, 10am-12pm

McDonnell Nursery, Orinda

ebmud.com/rsvp

California Water Efficiency Peer-to-Peer 2019

May 15-16

Anaheim, CA

<http://calwep.org/News/peer-to-peer-2019-were-going-to-disneyland-243948>

RESOURCES

WaterSmart Garden Grants are available to community organizations creating publicly accessible community gardens or urban farms projects that demonstrate water conservation.

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East Bay Chapter Member Standings

30+ Year Members

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)
 Trimacs Maint. & LS Const, Inc. (1988)

Life Members

George Sunayama, Joe Korematsu, Roger Fiske, Paul Schultz, Ken Gerlack, William Roger, Thomas Raeth, Dan Berger, Robert Battinich, Kevin Berndt

16 Year Members

Brad Hlady, Buffalo Landscape Co.

15 Year Members

Richard Kerri, Kerri Landscape Svcs.

12 Year Members

Chris Paynter, CLP Landscaping Inc.

11 Year Members

Luca Donisi, Donisi Landscape Const.

9 Year Members

Luis Hernandez, Amanecer Landscape

8 Year Members

Eric Santos, Brightview

7 Year Members

Linda Middleton, Terralinda Designs

5 Year Members

John Spanne, Calstone Company

3 Year Members

Barry Sacher, Rock, Paper, Scissors LS

2 Year Members

Kendall Archie, Student

The East Bay Chapter Thanks Our 2019 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.



CHARLES CATES

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president's message

Meet the Board

*Leeanna Schoeder, Rubicon Landscape Group
CLCA East Bay Chapter President*

What was the wettest year on record in the Bay Area in the last few decades? Have a guess? Here are the top five years:

- 1972 - 34.36"
- 1940 - 35.05"
- 1957 - 36.48"
- 1981 - 36.63"
- 1982 - 38.17"

Does this come as a surprise? Being a Bay Area Native, I remember 1982 very clearly. I worked outside in a retail plant nursery and every night I'd come home and put my boots by the wall heater hoping they would dry out by morning. Well, they never did for about five months straight. I had the worst case of athlete's foot.... too much information!

It is refreshing to experience and enjoy a good rainy winter with plenty of snow in the Sierras somewhat like those plentiful years listed above. What was interesting researching the rain information was looking through these decades the amounts look so unpredictable.

The dictionary says a drought is a prolonged period of abnormally low rainfall, leading to a shortage of water. Unfortunately for the bay area, it is not just the rainfall shortages; it is the infrastructure, growing population and many other factors that have made the word 'drought' a common noun in our language.

Today, in 2019 the word drought is so common it is even mentioned in an unusually wet winter like this one. The population of the bay area in 1960 was 3,638,939. In 2010, it was 7,150,739. The next census is in 2020, and estimates the population to be over 10,000,000. With more people living in the Bay Area, (the best place on Earth, okay maybe not the best but

close), prices for water and utilities have nowhere to go but up and our outdated infrastructure needs updating to keep up. Moving forward, conservation should replace the word drought and become part of our everyday lives. It is up to all of us in this industry to make water conservation part of the everyday conversation. New and innovative products are being introduced into the green industry market to help conserve this natural resource.

Be proactive about reaching out to your suppliers and ask what is new on the market to help with conservation. Then talk to your customers. Talk about SMART controllers, moisture sensors, new drought tolerant plant introductions, and MWELO requirements, sell a water audit, use slow release fertilizers, and so much more.

Need some help learning about conservation techniques and products? Get to know some people in your chapter! Come to a meeting or an event! Find someone and start a conversation about conservation! Need a launching point? Every month, we will feature a few chapter members for you to get to know. Seek them out at the next meeting or event. It will be well worth the time!

Paul Wong (Board Member)

Paul Wong is the East Bay sales representative for Imperial Sprinkler Supply. He grew up in the small town of Chino Hills in Southern California and moved up to Northern California to work in the landscape irrigation industry. Paul resides in Concord. When he is not working, he enjoys golfing and playing men's softball.

Why am I a member of the CLCA? Paul says, "The reason why I am in the CLCA is

it offers great education and keeps us up to date on what is going on in our industry. As to letting someone know why they should join, I would say that joining the CLCA is just not great for networking, it is great to meet new faces and learn new perspectives of how we can improve our industry."

Eric Santos (Board Member)

Eric Santos is a Bay Area native and has a degree in agricultural engineering from Cal poly San Luis Obispo. He is currently the vice president of irrigation services for



the maintenance division of Brightview. Eric has worked in the green industry since 1993 and has always been passionate about water conservation. He is a CLT and holds several other irrigation certifications and is chair of the Irrigation Foundation, whose mission it is to attract professionals to the irrigation industry. When he is not helping customers save water, Eric enjoys doing outdoor activities like camping or fishing with his wife and three daughters ages 20, 10 and 4.

Adan Rodriguez (Board Member)

Adan Rodriguez is 34 years old and comes from El Salvador. He works for Vision Recycling a manufacturer of compost and color mulches. Adan loves



his job because he has time for his family and is always learning new things. On weekends he likes to ride mountain bikes with his friends. He likes to eat, especially the pupusas, a food from his home country.

Adan characterizes himself as being shy when it comes to talking with new people. But, he says, CLCA is a great way to get out and talk to like minded people and perhaps lose some of that shyness. "CLCA is also a

great experience where you can learn more," he says.

Laura Leuer

If you do not know Laura Leuer, you need to introduce yourself. Laura is the glue that holds our chapter together. She is irreplaceable, priceless and, instrumental in our Chapter's success.



Laura has been working with the CLCA East Bay Chapter since 2010. She also assists the Central Coast and San Francisco Bay Area Chapters and works with the American Society of Landscape Architects Northern CA Chapter. She has a Bachelor's Degree in Human Development with a Business Minor and prior to having her children ages 15 and 12 she worked in Human Resources. In her free time she enjoys shopping, reading and spending time with her family and her golden retriever, Buddy.

Member Advantage Legal Hotline

Need general legal advice or have questions about construction law? CLCA's attorney on retainer is a valuable resource to offer guidance to members. Members should keep in mind that this free advice will be general and brief. Members who need legal representation, in-depth advice, or other legal services will be charged a fee.

Porter Law Group specializes in construction law, labor and employment law, and business entities. This northern California firm provides consulting and litigation services in a variety of areas, including mechanics' liens, stop notices, bond claims, construction defects, contract claims, prevailing wages, bid protests, and labor and employment matters. Its clients include large as well as small contractors, subcontractors, and suppliers.

Bill Porter(916) 381-7868

Please identify yourself as a CLCA member and mention the password: CLCA HELPS

Upcoming Events

MARCH 7

Chapter Lunch Meeting - Details TBA.

APRIL 26

Awards entry drop off at Plank in Oakland at 6pm. Entrants are encouraged to stay for bocce ball. The cost is only \$15.

MAY 9-10

Chapter Awards judging

JUNE 7

Chapter Awards Presentation & Dinner at Canyon Lakes Golf Course & Brewery.

AUGUST 8

Chapter BOD Planning Meeting

AUGUST 24

6pm - A's vs Giants baseball outing

SEPTEMBER 5

Chapter Dinner Meeting-Details TBA.

OCTOBER 3

Chapter General Membership Meeting - Details TBA.

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



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

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2018 East Bay Chapter Board of Directors

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Roxy Designs roxy@roxydesigns.net

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ERIC SANTOS (925) 924-8900
Brightview eric.santos@brightview.com

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PAUL WONG
Imperial Sprinkler Supply

EXECUTIVE ADMINISTRATOR

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lleuer@comcast.net fax (866) 260-8869

NEWSLETTER PRODUCTION

JERRIE BEARD (530) 621-1701
Jerrie Beard & Associates
jsb@beardassociates.com

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.

CLCA State Headquarters

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(916) 830-2788 Fax
email: hq@clca.org

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 Siliin
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	Kevin Berndt

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.

Sponsor Spotlight:

Landscape Contractors Insurance Services

For over 25 years LCIS has specialized in providing customized insurance protection programs to green industry professionals. Their commitment is to provide policyholders with the most comprehensive coverage available at the most competitive rates, together with industry-leading customer support services.

LCIS takes pride in the fact that they don't just insure the green industry, but support its growth and development. This philosophy is exemplified in their hand-picked selection of business tools including insurance, financing services and a wide array of consulting services, training programs, legal consultations, HR programs, and more; to not only safeguard your business, but to also provide the type of peace of mind and savings you need to make your business grow.

Since 1989, LCIS and its Family of Companies have dedicated themselves to helping the Green Industry grow and prosper by playing a substantial role in supporting and giving back to the industry and its members. Since inception, LCIS has paid over \$43 million in rebates to its Members, and Golden Oak has distributed over \$488,000 in equity shares to retired industry members.

LCIS360

LCIS360 is a hand-picked selection of business tools including insurance, financing services and a wide array of consulting services, training programs, legal consultations, HR programs, and more to safeguard your business and provide peace of mind and savings you need to make your business grow and prosper.

Golden Oak

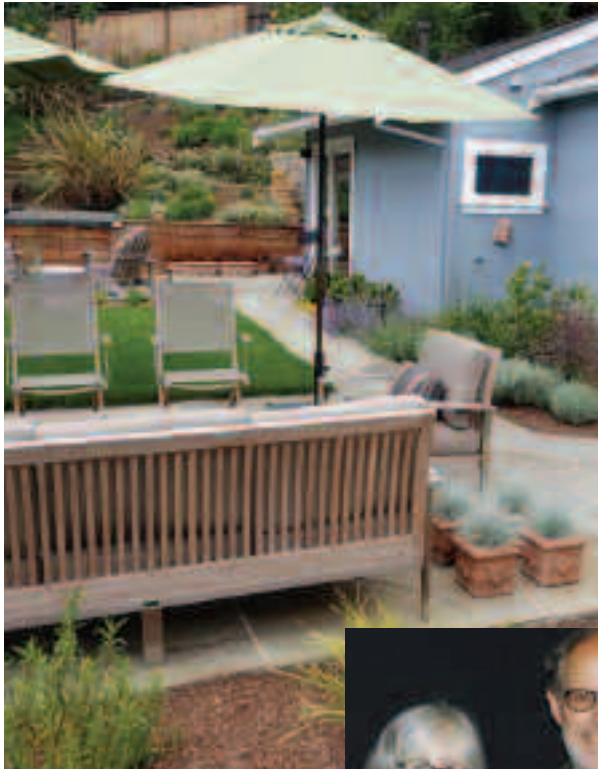
For over 20 years, the Golden Oak family of companies has provided the best and broadest range of insurance and financial programs at the most competitive rates, supported by world class service. Not only that, eligible California-based customers receive annual rebates and an equity payment upon retirement.

Oak Creek Insurance Agency, Division of LCIS

Oak Creek offers personal insurance to commercial customers of LCIS and others, including auto, home, group health and life benefits available from leading, nationwide carriers rated 'A' by AM Best.

Birch Financial, Inc.

Birch offers premium financing to landscape contractors who are insured by LCIS. Birch also has an equipment financing division, which provides competitive business financing to members of the green industry for new or used mowers, tractors, trenchers and vehicles.



Above: Contemporary Craftsmanship by Dynamic Designs, winner of the Sweepstakes Installation Award in 2018. At right: Indian Rock Landscapes accepts the 2018 Sweepstakes Maintenance Award for the Kahn Residence.



Beautification Awards 2019!

Ready. Set. Enter! Applications are now available on the chapter website for the East Bay Chapter Beautification Awards! Enter your best projects today and strut your stuff at the Beautification Awards Banquet on Friday, June 7 at Canyon Lakes Golf Course & Brewery.

- When you win, you earn bragging rights to market yourself as a CLCA-award-winning company. Hang those award plaques in a prominent place in your office so the whole world can see your accomplishments.
- Entering the awards also shows your clients that you are confident of your work and provide a quality product.
- The awards are great for employee morale and provide an incentive for your employees to do their best.

Entry forms are available at clcaeastbay.org/awards.html. Entries and payment must be received by Friday, April 26, 2019. You can hand deliver your

Beautification Awards entry forms at Plank Beer Garden Bowling & Bocce, 98 Broadway in Oakland, then join us for food, fun and bocce ball. Payment may be made online at clcaeastbay.org or you may mail a check with your entries to: CLCA East Bay Chapter, c/o Laura A Leuer, 3130 Balfour Rd., Suite D #215, Brentwood, CA 94513. No entries or payment will be accepted after April 26. Judging will take place May 8-9. Projects are judged anonymously by judges from outside of the chapter. All qualified entries will be evaluated and scored according to the judges guidelines. The awards will be presented at the ceremony on June 7, 2019 at the Canyon Lakes Golf Course & Brewery.

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