

LANDSCAPE ONTARIO MEMBERSHIP GUIDE

What you need to know about LO

- **Chapters**
- **Sectors**
- **Savings**
- **Events**
- **Staff**

“Landscape Ontario provides great opportunities for members.”

Lexi Dearborn CLD
LO Membership
Committee Chair



Provincial and chapter boards are made up of dedicated volunteers who are elected into their various positions. Contact any of them to learn more about how rewarding the experience can be.

Landscape Ontario Board of Directors

Provincial Board

President: **Paul Brydges**
1st Vice President: **Warren Patterson**
2nd Vice President: **Dave Wright**
Treasurer: **Lindsay Drake Nightingale**
Past President: **Dave Braun**

Chapter Representatives

Durham: **Brian Baun**
Georgian Lakelands: **Margot Byers**
Golden Horseshoe: **Tim Cruickshanks**
London: **Michael Pascoe CLT**
Ottawa: **Ed Hansen**
Toronto: **Jon Durzi**
Upper Canada: **Terry Childs**
Waterloo: **Thomas Blatter**
Windsor: **Donald Tellier CLT**

Sector Representatives

Garden Centres: **Michael Van Dongen**
Grounds Management: **Brian Marsh**
Growers: **Gerwin Bouman**
Irrigation: **Steve Macartney CIT**
Interiorscape: **Stephen Schell CLT**
Landscape Contractors: **Peter Guinane**
Landscape Design: **Chris Mace BA**
Lawn Care: **Alan White**
Lighting: **Jamie Riddell**
Snow and Ice: **Mark Humphries**

Members at Large

Blake Tubby
Gregg Salivan

Chapter Boards

Durham

President: **Greg Scarlett**
Provincial Board Rep: **Brian Baun**
Treasurer & Secretary: **Carol Fulford**
Vice President: **Norm Mills**
Past President: **Brian Marsh**
Directors: **Edward Hewis, Mark Humphries, Christopher Muller, Mike Pennington, April Scarlett, Brian Shelfoon, Janice Shingler, Alex Zalewski**

Georgian Lakelands

President: **Lexi Dearborn**
Provincial Board Rep: **Margot Byers**
Treasurer: **Laurie-Ann Stuart**
Vice President: **Georgie Hamilton**
Past President: **Jeffrey Lee**
Directors: **Lynne Barnes, Andrew Beattie, Jen Cudde, Michael Di Nunzio, Jeff Eichenberger, Brenda Maitland, Teresa Matamoros, Debbie Wood**

Golden Horseshoe

President: **Jeff Smith**
Provincial Board Rep: **Tim Cruickshanks**
Treasurer: **Andrew Barz**
1st Vice President: **Fran MacKenzie**
2nd Vice President: **Tim Rivard**
Past President: **Fiore Zenone**
Directors: **John Bos, Chris Church, Allard DeVries, Scott Duff, Christopher Utter**

London

President: **Peter Vanderley**
Provincial Board Rep: **Michael Pascoe**
Treasurer: **Bill Beamish**
Vice President: **Matt Hart**
Secretary: **Kevin Marshall**
Directors: **Cindy Buelow, Bill Degraaf, Derek Geddes, Nicola Kamp, Michael Martins, Tyler Rancourt, Paul Snyders, Jarrett Woodard**

Ottawa

President: **Sundaura Alford-Purvis**
Co-Provincial Board Reps: **Ed Hansen, Ashley Cochrane**
Vice President: **Chris Urquhart**
Past President: **Ed Hansen**
GreenTrade Expo Chair: **Bruce Morton**
Directors: **Ashley Cochrane, Mike Fulcher, Steve Neumann, Tyler Owen**

Toronto

President: **Ryan Heath**
Treasurer: **Sabrina Goettler**
Vice President: **Jonas Spring**
Secretary: **Janet Mott**
Secretary: **Janet Mott**
Directors: **Gus Amro, John Bouwmeister, Chris Clayton, Paulo Domingues, Lindsay Drake Nightingale, Jon Durzi, Shawn Foley, Steve Hary, Chaz Morenz, Janet Mott, George Schellingerhoud**

Upper Canada

President: **Sian Pritchard**
Provincial Board Rep: **Terry Childs**
Treasurer: **Judy deBoer-Bell**
Vice President: **Andre Ypma**
Secretary: **Paul Doornbos**
Fundraising Chair: **Pamela McCormick**
Directors: **Neil Bouma, Diana Cassidy-Bush, David Gunn, Jesse Perrin**

Waterloo

President: **Jeff Thompson**
Provincial Board Rep: **Thomas Blatter**
Treasurer: **Scott Durst**
Vice President: **Richard Burch**
Past President: **Randy Adams**
Secretary: **Blake Sicard**
Directors: **Ryan Chuchmach, Jason Dietrich, Trevor Garner, Eric Horst, Alphonse Murray, Mike Silva, Robert Tester**

Windsor

President: **Donald Tellier**
Provincial Board Rep: **Donald Tellier**
Treasurer: **Donald Tellier**
Vice President/St. Clair College Liaison: **Jay Terryberry**
Secretary/LOWC Assistant: **Jay Rivait**
Directors: **Jessica Aytoun, Sal Costante, Dan Garlatti, Joe Santarosa, Jr**

Statement of Conduct, Principles and Ethics

This statement outlines the most important principles of ethical and professional conduct. Members are encouraged and expected to observe these principles in spirit as well as letter.

General Principles

To serve our clients with integrity, knowledge and creative ability.

To act fairly, honestly and in a manner they would be prepared to defend publicly.

To maintain confidence and trust in the profession of horticulture.

To protect, at all times, the integrity of the profession, the interests of the client and the general public.

To continually improve their own professional knowledge and skill and keep abreast of new developments in their industry.

To encourage and support education and research within the horticultural field.

To provide other members with helpful, constructive and professional advice, coaching and mentorship when necessary in order to improve the professional reputation and image of the industry.

To consistently maintain the confidence and trust in the profession.

Operating Principles

Members have an obligation to deliver goods and services in an efficient and cost-effective manner, (according to contract specifications) in order to protect the client's interest while maintaining acceptable standards.

Members' advertising shall be neither false nor in any way misleading.

Members shall respect and improve the environment.

Members shall treat employees fairly, honestly and lawfully.

Members shall not make false or malicious statements that may injure the professional reputation of other members.

Members shall endeavour to attract to the profession, individuals with a high degree of honesty, courtesy, integrity and competence.

Members shall meet their obligations and responsibilities to clients, suppliers and employees.

Your Landscape Ontario staff

The majority of LO staff work at home office in Milton. The association has four departments: Membership Services/Administration, Communications (print and electronic), Trade Shows and Special Events, Human Resources/Education. All staff work on a number of projects, prioritized by the Provincial Board of Directors.

Full details at HortTrades.com/ContactUs



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Member-only savings



Average member saves over \$14,000 per year

Members of Landscape Ontario automatically become members of the Canadian Nursery Landscape Association (CNLA). Using the buying power of members from all provinces across Canada, CNLA is able to negotiate great savings programs. Contact CNLA at info@cnla-acpp.ca or view full details online at HortTrades.com/member-only-savings



Audio Marketing Concepts

40 per cent discount.

Canadian Federation of Independent Business

Discount on membership fees.

casaGURU

Free business listing.

Caterpillar

Save up to \$2,750 on select equipment and 10 per cent off rentals.

Choice Hotels

Save 15 per cent worldwide.

Chrysler Canada

Save thousands on new Dodge, Jeep and Ram vehicles.

Dynascope Software

10 per cent discount.

Echo/Shindaiwa

20 per cent discount.

Employers First

10 per cent discount.

Enterprise

10 per cent discount.

General Motors

Save thousands on select new GMC vehicles..

HortProtect Insurance

Custom plans for the landscape industry.

Imperial Oil (Esso)

Discount of 2.9¢ per litre.

Isuzu Truck

Save up to \$4,000 on select new Isuzu trucks.

Krown Rust Control

Special fleet pricing programs and discounts on specified products.

Kubota Canada

8-22 per cent off the suggested list price plus other discount options.

LS Training System

Five per cent savings and special pricing for garden centre training videos.

Lyreco Office Supplies

Discounts on over 7,000 office products.

Mark's Imagewear

10 per cent off the majority of Mark's workwear clothing, footwear and safety accessories.

MasterCard

Low introductory rates.

NEBS Business Forms

15 per cent discount

Petro-Canada

Save 2.4¢ per litre, 15 per cent off car washes, three per cent discount on propane.

Retail Council of Canada

Discounted rates and free publications.

UPI

Three per cent discount on fuel, two cents per litre on heating oil and bulk propane.

Work Authority

15 per cent discount.

Buying a new vehicle and using a fuel program will save the average member over \$14,000 per year.

(Enough to pay your membership dues for over 20 years)

Some programs require confirmation of membership. Admin fees, minimum purchases and promo codes may apply.

Conferences, symposiums and events

Opportunities for learning, networking and growing your business are offered throughout the year

Annual General Meeting (AGM)

January 11, 2017

All members are encouraged to attend the AGM to vote on new by laws and issues concerning the future of the association. Held annually during the Congress trade show.

Awards of Excellence program and ceremonies

LO runs three awards programs exclusively for LO members:

- Grower
- Garden Centre
- Construction, Maintenance, Design



(including interior, lighting, websites).

All programs are judged by a panel of industry experts. An awards ceremony on Jan. 10, 2017 during the Congress trade show will recognize winners in the construction program and honouring individuals for their continuing efforts in promoting and accelerating the profession. Garden Centre awards will be presented during the Garden Centre Symposium on Jan. 12, 2017 at Congress. The grower awards sees live judging of the best nursery stock in Ontario at the annual Industry Auction where both entries and winners are then auctioned off. Online entry, past winners, and information is online at LOawards.com or contact awards@landscapeontario.com.

Canada Blooms

March 10-19, 2017

Canada Blooms is produced by Landscape Ontario and the Garden Club of Toronto.

Held each March, the festival promotes horticulture to homeowners and offers guests an experience for virtually all their home and garden needs. Gardens at the festival are built exclusively by LO members. LO holds a special evening on the Thursday night of Canada Blooms. Formerly called Industry Night, in 2017



the evening event has been renamed Professionals Night. Visit CanadaBlooms.com.

Congress Trade Show and Conference

January 10-12, 2017

One of North America's largest green industry trade shows and conferences offers over eight acres of leading industry products from around the world. Congress is THE meeting place for the landscape professions in Canada. The show is co-located with Garden Expo and Fencecraft. Visit LOcongress.com.



GreenTrade Expo

February 15, 2017

Presented by the Ottawa Chapter, GreenTrade Expo is Eastern Ontario's only horticultural trade and equipment show. The show features an expanded seminar series, lunch, contests and prizes. Visit GreenTrade.ca.



Growers Industry Auction

September 16, 2016

Attendees have the opportunity to bid on the best plant material in Ontario. Free admission, tours and lunch. Proceeds are used for horticulture industry research and scholarships. Visit IndustryAuction.ca.

Integrated Pest Management (IPM) Symposium

January 9, 2017

Held annual on the Monday before the Congress trade show, the IPM Symposium qualifies attendees to earn six CECs from the IPM Council of Canada. Visit LOcongress.com.

Irrigation Conference

January 12, 2017

Stay on top of developments in the industry with this half-day event. Learn more about issues facing contractors. Held in conjunction with the Congress trade show. Visit LOcongress.com.



Landscape Designer Conference

January 9, 2017

Hosted by LO's Designer Sector Group on the Monday before the Congress trade show, a full day of sessions is followed by a networking reception. This event is a must-attend for landscape designers. Visit LOcongress.com.

Lighting Conference

February 2017

Industry peers come together each year to learn about safety issues, award-winning landscape lighting designs, and meet with suppliers to find out about new products and technologies.

Lecture Series

February 2017

In 2016 LO's Ground Management Sector Group teamed up with LO's Landscape Contractor Group for a lecture event and dinner featuring valuable business lessons for all contractors.

Growers Short Course

February 15, 2017

Nursery Growers gather for a day-long line up of presentations and fellowship at the Royal Botanical Gardens. Presentations include current research, updates on insects and pests, best practices and Grower's Good Ideas. Watch for details at HortTrades.com.

LO Chapters

Making a difference in local communities and promoting the benefits of the green profession through dedicated volunteers

Landscape Ontario is made up of nine regional chapters who meet to discuss issues, network and organize some pretty amazing projects that get the industry together and benefit local communities. Each chapter has its own board with elections held annually for the various positions.

Durham

The Durham Chapter has built a wish garden and participated in many local events. Meeting topics are very informative and feature great speakers, thanks to the support of many sponsors within the chapter.

Georgian Lakelands

Events include an annual Ski and Spa Day in February, an annual Putting Challenge at Blue Mountain, Awards of Distinction honouring excellence within the chapter, including local suppliers and volunteers, and an early season pep rally. Chapter meetings are held at different locations within the chapter.

Golden Horseshoe

The chapter board recently awarded bursaries to two students at Niagara College and held a successful Gear Up for Spring event featuring exhibitors and a safety-focused educational series. An annual golf tournament is held in August and the highlight of the season is the chapter's Chicken Roast in September.

London Chapter

Members worked hard to realize the Veterans Memorial Parkway program, planting thousands of road-side trees to honour the Canadian Armed Forces, including the LO Bravery Garden featuring an engraved rock and lighting. An annual golf tournament is also held.

Ottawa Chapter

Each November, Ottawa area members invade the grounds of Canada's National



LO's Windsor Chapter built and maintains a garden at the Hospice of Windsor.

Military Cemetery at Beechwood to prepare it for Remembrance Day ceremonies. For over 20 years, GreenTrade Expo, Eastern Ontario's green industry showcase has been the off-season gathering place with its many exhibitors and educational series. The show was recently expanded to include awards presentations and a social evening. An annual golf tournament in late August raises money for the Children's Hospital of Eastern Ontario, and the chapter has close ties to local home shows and the National Capital Commission.

Toronto Chapter

The chapter recently built an accessible playground to benefit children with special needs and the local community. In August, an annual baseball tournament is held in Markham and in July their annual golf tournament gets members together for a much-needed break on the links.

Upper Canada Chapter

The chapter holds an annual golf tournament in August and offers many special scholarships to local students. An annual squash tournament provides a great fun day in February.

Waterloo

Members have built a garden at the local hospital and improved many school grounds through tree plantings and special projects. The chapter organizes a Family Fun day at Bingemans in July and a golf tournament in September to raise funds for a school greening project.

Windsor Chapter

Chapter volunteers designed, built and maintain gardens at the Hospice of Windsor and updated the grounds at Safety Village. The chapter is active in the local home and garden show as well. The annual Bob Girard Memorial Golf Tournament is held each September.



Chapter Meetings

September through April

Attend monthly chapter meetings and hear guest speakers cover timely industry and business topics. Not a member or know a non-member? Everyone is welcome to attend a meeting to see first-hand the many learning opportunities available through Landscape Ontario. For up-to-date information, visit HortTrades.com, read the Coming Events page in *Landscape Ontario* magazine or check LO's weekly e-news.

Sector groups

Setting industry standards, tackling issues, annual conferences and recognizing excellence

Landscape Ontario has ten groups that address the needs of each green industry sector. The volunteers meet regularly to deal with issues, plan events and devise ways to promote their profession.

Garden Centre

The group will hold a new Garden Centre Symposium on January 11, 2017 during Congress. The event will also see winners of the Garden Centre Awards of Excellence announced.

Entries for the Awards open July 1 and close July 31. See LOawards.com.

The group also helped to develop a training video for garden centre employees. See HortTrades.com/garden-centre-online-training.

Grounds Management

The Grounds Group works to raise awareness of LO members to the industrial, commercial, institutional and multi-residential community.

The group developed a *Landscape Maintenance Guidelines for Property Managers*. This document assists property managers select contractors for basic services, along with a complete menu of green options and extra services. See <http://gfl.me/x213>.

Growers

The Growers Group is heavily involved in the annual Industry Auction that raises funds for industry research and scholarships. The event also hosts live judging of plant material entered into the annual Growers Awards of Excellence Program.

In February, the sector gathers with researchers and suppliers at the Nursery Growers Short Course to share ideas, new methods and technologies.

Interior Plantscapes

The Interior Group works to promote the interior industry to other sectors and to the public.

It works closely with The Plantscape Institute of America (PIA), which advo-

cates the use of living plants in interior landscapes to enhance human well-being. Many LO members take part in PIA seminars throughout the year.

Landscape Contractors

In February, the annual Lecture Series features keynote speakers with valuable business lessons for both construction and maintenance contractors.

The group also created a labour rate card containing suggested charge-out rates for the most common tasks and skill rates within the sector. To view the card, go to <http://gfl.me/x2zr>.

Landscape Design

The group's annual conference is held on the Monday before Congress which will be January 9, 2017.

The group developed the Certified Landscape Design program and is currently involved in working with the OALA to have the landscape design name recognized by the Ontario government.

The group also developed a website to promote the Certified Landscape Designer program at CertifiedLandscapeDesigner.com.

Lawn Care

The Lawn Care Sector Group promotes the environmental benefits of healthy lawns to the public and government as well as Integrated Pest Management (IPM) practices. This involves a display and providing turf to other garden builders at Canada Blooms.

Next year's IPM Symposium will be held on Jan. 9 at the Toronto Congress Centre.

Lighting

Two key areas that the Lighting Sector Group focuses on are its annual conference and relations work with Electrical Safety Authority.

The Landscape Lighting Conference has been growing in attendance for the



The industry auction is organized by LO's Growers Group.

last few years, with great speakers and a vibrant trade show. The 2016 event was held in February at the Teatro Conference and Event Centre in Milton.

Irrigation

The group will hold their annual Irrigation Conference on Jan. 12, 2017 at Congress featuring a full line-up of industry-leading speakers.

Many members of the group are also members of the Irrigation Association. IA promotes efficient irrigation and long-term sustainability of water resources for future generations. It advocates sound water management, and works to grow demand for water-efficient products and services. Visit irrigation.org.

Snow and Ice Management

The group developed the *Standard Form Snow and Ice Maintenance Contract* which contains terms and conditions that can generally apply to all projects.

They have also been working on salt research over the past number of years and are looking at expanding Smart about Salt Council activity across Ontario and Canada. Their annual event, Snowposium, features new equipment and industry leading speakers.

Hardscape Committee

The Hardscape Committee hosted their inaugural HardscapeLIVE event on the show floor at Congress 2016 and are looking to expand upon its success. Their third annual golf tournament will be held Sept. 10 at Granite Ridge Golf Course in Milton. This year, the committee is serious about providing a fun-filled event.

Seminars and Education

Landscape Ontario gives you access to skills upgrading, certification programs and more!

Landscape Ontario's many professional development offerings help you and your business grow.

LO Winter Seminars

Members get special pricing on LO's popular Winter Seminars series. Watch for LO's *Professional Development Guide* in October listing the courses available in Milton and at select chapter locations. The bulk of seminars are scheduled in your off-season (Nov. to April). Everything from pruning to job-costing to landscape design, irrigation and first aid — this series covers it all. Seminars are aligned with the five pillars of the Prosperity Partners program.

Prosperity Partners Program

Running a successful horticultural business is not easy. The Prosperity Partners program provides the business framework that will lead you to greater profitability and a more balanced lifestyle. No matter where you are today, the Prosperity Partnership will help you grow.

Certification Programs

On average, members save \$100 per person on registration for various industry certification programs. Certification shows you are committed to excellence and your employees have the knowledge expected of a professional company. Visit LandscapeIndustryCertifiedTechnician.ca.



Communication tools

As a member, you receive subscriptions to Canada's leading horticultural publications AND special rates on advertising

As North America's strongest and most vibrant horticultural trade association, Landscape Ontario takes its leadership role seriously. LO has a number of ways to keep members informed.

Landscape Ontario magazine

As LO's communications hub, *Landscape Ontario* magazine contains industry news, association news, features, member profiles, research reports and information on all LO and industry events. All issues are also available online at HortTrades.com/LOmagazine.

Landscape Trades magazine

Stay informed on the industry with Canada's leading horticultural magazine. Editorial includes special focus issues on retail, new products, new plants and an exclusive product source directory. Published nine times per year, *Landscape Trades* features business information for

contractors, growers, retailers and all other sectors.

Weekly enews

Landscape Ontario members also received a weekly electronic newsletter, LO enews, to keep them informed on breaking news affecting their business. The enews also has reminders about upcoming LO and industry events. Subscription is free and available to employees as well. HortTrades.com/Subscribe.

Great advertising rates

LO members receive special rates on print advertising to targeted, qualified industry members. *Landscape Ontario* magazine and *Landscape Trades* reach the people who make the buying decisions. Other opportunities include electronic advertising, show guides, and the *Landscape Trades* wall calendar.

landscape ontario
Green for Life!



LO's sales staff know the industry and can help you market your products and services. Contact Steve Moyer or Gregory Sumsion.

Professional pride

Landscape Ontario's Green for Life brand resonates with industry and the public. Members take pride in showing they uphold a high level of excellence. Promotional items are FREE with your membership.



Bumper stickers

Available in small (10 x 3.5") and large sizes (17 x 6.25"). Free for members.



Truck decals and window clings

Advertise your LO membership on the outside of your vehicle or in the window of your office. Free for members.



Professional member labels

Show off your membership on mailing, invoices and business cards. Free for members.



Licence plate holders

Perfect for all vehicles. Free with membership.



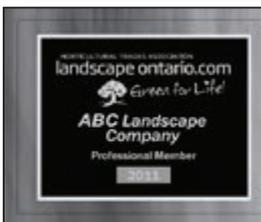
Membership certificate

Display your certificate to clients in your office or portfolio. It shows you are an approved member of a select group of professionals. Free with membership.



Membership plaques

Active and Associate members are recognized with a membership plaque. One free with membership. Additional plaques available for a fee.



Easy Ways To Order

Download the order form from HortTrades.com/promo.
 Please mail or fax this completed form to:

EMAIL: Send form to cassandraw@landscapeontario.com

FAX: Simply fill out the form and fax to 905-875-3942.
 Be sure to include credit card information.

MAIL: Landscape Ontario, Attn: Cassandra Wiesner
 7856 Fifth Line South, Milton, Ontario L9T 2X8



Irrigation Specifications

Developed by the Irrigation Sector Group — a great reference for contractors.

Available FREE for download at HortTrades.com/promo



Workplace Safety Tailgate Talks

Landscape Ontario Safety Tailgate Talks, developed by Landscape Ontario in collaboration with Workplace Safety & Prevention Services, promotes workplace safety by providing a simple tool for trainers and staff to include safety on the job, in the classroom or shop, or in the truck. Pocket-sized book available for \$30 each.

Reference Guide for Developing Planting Details

Complete with large diagrams on how to properly plant caliper trees and evergreens.

1-9.....	\$5.00 ea
10-50.....	\$2.00 ea
50+.....	\$1.50 ea



Reference Guide for Selecting and Handling Plant Material

An essential resource for the proper evaluation of planting sites and selection of plant material.

1-9.....	\$5.00 ea
10-50.....	\$2.00 ea
50+.....	\$1.50 ea

Snow and Ice Maintenance Contract

This piece was developed to be fair to both the contractor and the property owner with regard to slip and fall claims, damages and the amount of work to be performed.

Available FREE for download at HortTrades.com

Snow and Ice Equipment Charge-out Rates

Standard industry charge-out rates for equipment operation. Includes snow removal and salt policy.

Conveniently hole punched to keep in a three-ring binder.

Pkg. of 100.....	\$16.00
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Industry Labour Rate Cards for Construction and Snow

Standard industry charge-out rates in a card format — for business or consumer use. A great reference.

Conveniently hole punched to keep in a three-ring binder.

Pkg. of 100.....	\$16.00
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Landscape and Grounds Management Contractor Rating System

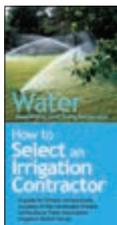
Use this system to strengthen your bidding process. Includes evaluation worksheets for contractor pre-qualification and establishing a bidders' list. Conveniently hole punched to keep in a binder.

Pkg. of 100.....	\$22.50
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Planting Instructions

Tips and helpful hints for consumers on how to successfully plant and care for new nursery stock.

Pkg. of 100.....	\$10.00
Pkg. of 500.....	\$30.00
Pkg. of 1000.....	\$50.00



Selecting a Landscape Contractor

Arm customers with a step-by-step questionnaire when they are looking for a professional contractor. Places importance on references, CHT designations, insurability and reputation.

Pkg. of 100.....	\$30.00
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Selecting an Irrigation Contractor

Lists qualifications that consumers may not think about, when looking for a qualified and professional contractor. This attractive colour brochure also explains how modern irrigation systems conserve water.

Pkg. of 100.....	\$32.00
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Ontario Horticultural Trades Foundation

Awarding over \$60,000 in scholarships each year and funding research projects

The Ontario Horticultural Trades Foundation was established in 1979 by a group of industry leaders who shared the vision of an enduring and successful ornamental horticultural industry. Member donations allow the Foundation to support the industry through scholarships and research.

Industry scholarships

The Foundation believes in helping future horticultural workers get a strong start. Each year the Foundation makes a number of scholarships, bursaries and



Scholarship recipients are recognized during the annual awards ceremony in January.

awards available to high school and post-secondary students. The deadline to apply for scholarships each year is June 30.

Research funding

The Foundation funds research programs that lead to greater knowledge, better methods and newer technologies for the benefit of the horticultural industry.

The Foundation is governed by a volunteer board, comprised of respected industry members. In 2012, the Foundation reached a goal of having

\$1 million in funds. Only interest generated by the fund is used for scholarships and research. This allows sustainability and continued long term growth.

The Foundation is closely tied to Landscape Ontario, but is actually an entirely separate entity because it has official charitable organization status. Member donations are the lifeblood of the Foundation. All donations are tax-deductible.

For more information visit OHTF.ca.

Websites

A wealth of knowledge for you and your customers awaits on LO's many websites

The content, information and resources Landscape Ontario has to offer can not exist on just one website alone — there are many!

Member site: HortTrades.com

LO's member site keeps you connected with LO initiatives and breaking news. It contains individual pages for each of LO's nine regional chapters and ten sector-specific groups. The site has resources available to members, including the *Standard Snow Maintenance Contract*, industry standards and order forms for free promotional materials. **HortTrades.com** contains all the information you need about your membership, a handy events calendar and LO's full educational offerings, including online registration.

LandscapeOntario.com

LandscapeOntario.com arms your customers with knowledge and inspires them to connect with a member to create the outdoor living space of their dreams.

Through award-winning projects and expert advice, **LandscapeOntario.com** is a reflection of the professionalism and passion of the industry. In addition to educating home and property owners on why they should hire a member, the site offers many tools for selecting a contractor and the benefits of working with a Landscape Ontario member.

Active members also get a Company Profile page — their very own page on the site to describe their services and areas of work. Full details at HortTrades.com/company-profile.



LOCongress.com

Landscape Ontario's annual trade show and conference, Congress, is so big it needs its own website! Congress is the annual gathering of the industry in January, featuring over 700 exhibitors, four days of conferences, new products, the Awards of Excellence ceremony and more!

Landscape Ontario and its many initiatives also have Facebook pages, Twitter accounts and a LinkedIn group. For a full list, go to HortTrades.com/LOsocial.

We are Landscape Ontario

Our mission is to be the leader in representing, promoting and fostering a favourable climate for the advancement of the horticulture industry in Ontario.

7856 Fifth Line South, Milton ON L9T 2X8
landscapeontario.com

SNAPSHOT

- 2,400 members
- 9 local chapters
- 10 sector groups
- Member companies include:
 - Landscape contractors
 - Construction
 - Maintenance
 - Irrigation
 - Landscape lighting
 - Snow management
 - Garden centres
 - Nursery growers
 - Landscape designers
- ... and more



Member companies are great employers!

AVERAGE HOURLY PAY RATES

LANDSCAPE MANAGER	\$27.60
LANDSCAPE DESIGNER	\$29.80
LANDSCAPE TECHNICIAN	\$20.90
CREW LEADER	\$22.20
CREW MEMBER	\$15.95

Green for Life

Landscape Ontario is the co-founder of Canada Blooms, and promotes the joys and benefits of horticulture at www.landscapeontario.com



Landscape Ontario's Congress tradeshow rates in Canada's

Top 10

Economic impact of horticulture in Ontario:

\$6.95 billion

\$60,000

The value of scholarships offered each year by Landscape Ontario's foundation



We care

Chapters build community beautification projects across the province

