

APRIL 2018

inside



CALIFORNIA LANDSCAPE CONTRACTORS ASSOCIATION
EAST BAY CHAPTER

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Friday, April 27 Bocce Ball and Awards Entry Drop Off

Choose your best projects and enter them in the 2018 CLCA East Bay Beautification Awards. Submit your entries on Friday, April 27 at Plank Beer Garden Bowling & Bocce and then enjoy an evening of bocce ball with your CLCA friends. Bocce is only \$15. Download the form at www.clcaeastbay.org/awards.html.

WHEN: Friday, April 27, 6:00 - 8:00 p.m.

WHERE: Plank Beer Garden Bowling & Bocce
98 Broadway, Oakland

CONTACT: Laura A. Leuer at lleuer@comcast.net or
register online at www.clcaeastbay.org.

*On the cover: Silverman Backyard by Garden Lights
Landscape Development Inc., winner of the Small Residential
Installation award at the 2017 CLCA East Bay Chapter
Beautification Awards.*

CLCA Legislative Conference

By Megan Rios, Director of Legislation

This year's CLCA Legislative Action Conference in Sacramento was very successful. Six members of CLCA's Legislative Committee were able to participate--Pete Dufau, Mickey Strauss, Richard Cohen, Dave Norred, CLCA President Aaron Huxley, and Megan Rios--along with our CLCA Executive Director Sandra Giarde, and CLCA's legislative advocate Maria Garcia of Greenberg Traurig.

On the first day the group focused on CLCA's support of the Contractors State License Board (CSLB) and its work against the rampant underground economy, or unlicensed operators. Recently the board has been focusing on unlicensed operators who have been taking advantage of unknowing property owners after the fires and mudslides in Northern and Southern California. CLCA is supporting a budget request or allocation from the state to the CSLB for \$1 million to conduct a targeted public outreach campaign in those impacted areas to promote using licensed landscape professionals and educate the public regarding possible scams and fraud.

CLCA also supports these bills that will help CSLB fight against unlicensed, illegal operators:

- AB 2046 (Daly) Allows easier access of data between state agencies to investigate workers' compensation fraud.
- AB2705 (Holden) Provides CSLB with additional authority to extend prosecution of unlicensed operators from one year to two years to match the same timeline for licensed contractors and level the playing field.
- SB 1042 (Monning) Provides CSLB with the authority to host informal citations appeals conference to resolve administrative issues and thus conserve financial resources.
- SB 1217 (Galgiani) Expands the Tax

Recovery and Criminal Enforcement Task Force within the California Department of Justice to combat unlicensed operators thru multi-agency collaboration.

CLCA received positive feedback for these common-sense additions to the law and support for a state agency by the public industry.

The group from CLCA also focused on voicing a need for the Legislature to alleviate business cost and litigation pressures. The last several years have seen the minimum wage increased, the gas tax increased, family leave expanded, and the implementation of mandatory sick leave, which has increased costs as well as administrative work for CLCA members and all businesses in our state. CLCA members urged their representatives to limit the number of bills that involve increasing taxes as well as those that expand the window of opportunity for employees to file complaints against employers citing concerns that these types of legislation increase burdens, limit companies from growing, and stall economic growth.

CLCA opposes the following bills, which are bad for business:

- AB 2587 (Levine) Eliminates employer's ability to require that an employee take up to two weeks of earned but unused vacation as a part of employee's Paid Family Leave.
- AB 2067 (Bonita) Undermines an employer's ability to provide a safe, drug free workplace by creating a new protection classification for employees who use marijuana for medical purposes.
- AB 2946 (Kalra) Extends from six months to three years for any past or present employee to file a complaint with the Labor Commissioner.



Above: Pete Dufau, Megan Rios, Senator Scott Wilk, Mickey Strauss, Aaron Huxley and Sandra Giarde in the California Legislative Chambers.

CLCA supports the following bills, which are good for business:

- AB 2131 (Melendez) Reduces the minimum franchise tax by 50% for every business corporation.
- AB 2353 (Frazier) Shortens the timeframe for action against a person or business for a construction defect from ten years to five years after substantial completion of the project.
- AB 2410 (Grayson) Reduces the annual tax for small limited liability companies from \$800 to \$400 for first two years of operation beginning 2020.
- AB 2510 (Muratsuchi) Reduces the annual tax for microbusinesses (businesses with annual income of \$150,000 or less) from \$800 to \$100 retroactively effective January 1, 2018.

If you are interested in becoming involved with the Legislative Committee, please contact Megan Rios 661-835-9259 or meganr@riosdesign.com.

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)

30 Year Members

Susan Frank, Suma Landscaping Inc.

24 Year Members

Barry Friesen, Dawn Landscaping Inc.
Randy Van Siegman, Adrian Landscape

17 Year Members

Robert Cruikshank

4 Year Members

Bruce Womack

3 Year Members

J. Hayes, J.M. Hayes Outdoor Living

2 Year Members

Wessells Associates Landscape Design
Dagaberto Garcia, D. Garcia's Gardening

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

How Does a CLCA Member Know April is Here?

Eric Santos, CLT, CLCA East Bay Chapter President

As a California Landscape Professional, here are 10 ways you know it's April without even having to look at the calendar.

1. By 11 a.m., your cell phone battery has gone from a full charge to 10% charge.
2. You blink and suddenly there are weeds everywhere. You blink again and suddenly the weeds are a foot tall.
3. You realize you aren't getting any new voicemails because your voicemail box is full and can't accept any new messages.
4. It's 4:00 p.m. and you realize you haven't had lunch yet.
5. It's 6 p.m. and you realize you have 3 calls you didn't return.
6. You clear out your email inbox before you go to an hour long meeting. When you get out of the meeting, you have 132 new emails and 4 missed calls.
7. Even though the days are longer, you are still leaving home in the dark and getting home after dark.
8. Your Saturday's are now being used to get caught up on office paperwork.
9. If you have kids, you are trying to figure out how you are going to be able to take that spring break vacation without getting crushed with work when you

return.

10. It's only Monday afternoon, but it feels like it's already Thursday.

All kidding aside, April is when the heat gets turned up literally and figuratively and we are all wishing we had lots of help.

At our last Chapter meeting, Mari Bradford, the HR Hotline Director with the California Employers Association shared wonderful tips on how to hire great employees. Mari covered how to properly write a job description to attract great candidates and discussed interview questions to find the best candidate. Mari even gave us advice on how to retain valuable employees.

For me personally, the best part of Mari's presentation was listening to the great questions participants had for Mari and her well prepared answers and suggestions. Huge thanks to Vision Recycling for their generous sponsorship of the event!

If you happened to miss the event and are in need of HR hiring tips, CLCA members can contact the California Employers Association. Visit their website for more details at www.employers.org. Regardless of the size of your business, CLCA members can access a wide range of

highly beneficial information from CEA.

Because our schedules are beginning to get really hectic, our Chapter will not be having a chapter luncheon in April. We will be holding a board meeting on April 5 at 11:30 a.m. at Canyon Lakes Golf Course in San Ramon. All chapter members are invited and encouraged to attend as we will be discussing chapter events, among other things.

On April 27, our Chapter is hosting a fun social event at Plank located in Jack London Square. All members are encouraged to bring co-workers, friends or family members to socialize over an ice cold beer and to play a round of Bocce. Please visit www.clcaeastbay.org to register. The cost for Bocce ball is \$15.

If you haven't had an opportunity to mail in your Beautifications Award application, you can drop it off at the event at Plank on April 27. We hope you will be entering your finest project(s), but if not, we would still love to see you at the event.

In closing, just a reminder to mark your calendars for earth day on April 22. If you are looking for ideas to participate in earth day, please visit www.earthday.org. Hope you all have a wonderful April and please support our 2018 Partners for Success! Their generous contributions help us put on the great educational and social events we have all year. Support those who support our chapter!



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Creating an Edible Landscape This Spring with Berries

Courtesy of Village Nurseries

It's only March, but we have sweet, ripe berries on our minds! We believe that you don't have to sacrifice beauty for function when it comes to designing and building an edible landscape. Think hedges of cool-colored blueberries or containers of juicy blackberries with snow white blooms.

Here are some of our favorite picks that combine form, function, and flavor for an edible landscape:

Bountiful Blue® Blueberry

Vaccinium corymbosum 'FLX-2' Plant Patent #19,381

This is an award-winning variety from Monrovia sporting blue-green foliage, blush pink blooms, and large, sweet blueberries. Grows to 3'-4' tall and wide. Zones: 6-10 Chill Hours: 150-200

Sunshine Blue Blueberry

Vaccinium x 'Sunshine Blue' (Southern Highbush)

A deciduous, semi dwarf variety that serves as a great companion plant to Bountiful Blue® (when planted together, Bountiful Blue® can produce up to 10% more fruit). Requires fewer chill hours and great for mild winter climates. Grows to 3'-4' tall and wide. Zones: 5-10. Chill Hours: 150

Peach Sorbet® Blueberry

Vaccinium corymbosum 'ZF06-043' Plant Patent #23,325

A compact variety named for its lovely peach, pink, orange, and emerald green leaves. White blooms appear in spring with an abundant summer crop of blueberries. Foliage turns to a rich eggplant color in the winter. Grows to 1.5'-2' tall and wide. Zones: 5-10, Chill Hours: 300 or less

Blue Suede® Southern Highbush Blueberry

Vaccinium corymbosum 'TH-682' Plant Patent #21,222

This is a deciduous variety boasting an early summer crop of large berries. White flowers appear in spring, and by fall the foliage turns a rich burgundy red hue. Best suited for colder climates. Grows to 3'-5' tall and wide. Zones: 6-9. Chill Hours: 500-550

Baby Cakes™ Blackberry

Rubus x 'APF-236T' Plant Patent #27,032

A dwarf, thornless blackberry that produces a firework-like display of large berries in the summer. This deciduous variety would do well in containers in full sun. In most regions, Baby Cakes™ will produce twice in a season. Grows to 3'-4' tall and wide. Zones: 4-8. Chill Hours: 400

Bay-Friendly Rater Refresher Workshop

Bay-Friendly Qualified Raters are invited to attend an exclusive workshop on how to get started Rating Bay-Friendly Landscapes. Join us for this half-day workshop and gain valuable insights on setting up your first project, the ins and outs of Rating a landscape and increasing demand in your skills and services as a Bay-Friendly Rater.

Workshop Highlights:

- Marketing the Rated Landscapes Program to clients and your network
- Writing proposals for Rater services
- Essential points to keep in mind when starting your first project

- Q & A panel with experienced Bay-Friendly Raters

*Please note that this course is only available to Bay-Friendly Qualified Raters

**3.0 Bay-Friendly Qualified Professional CEUs approved

Date: Tuesday, April 24th

Time: 9:00 am – 12:00 pm

Location: StopWaste, 1537 Webster Street, Oakland, CA 94612

The location is close to BART and may have limited street parking.

Presentation materials will be digitally distributed to attendees, and attendees are encouraged to bring their own laptops to the course.

Morning refreshments will be provided. REGISTER online at <https://bit.ly/2E9KkIV>

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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 Lien Paperwork

CLCA has negotiated special member discounts with Construction Preliens & Paperwork, a service that provides the necessary documents to protect construction lien rights.

Construction Preliens & Paperwork uses information provided by the contractor or supplier to prepare mechanic's liens, design professional's liens, stop notices, bond filings, lien releases, conditional and unconditional waivers and releases, and preliminary notices. The service also includes certified mail deliveries with a return receipt for liens, preliminary notices, and other mailings when appropriate. In addition, Construction Preliens & Paperwork provides consultation on the lien-related paperwork process, although it does not enter the realm of legal or accounting advice.

Copies of all mailed documents are automatically sent to the client at no charge.

Available Forms

- Customer Service Agreement: Includes Preliminary Notice, Mechanics Lien Request, and Stop Notice

For more information, contact Construction Preliens & Paperwork, Jordi Grant (530) 867-4764 or email jordigrant@aol.com.

To receive a 5% discount on all services, identify yourself as a CLCA member by using the password: CLCA HELPS.



Save on Lien Paperwork for Peace of Mind.

CLCA has a special member discount with Construction Preliens & Paperwork, a service that protects your construction lien rights.

Services include preliminary notices, liens, stop notices, bond filings, lien releases, waivers and releases, and more.



clca.org/benefits





Above: McGrew Front and Backyard by Garden Lights Landscape Development, winner of the Sweepstakes Installation Award in 2017.

At right: Judges Award winner Roxy Wolessenko of Roxy Designs.



Beautification Awards 2018!

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 8 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 27, 2018. 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 27. Judging will take place May 10 and 11. 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 8, 2018 at the Canyon Lakes Golf Course & Brewery.

Meet Our Sponsors:

Devil Mountain Nursery

Since 1995, Devil Mountain Wholesale Nursery has provided its professional customers with access to more plant varieties on hand than any other wholesale nursery in the Bay Area. A knowledgeable sales staff, attention to quality material, and delivery service throughout the Bay Area are key to the success of the nursery.

Customers and their clients are encouraged to browse in person the over 20 acres of plant material at the facility in San Ramon. Here customers can select plants, pick up will-call orders, or assemble plants for delivery, if they choose.

Quality Plant Selection

Devil Mountain Growers also manages a 100 acre growing operation near Lodi. In addition, their suppliers range from small

specialty growers to the largest growers in the nation.

Devil Mountain's buyers travel to growers throughout California, Oregon, Arizona, and beyond, to procure exceptional plants and ensure that the finest quality and selection of plants is available.

The nursery offers a large variety of plants from around the world: evergreen and deciduous trees and shrubs, cactus and succulents, edibles, tropicals, dwarf conifers, ornamental grasses, colorful perennials, annuals, roses, camellias, ferns, and drought tolerant varieties.

Devil Mountain has made selecting plants with lower water needs easy; just look for the Drought Devil label on plant



material in the San Ramon yard. Once established, most of these varieties can be watered once a week or even bi-weekly depending on soil structure and season. This group of plants includes Western US natives, South African, Mediterranean, and Australian plants.

Selection of Dry Goods

Devil Mountain Nursery also carries a large number of dry goods including:

- Bagged and bulk soil and bark
- Amendments and fertilizers
- Tree stakes and ties
- Gopher wire baskets
- Pest management solutions
- Bend-a-board
- Tools and pruners

Visit Devil Mountain Nursery at 9885 Alcosta Blvd., San Ramon, CA 94583 or <http://www.devilmountainnursery.com>.

~KURAPIA~

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