

DECEMBER 2019

inside



CALIFORNIA LANDSCAPE CONTRACTORS ASSOCIATION  
EAST BAY CHAPTER

## Holiday Celebration

Please join us at Campo di Bocce Livmore on Friday, December 6th at 7:30 pm for the CLCA East Bay Chapter Holiday Celebration!

Bring your family and friends and celebrate the holiday season with the CLCA East Bay Chapter for the ultimate experience in dining and recreation at Campo di Bocce, 175 E Vineyard Ave. in Livermore. Bring a fun wrapped gift (less than \$20 value) for the white elephant gift exchange.

*On the cover: Decked Out by Roxy Designs, winner of the Medium Residential Installation Award at the 2019 CLCA East Bay Chapter Beautification Awards.*





# Lake in the Sky Doesn't Disappoint

The CLCA Annual Convention, held November 13-16 in South Lake Tahoe, provided plenty of educational opportunities, and time to network with colleagues from around the state while enjoying the beauty of the Lake in the Sky.



*Greg Wrenn celebrates a great Cornhole shot.*



*Leeanna Schoeder and Eric Santos brainstorm ideas.*



*Calvin Craig gearing up for education.*



*The team from CLCA Insurance Solutions, CLCA's only endorsed insurance provider.*



*Peter Rosen taking advantage of learning opps.*



*Chris McNairy and Tim Hendricks.*



*Polynesian dancers in the Sierra Mountains? The convention is going to Hawaii in 2020!*

**Nor Cal Landscape & Nursery Show**  
**➤ Growing Forward**  
**Trade Show & Educational Seminars**  
**www.norcaltradeshow.org**  
**February 27•2020** **NEW DATE!!**  
**8 am to 4 pm**



Expo Hall  
 San Mateo Expo Center  
 1346 Saratoga Drive  
 San Mateo, CA 94403

## CLCA Needs Your Help! 2020 Nor Cal Landscape & Nursery Show

The last four years you've made a difference as we launched the CLCA/Nor Cal Landscape and Nursery Show partnership. The 2019 show was a large success due to the help of our CLCA members and supporters.

We are currently preparing for the 2020 Nor Cal Landscape and Nursery Show, and we need your help. Would you be willing to give a few hours as a volunteer for the show in February?

A variety of time slots are available on February 26 and 27.

### Why volunteer?

- It's fun! For reals. We have proof.
- Great opportunity to expand your network.
- We have snacks for you. Good ones!
- You're curious as to how an empty hall becomes a vibrant trade show.
- We provide free parking for volunteers.
- Work a few hours and enjoy the rest of the show!
- Did we mention the snacks and the fun?

Signing up is easy. Just visit:

[www.surveymonkey.com/r/2020NorCal](http://www.surveymonkey.com/r/2020NorCal)

For more information on the show and educational offerings visit the website at [norcaltradeshow.org](http://norcaltradeshow.org).

## 2020 Partners for Success Program

All of our chapter events are made possible by the generous support of our Partners for Success. It's time once again to start reaching out to our members to become Partners for Success for 2020. If you would like to help support our chapter by becoming a partner, please use the form below, or contact Laura Leuer at [lleuer@comcast.net](mailto:lleuer@comcast.net).

### Gold \$1500

- Four dinner tickets to the Beautification Awards Presentation and a prestigious Judges or Sweepstakes Award plaque sponsorship.
- Four tickets to the chapter baseball outing including the tailgate party.
- Free admittance to all lunch/dinner meetings during the year.

### Silver - \$1000

- Three dinner tickets to the Beautification Awards Presentation and one award plaque sponsorship.
- Three tickets to the chapter baseball outing including the tailgate party.
- Free admittance to three lunch/dinner meetings during the year.

### Bronze - \$750

- Two dinner tickets to the Beautification Awards Presentation and one award plaque sponsorship.
- Two tickets to the chapter baseball outing including the tailgate party.
- Free admittance to two lunch/dinner meetings during the year.

### All Partners Receive

- Company name recognition at events, logo on table tent or event flyer, logo on the chapter website and event announcements.
- Company recognition in the chapter's monthly newsletter, Inside Scoop, and mid-month electronic newsletter, E-Scoop.
- Company event promotion in electronic newsletter, E-Scoop.

Please select your Partner\* level and mail your payment to the chapter at 3130 Balfour Rd., Ste. D-215, Brentwood, CA 94513. To pay with a credit card, contact Laura A. Leuer at [lleuer@comcast.net](mailto:lleuer@comcast.net).

\_\_\_\_\_ Gold \_\_\_\_\_ Silver \_\_\_\_\_ Bronze Date \_\_\_\_\_

\_\_\_\_\_ Enclosed is my check # \_\_\_\_\_ for the amount of \$ \_\_\_\_\_

\_\_\_\_\_ Please email me an invoice for credit card payment for \$ \_\_\_\_\_

Company \_\_\_\_\_

Contact Person \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

\*Partners must be CLCA members in good standing. To confirm your membership or for information on benefits and CLCA membership, please visit [www.clca.org](http://www.clca.org).



## Sponsor Profile:

# Vision Recycling

Vision Recycling transforms yard trimmings, wood debris and food waste into Compost, Mulch, Soil Amendments, and Decorative Bark.

Vision Recycling emerged in 1993 from a substantial local landscape company, Del Conte's Landscaping Inc. The founder of both companies, Tom Del Conte, has 40 year's experience as a landscape contractor and 20 years in the organics, composting and recycling industry. Tom was instrumental in the development of the Green Business requirements for landscapers. He sat on the County Green Business Advisory Council and has given talks to Bay Friendly Certification classes.

In the early 90's Vision Recycling acquired equipment to convert the green waste generated by the landscape firm's maintenance division into organic amend-

ments used by the landscape construction division. Soon thereafter, Vision secured a contract with the County of Santa Cruz to process their organic material. The company also has a long term contract with the Salinas Valley Solid Waste Authority.

Vision Recycling comes from the horticulture side of the waste stream as opposed to the garbage side, utilizing sustainable solutions for its processing. Vision's staff sees the importance of transforming green waste into valuable resources that the local community can use.

In 1996 Mr. Del Conte took on a partner, Roberto Aguirre, who has mastered the skill sets required to maximize productivity and safety. The company currently operates 6 facilities on a turn-key service basis and provides mobile services to many other landfill operations in all parts of Northern California. Through these operations, Vision now processes over 200,000 tons of feed-stock per year.



Vision Recycling endeavors to partner with local agencies who wish to have a top quality organics recycling operation within their own community. The Vision Recycling model supports local commerce, reduces trucking emissions and traffic, promotes buying local, creates community pride for using home grown organics on a large scale, and ultimately reduces product price from both ends of the recycling circle.

In 2013 Vision began a new paradigm by opening two facilities in Newark and Livermore on Vision Recycling's own property. These stores are the beginning of many more to come.

Vision Recycling maintains a solid business platform with innovative visions!

## Streamline how you manage your stash.

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ADVANTAGE



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**Raul Gutierrez**  
Branch Manager - Concord Branch  
1260 A Diamond Way  
Concord, Ca CA 94520  
925.771.8165 tel • 925.771.8170 fax

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Concord CA 94520  
FAX: 925.676.7976  
Acct: 925.676.7910

**AFFILIATED STORES:**  
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San Leandro 510.357.5220

**Mt. Diablo Landscape Ctr**  
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Pittsburg 925.778.3123  
**L.H. Voss Materials Inc.**  
Dublin 925.560.9920

## East Bay Chapter Member Standings

Congratulations to the following members who reached membership milestones this month.

### 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)  
Dryad LLC (1989)

### 13 Year Members

Henry Wolf, Wolf's Intuitive Landscapes

### 5 Year Members

Mark Julian, Ewing Irrigation

### 2 Year Members

Eric Coulson, Sonsray Machinery

## 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.



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### CLCA East Bay Chapter Address

3130 Balfour Rd., Ste. D #215  
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www.clcaeastbay.org

### 2019 East Bay Chapter Board of Directors

#### IMMEDIATE PAST PRESIDENT

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

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#### SECRETARY

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Indian Rock Landscapes  
david@indianrocklandscapes.com

#### TREASURER

**ROXY WOLOSENKO** (925) 300-3948  
Roxy Designs roxy@roxydesigns.net

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Brightview eric.santos@brightview.com

#### DIRECTOR-EVENTS

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Imperial Sprinkler paulw@imperialsprinkler.com

#### ASSOCIATE MEMBER REPRESENTATIVE

**ADAN RODRIGUEZ** (510) 543-5147  
Vision Recycling  
adan.rodriguez@visionrecycling.com

#### EXECUTIVE ADMINISTRATOR

**LAURA LEUER** (510) 207-4350  
lleuer@comcast.net fax (866) 260-8869

#### EDITOR/NEWSLETTER

**LEEANNA SCHOEDER**

#### NEWSLETTER PRODUCTION

**JERRIE BEARD** (530) 621-1701  
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

1491 River Park Drive, Ste. 100  
Sacramento CA 95815-8899  
(916) 830-2780 • (800) 448-2522  
(916) 830-2788 Fax  
email: hq@clca.org

### 2019 CLCA State Executive Board

clca.org/about/board-of-directors/

### 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

2018 Eric Santos  
2017 Roxy Wolosenko  
2016 Calvin Craig  
2014-15 Peter Rosen  
2012-13 Tim Hendricks  
2011 DeeAnn Schuttish  
2009-10 Nate Sili  
2007-08 Barry Minor  
2006 Gregory Wrenn,  
Rick Martens, CLT  
Dennis Brewer  
2005 Rick Martens, CLT  
2003-04 Gregory Wrenn  
2000-02 Rob Solomon CLT, CLP  
1999 Dave Wolkenhauer, CLT  
1997-98 Diane McNally  
1996 Dan Berger, CLT  
1995 Craig Hutchinson  
1994 Steve Schlitt  
1993 Matt Schiller  
1992 Robert Battinich  
1991 John Redmond  
1990 Jim Kwiat  
1989 Thomas Raeth  
1988 John Nishizawa  
1986-87 Thomas A. Adan  
1985 David Burnley  
1984 Don Young  
1983 David Gutu  
1982 Joe Tanouye  
1981 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.

## Bay-Friendly Training & Qualification Program for Landscape Maintenance

Oakland | January 9, 10, 23, 24 2020 | 9am – 4:30pm  
Cost: \$575-\$625

Give yourself a competitive edge by being a part of ReScape's dynamic approach to maintaining and managing landscapes.

Based on ReScape's 8 Principles, the Maintenance Qualification Training (MQT) provides landscape maintenance professionals with practical tools to manage healthy landscapes, protect local watersheds, and address our changing climate. Learn about regenerative landscape practices from leading experts in soil health and carbon sequestration, irrigation, plant care, integrated pest management, green stormwater infrastructure, and more.

The Maintenance Qualification Training is offered with tuition ranging from \$575 - \$625 as a 4-day course, including a half-day practicum in the field.

To register, visit [rescapeca.org/event](https://rescapeca.org/event)

### New Qualification Renewal Trainings Offered

New Qualification Renewal Trainings will be offered for ReScape Qualified Professionals in need of renewing qualification, plus earn 5 ReScape CEUs. The first is in December for Maintenance Qualified Professionals, and more are coming next year!

#### PETALUMA MQT

March 26, 27, & April 2, 3, 2020 | 9:00 AM – 4:30 PM

Petaluma Community Center, 320 N. McDowell Blvd.

Cost: \$575/\$625 | Register online at <https://bit.ly/2CtYtvE>

## Heartland Payment Systems Credit Card and Payroll Program

Are you looking for a company that offers credit/debit/prepaid card processing and payroll solutions, that:

- Is a consultative business partner who can help navigate managing your card acceptance and payroll programs?
- Has the highest level of personalized service available and uses company employees, not independent contractors to serve you?
- Has dedicated servicing managers?
- Discloses all costs and fees?
- Offers a three-year rate guarantee?
- Offers technology products designed for the green industry?
- Offers online access to your account?
- Has an option to offer automatic monthly recurring billing?

Heartland Payment Systems is CLCA's endorsed credit/debit/prepaid card and payroll processor.

For a free, no obligation analysis of your credit card and/or payroll processing contact Pam Drouin at (916) 220-3347 or [pamela.drouin@e-hps.com](mailto:pamela.drouin@e-hps.com).



# Fundamentals of a Tailgate Safety Program

by Steve Cesare, The Harvest Group, (760) 685-3800

<https://harvestlandscapeconsulting.com/fundamentals-of-a-tailgate-safety-program/>

Safety is one of the primary concerns for all landscapers. A large part of the commitment to safety is an effective Tailgate Safety Program. While many landscapers devote considerable time to Tailgate Safety, many do not because they think they do not have the time or money to do it the right way. A properly-designed tailgate safety program can go a long way in decreasing workers' compensation costs, helping employees stay safe while at work, and improving team morale by building a safety culture.

## Tailgate Safety Program

### 1) CONTENT

- Select the safety topics that are most relevant for your organization's needs.
- Some companies have 52 different topics; one for each week of the year. More effectively, choose 13 topics that get repeated four times each year.
- Here are some examples of the most

frequently cited tailgate topics

PPE  
Hand Tools  
Drugs and Alcohol  
Heat-related Illness  
Mowers  
Proper Lifting Techniques  
Trucks and Trailers  
String Trimmers  
Working with Chemicals

### 2) PROCESS

- Develop an annual Training Calendar.
- Conduct the tailgate sessions on the same day each and every week; usually Tuesday works best.
- Make sure all training content can fit onto a one page handout.
- Training must be in English and Spanish.
- Have the Employee Acknowledgment Form available at each session.
- Distribute the weekly Tailgate Safety

Handout to every employee.

- The entire tailgate experience should not exceed 15 minutes.
- Have the Crew Leaders or Safety Coordinator deliver the training to the crews each week.
- Crew Leaders must verify all employees sign the Acknowledgment Form.
- Managers collect the Acknowledgment Forms and give them to the Office Manager for filing.

### 3) DOCUMENTATION

- Every Acknowledgment Form must be cross-referenced against a list of current employees.
- Office Manager must verify that every employee received and signed for the training.
- Absent employees must make up the training that same week.
- All Acknowledgment Forms must be scanned onto the computer network for that week.
- This documentation will likely be requested during an OSHA audit.




**CLCA MEMBER ADVANTAGE**

**New construction or maintenance project?**

**Use CLCA legal contracts to help ensure no feathers get ruffled.**

CLCA's free legal forms are specific to the California landscape industry and are newly updated by CLCA's construction law attorney. Use this important membership benefit before you begin to protect your business and keep your jobs running smoothly!

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