

Landscape Ontario

Annual Report 2001/2002



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President's Message



As all things that are built to last, Landscape Ontario (LO) was built on a strong foundation, built up and solidified over many years with the help of dedicated and talented volunteers. These volunteers fortified the association with their time, energy and experience, helping others and the horticulture industry to succeed. We thank those who led the way, as we continue on the path towards an industry that is strong, smart and professional. By sticking to the course, we will gain much needed respect for our industry. As members of LO today, we are responsible for implementing the vision and acting as navigators for the future of the horticulture industry.

Today, we are in an enviable position where the day-to-day activities of the association and much of our vision can be implemented by LO staff – but we should not let this stop us from contributing through volunteer work on committees, chapters and commodity groups. It is the individual member's drive and determination that fuels our association towards a common goal.

The pesticide issue has plagued many of our members over the past year. We must thank the staff and volunteers who spent countless hours educating our members, government staff and the general public, through a balanced approach to these delicate issues. We must continue on this path as the issue could ultimately affect the entire agricultural industry.

Labour continues to be a problem in the horticulture industry. LO moves forward with our vision of a permanent school at the Milton site. We also implemented an action plan that includes involvement with high schools and moves up to post-secondary education levels.

Prioritizing industry issues is a balancing act that requires flexibility and experience. Through the commodity groups, chapters and committees, each issue is brought to the table for assessment and an action plan is created. With ongoing efforts from staff, we are able to commit time and energy to an astounding number of industry activities.

In closing, I would like to thank our executive director, Tony DiGiovanni, for the fantastic job he does in organizing and guiding our staff at head office. It is through our dedicated volunteers and hardworking staff that we are able to advance the mission and goals of Landscape Ontario.

Respectfully submitted,

Nick Solty

President, 2001-2002

Treasurer's Report



As we approach our 30th anniversary, it is time to review Landscape Ontario's (LO) progress over the past 12 months. This will help ensure our continual advancement of our association's mission and goals.

Congress and Garden Expo, our world-renowned trade shows, collectively generated over \$750,000 in income for LO. Our Publishing department continues to be strong, both financially and informatively.

LO's Membership Services department worked diligently to achieve a goal of 2,000 members. As members of LO, our network of brothers and sisters grew to over 2,100 across the province. This partners well with the increasing attendance and popularity of the trade related courses LO continues to offer. These efforts also contributed to a healthy bottom line.

These results reflect the continued support and contribution from all departments, as well as the strong management team that leads the way. Both the Horticultural Centre Improvement Fund and the Horticultural Industry Improvement Fund will share in our surplus of funds.

While LO continues to lead the way in promoting the horticultural industry, we must remember to look both ways at every crossroad. We will be diligent in our decision-making to ensure a healthy future for our association.

Respectfully submitted,

Robert Adams

Treasurer, 2001-2002

Executive Director's Report



The past year was a year of growth and change, pomp and ceremony, planning and reflection, conflict and hope. It was also another year spent dealing with central issues that affect the future of the industry, and have an impact on our members.

Growth and change

As you read through the annual report you will notice that, once again, your association has grown in size, activity, stature, effectiveness and desire to serve the best interests of the horticultural industry.

We have had to change our strategic direction for our trade shows, with the realization that two shows are better than one to effectively serve our members. Garden Expo was a reluctant addition to our regular activities, especially since the strategic plan called for the creation of one international super-show. Sometimes, the collective voice of Landscape Ontario (LO) members can stimulate a change in the strategic plan.

Another major change is Rita Weerdenburg's decision to leave LO to pursue a position as the North American Director for Plant Publicity Holland (PPH). Rita's immense contribution to LO will be missed. I can think of no better candidate for PPH.

Pomp and ceremony

LO was happily involved in the historic Pope's visit on World Youth Day and the Queen's 50th Jubilee ceremonies. It demonstrated the practical and symbolic value of our industry, as we were able to showcase the contribution of plants and gardens to quality of life.

On World Youth Day, we participated with Humber College apprenticeship students in landscaping the papal stage viewed by millions around the world. The Humber students, led by Harry Chang, made our industry proud. Thanks are owed to many members that participated in the event — in particular, M. Putzer Hornby Nursery, Somerville Nurseries and LO's own Tom Somerville.

For the Queen's visit, we were asked to landscape the Ministry of Agriculture and Food display at the National Trade Centre. LO staff (Denis Flanagan, Kristen McIntyre and Kathy McLean) created a wonderful display, using plant material donated by Sheridan Nurseries and Willowbrook Nurseries. We are always in awe of the generosity of our members.

For me personally, the highlight of the Queen's visit was when Helen Johns, Minister of Agriculture, introduced me to the Queen. She said, "Your Majesty, may I present Tony DiGiovanni from Landscape Ontario." The Queen extended her hand and asked what

kind of organization LO was. I nervously mumbled that it was a horticultural association. She looked at the display and commented on how beautiful it was.

Planning and reflection

One thing your association is good at is planning. There are some basic changes in demographics and membership needs that must be addressed. There are also central issues, with respect to regional development, chapter and commodity group roles, renewal, lack of time for volunteering and speed of change that require reflection to properly plan for the future.

Conflict and hope

The divisive nature of both the pesticide and leaf-blower issues caused conflict between LO members, and between members and consumers.

We were also surprised to find ourselves in conflict with many educators when we announced a potential partnership with Humber College that would bring a school to our site in Milton. Through the conflicts we are buoyed with the realization that if we stick to principles of honesty, transparency, empathy and mutual benefit, we should be able to transform conflicts into a common focus to grow and improve the industry.

One ethic that has always permeated the activities of your association is the sense of responsibility individual members embrace and exhibit. It is what makes our future bright and hopeful.

Recently, I read a trade magazine article that quoted a former U.S. president who believed it is a moral duty and obligation to improve and advance the occupation you are in. Upon reflection, those words say it all. The reason our association and industry continues to do well is because our past and present members feel the moral duty and obligation to improve and advance the horticultural industry. As your staff we are inspired to help accomplish this mission.

Below you will find a summary of the past year's efforts, issues challenges and successes. These change every year but the central mission remains the same.

State of the Industry

In spite of a wildly volatile spring, marked by record cold and wet temperatures, the horticulture industry in Ontario remained buoyant. Retailers were hit hardest by

the spring weather, but by summer most reported some improvement in sales. All sectors were found to be approximately one month behind in operational activity, however most members were very busy, optimistic and pleased with the market. Labour availability remains a problem but seems to be better than 2001.

Negative global economic forecasts elude Ontario. Housing starts are the highest since 1989. Anticipated population growth and demographic trends fuel a very good sales and growth environment for most sectors.

Following is a brief report on the main issues LO continues to work on, in order of priority.

1. Labour/Human Resource issues

We are busy implementing recommendations from a labour task force report. The office was restructured to allow for three full-time staff to focus on the complex labour issue. Activities include:

- Extensive job fair participation
- Creation of a horticultural high school teachers' association
- Presentations to high school guidance counsellors
- Development of a career poster, brochure and web site
- Development of a post-secondary horticultural teachers' association
- Development of LO student chapters
- Participation in Skills Canada high school trades competition
- Hosted a school garden building competition at Canada Blooms
- Received publicity from newspaper, TV and radio, including a *Toronto Star* article, Global Television news program and CFRB programming
- Continued promotion of the Canadian Certified Horticultural Technician (CCHT) program, including a new test site in combination with Algonquin College in Ottawa
- Hosted orientation seminars for high school teachers.
- Two presentations were made to the Ontario Youth Apprenticeship Program coordinators.
- Worked directly with Waterloo, Durham and Humber school boards to develop high school co-op programs.
- Developed a high school scholarship program for students entering

post-secondary horticultural programs.

- Continued lobbying of the provincial government to bolster the trades in high schools.

These activities are long-term, complex, expensive and absolutely essential to the future development of our industry, however, many members have a difficult time relating to the benefit these programs confer.

2. Important legislative updates

The Labour Standards Act was revised this year. The special status for ornamental horticulture was extended to the new act. LO government relations activities ensured legislative and ministry staff listened to our industry views.

The Supreme Court of Canada ruled the Ontario Labour Relations Act exclusion for Horticulture and Agriculture is unconstitutional. We are currently working on this issue with 22 other agricultural associations.

The City of Toronto attempted to ban leaf blowers. Through a concentrated advocacy program, we were able to educate the councillors on the importance of leaf blowers as a labour- and cost-saving tool. Many were shocked to find that the city's own maintenance costs would go up by \$1 million. This was another issue where sharing information across CNLA membership was beneficial to all. We set up a computer network of interested stakeholders, which also included BC representation. Information, files and strategies were shared instantly.

3. Education issues

We continue to work on the following education initiatives:

- School of Horticulture (Youth) Full-Time
- Administered three youth initiative and apprenticeship programs. In the first program, we took 23 students and put them through a three-month practical training session at the LO Centre and then found them all jobs. OMAF's Rural Youth Jobs Strategy Program funded this program. The second program was an apprenticeship program held on our site, in partnership with Humber College. Twenty-five students participated. The third program was a special pre-apprenticeship program,

hosted in partnership with Humber College at their North Campus. These students were involved with the landscaping of the stage during the Pope's visit to Toronto.

Future developments

One of the more exciting developments in the human resource area is the possibility of Humber College transferring their horticultural programs to the LO site. A joint proposal is being submitted to the provincial government to build a school in Milton. An interesting aside to this development are the protests from the other horticultural schools that fear industry competition. As an industry association, we provide support to all horticultural programs and encourage all programs to copy the practical based apprenticeship model used by the Niagara Parks School of Horticulture.

School of Horticulture (Professional Development)

We continue to host many seminars in our Winter Workshop program. These seminars attract over 1700 participants over a three-month period. This format has proved very successful with its "members teaching members" philosophy. In addition to this program, we host numerous professional development programs at the chapter level, Congress and IPM Symposium. The Congress conference program attracted 2,000 out of the 12,000 who attended the trade show. The IPM symposium attracted 1,000 delegates in four regional areas.

School of Horticulture (Computer Centre)

Attendance in the computer centre courses has been light, except for Garden Graphics computer aided landscape design program courses. Garden Graphics uses the computer centre as their training headquarters.

Certification (CCHT, CIT, CLD, PTP, CLP)

We continue to place a high priority on the development of the CCHT program. The new test site in Ottawa, in partnership with Algonquin College, is an exciting development. We remain convinced that the CCHT program be integrated with

educational institutions, and that the CCHT test stand as the final test for all post-secondary horticulture programs. Apprenticeship program administrators have already accepted this philosophy, and we continue to work with the community colleges and universities.

The Irrigation and Landscape Designers' certification programs introduced last year enjoy great success. There are now 15 Certified Landscape Designers (CLD) and over 50 Certified Irrigation Technicians (CIT).

Our most successful program is the Certified Pesticide Technician Program, which certified over 400 examiners, and 3,000 technicians in a three-year period. The reason for this success is a combination of mandated legislation, a flexible delivery system through a network of examiners, and a public relations crisis in the lawn care sector.

We anxiously await the Certified Landscape Professional program from the Canadian Nursery Landscape Association (CNLA).

4. Safety issue

Safety continues to be a priority. The pilot project Safety Groups program did not result in the expected large WSIB premium savings, and this has made it difficult to keep the members interested in participating. However, general WSIB rates continue to drop for the entire rate group — a direct result of the safety focus. The challenge we face is to make safety activities more relevant to the membership. The key to this challenge is to simplify the documentation requirements and to focus on practical training initiatives. We will continue to implement the many activities outlined in our safety plan.

5. Pesticide public relations issues

Although this issue is not officially the association's number one priority, it has taken a great deal of our attention and resources because of the huge campaign fuelled by environmental activists to demonize pesticides and ban their use. We have almost three full-time people working on this issue. The core of our position on pesticides is "responsible use within the framework of Integrated Pest Management (IPM) and Plant Health Care (PHC)."

Activities include:

- Development and promotion of IPM-PHC Accreditation. This process will ensure responsible use of pesticides within an IPM framework. It will also audit companies through a third party audit process.
- Extensive communication campaign at all government levels, paying particular attention to the municipal arena.
- Working with CNLA and BCNLA promoting "my home, our environment" and "common ground" solutions.
- Set-up and administration of local member networks responsible for monitoring legislative activity and mobilizing industry and public when required.
- Promoting IPM Accreditation as the solution to this complex and polarizing issue.
- To educate our members on IPM and Plant Health Care methodologies; the former Pesticide Symposium was refocused and renamed the IPM Symposium.
- Creation of an information IPM brochure and web site (www.Lawnfacts.ca).
- Participating in the development of the "Responsible Use" coalition. This is a coalition of all stakeholders who banded together under the common value of responsible pesticide use. The coalition will promote responsible use initiatives and fund a public relations campaign to dispel the myths and mistruths spread by the environmental activists. The Council was officially renamed the Pest Control Safety Council of Canada.
- Development of an IPM Council made up of all stakeholders including golf, parks and structural to expand IPM accreditation efforts to all sectors and provinces.
- Continued education and training activities at the individual applicator level through promotion of the Pesticide Technician Program.
- Participation in numerous seminars promoting IPM accreditation, including Association of Municipalities of Ontario, Ontario Parks Association, Rural Ontario Municipalities Association, Building Owners and Managers Association, Association of

Condominium Managers and Owners, Public Health Inspectors Association, Communities in Bloom, and many others.

6. Chapter renewal

We are currently working on a chapter renewal program to centralize the education programming for all the chapters. The centralized programming, communications and promotion should result in improved attendance at chapter events and decreased workload for chapter governance. Together with this renewal plan, the feasibility of developing satellite regional offices will be studied this year.

7. Online priorities

Our main priority is to complete a major project to integrate the association's many databases into one Internet available database. Once this is done the online activities and potential will be enhanced by live data on the Internet. This will include Sourcebook, Membership, Congress, Garden Expo and Education databases. The main philosophy is to structure the web site so it does not require a Webmaster for maintenance, and that staff communicate their activities online to the members. A query-based search engine will give members access to an archive that will hold relevant and specific information. Presently, the www.hort-trades.com site is user-controlled, operating from one database, and we are now able to send fax campaigns through the master database structure. The *Landscape Trades* and Congress web sites will be next in our redesign plan.

8. Online activities

Our online resource centre has not been successful to date. The company that hosted our on-line computer training activities has gone bankrupt. Web site sales through our template-driven offerings have not materialized and the Pesticide Technician Program online certification program is not being utilized as of yet. To be fair, we have not focused energy on this issue because of more pressing priorities, however, we remain convinced of the education, communication and network potential of web-based activities. We will focus on this issue as our priorities allow. Check out our online resource centre at www.horttrades.com/horttraining/ to get an

idea of the potential.

An area showing great promise is the hosting of member web sites. Although we have not been promoting the service, we currently host 15 member sites, including the Flowers Canada web site.

9. Floriade Tour

A highlight of the past year was our visit to Holland. Fifty-one members enjoyed a stimulating, educational and fun time examining the Dutch horticultural industry. We were able to peer into the future and look with optimism at the potential for industry development. We also had the pleasure of meeting associates from Plant Publicity Holland, Dutch Wholesale Growers Association and the European Landscape Contractors Association. The geography is different but the issues are identical.

Of all the excellent horticultural facilities we visited, one stands out the most — Appletern Gardens. This education/demonstration garden is exactly what we envision for our Milton site. It was truly inspirational to see the potential of our future.

10. Business training project (operating ratios)

Although we produced a number of e-mail tips and collected survey information from members, we are putting this project on hold until the main consolidation of our databases.

11. Outdoor Flower and Garden Show at Downsview Park

We continue to plant the seeds for the idea that Downsview Park, the federal governments only urban park, could be developed into a Floriade type of international class exterior flower and garden show. We have made presentations to Downsview Park staff, board and the architect who won the design competition. We have also met with the local councillor. We hope the seeds will take root.

Ongoing events, activities and issues:

Congress

Congress remains one of the top five horticultural trade shows in North America and rates 20th of all trade shows in Canada.

Over 13,000 attended Congress 2002. We are still waiting to see how Garden Expo's success will affect Congress, but so far Congress has not seen any impact. Our expectation is that the growth of Congress will level off as Garden Expo expands, but this has not happened yet.

Garden Expo

This show is again 40 per cent larger than the previous year. The three-year experiment has shown such great popularity and growth that the board decided to run both shows indefinitely. Garden Expo was sold out again this year.

Interiorscape Group

We have added another commodity group to our structure. We now represent the Interiorscape Commodity Group. We look forward to serving this important sector with promotional, educational, government representation and professional development activities.

Magazines

Horticulture Review was redesigned and *Landscape Trades* improves continuously. *Landscape Trades* has begun to reflect the philosophy of CNLA to integrate national agendas and activities as much as possible. The *CNLA Newsbrief* is now a regular feature of *Landscape Trades*. This will increase the communication reach and frequency of CNLA news while reducing costs for CNLA.

Web site redesign

The web site redesign is now complete. Hosting of member sites will become more of a focus next year as our technical infrastructure and speed improves. The sale of web sites and domain names will also be an added membership benefit.

Staff and office

The office was expanded and renovated. We installed a new fiber optic line for communications activity. We also reorganized staff to focus more energy on priorities and member services.

A major appraisal of the office site was performed this year, identifying the current and serviced value of the site headquarters. The purpose of the appraisal

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Chapter Reports

The regional needs of the membership are served through its network of eight chapters. Through monthly meetings and promotional activities, the chapters represent an ideal way for member companies to keep abreast of local industry concerns. The two most sought after membership benefits – education and networking opportunities – are provided through the association's regional chapter structure.

Durham Chapter

President: Mark Humphries

Past President: Jim McMillen

Vice-president: Ted Spearing

Treasurer: Carol Fulford

Secretary: Harry Kamstra

Provincial Board Rep:

Ernest VanHelsdingen

Directors: Larry Dufty, Ian Andrews, Bruce Gagnon, John Fulford, Mike Forbes, Rene Thiebaud, Ian Clark

Chapter Meeting Highlights and Special Events:

Thank you for allowing me to bring you our achievements and activities over the last year.

This past year was an active one with five regular meetings, a Christmas dance and several events. Participation continues to grow as the chapter membership grows. We are pleased to report a continuation in new participation at the executive level. Our fall barbeque was a huge success. Our members participated in:

- A large job fair organized by Durham Board of Education and HRDC, held at the Metro East Trade Centre.
- Installation of a feature entrance garden at the Metro East Spring Home and Garden Show promoting Landscape Ontario (LO) members.
- Member participation in the set-up of Canada Blooms
- CCHT examinations

We are pleased and proud of how our regional government continues to embrace our trade and association. They have

shown support with a booth at Congress to promote local growers and tradespersons from Durham Region.

I continue to meet with the Durham Training Board, Durham Secondary School Board and Durham Separate Secondary School Board. Co-operative employment and labour training opportunities continue to be developed.

The pesticide issue still occupies much of our discussion time. We have an informative schedule of chapter meetings planned for the upcoming year.

Thank you to my executive and chapter members for their hours, support and trust in me to lead them through this past term. My support is extended to the incoming president Larry Dufty.

Respectfully submitted,

Mark Humphries

President, 2001-2002

Georgian Lakelands Chapter

President: Marilyn Hutchison

Past President: Nick Soltz

Treasurer: Terry Kowalski

Provincial Board Rep: Marilyn Hutchison

Directors: Dave Holmlund,

Edward Banville, Earl Graham,

Dolf Jansen, Cameron Gates

Chapter Meeting Highlights:

As a chapter, we are very proud of the networking opportunities provided to members and potential members over the past year. Those who attended last year's chapter meetings also took advantage of tips and information that will benefit them as entrepreneurs.

Always a big hit, our Leslie L. Soltz Memorial Golf Tournament, chaired by Nick Soltz, was sold out, with participants enjoying a fantastic day of golf, contests, dinner and great prizes.

We kicked off the season with our annual BBQ. A wide range of topics were presented at chapter meetings over the year,

including identifying natural stone; bonsai plants, with an expert who has studied with the masters; wildlife in the garden, with a local landscape consultant; wood chips, how they are made and the different colour choices; and an open forum with CFIB, WSIB, Labour Pool providing tips and pointers on working smarter.

The ever-faithful showed up for our Annual Ski Day in February and once again the rain fell. Those who persevered in spite of the rain had a great time.

Our chapter sponsored a one-day IPM Accreditation seminar, attended by over 100 lawn care operators and staff, including members of the Parks and Recreation Department from the City of Barrie.

Our chapter and members participated in other endeavors over the past year, such as Earth Day Awareness, Arbor Day, CNE, IPM Symposium, Congress and Garden Expo.

Thanks to my executive and chapter members for their time, support and trust. To those board members who are stepping down, thank you for the time and energy you have so generously given, and a warm welcome to the new members of the executive who stepped forward to help shape the direction of our chapter.

Respectfully submitted,

Marilyn Hutchison

President, 2001-2002

Golden Horseshoe (Hamilton) Chapter

President: Bob Stratford

Past President: Mark Weavers

Vice-president: Dave Colborne

Treasurer: Barry Dickson

Secretary: Rob Verloop

Provincial Board Rep: Doug Coote

Meeting Chair: Scott Weaver

Directors: Walter Hasselman, John Flatt, Adam Novak, Rick McDowell

The main theme of the Golden Horseshoe

Chapter meetings over the past year was education and information for members. As always, we tried to invite guest speakers who would share important information and knowledge with our members, especially in the areas of business, employee relations and government. We continued to have members speak about safety issues and the “tip of the month,” where a member does a short presentation on a new idea or innovation for improving business operations.

Chapter Meeting Highlights: September 2001

The annual chicken roast was held at G.C. Duke Equipment in Burlington. Approximately 150 people joined us for great food, door prizes, children’s entertainment and socializing with fellow members. Everyone enjoyed themselves.

October 2001

October’s meeting was an information meeting. Paul Foley of Ross Dixon Financial, and Mike Thompson from The Investment Guild, spoke about services for Landscape Ontario (LO) members. The highlight of the evening was a presentation by Tom Laviolette on his 16-month display-garden-project for the World Expo in Japan.

November 2001

The theme of this meeting was “education.” Tony DiGiovanni from LO spoke about educational programs for members and their employees. Leo Paone from the Ontario Youth Apprenticeship program spoke about programs for young people entering our industry. Liz Close spoke about programs available at the Niagara Parks School of Horticulture. Harry Chang from Humber College introduced the one-year maintenance program they are initiating.

December 2001

The annual Wine and Cheese Social was held at the Magnotta Winery in Beamsville. Everyone had an enjoyable time, and it was nice to hold a meeting away from our usual venue – the Royal Botanical Gardens in Burlington.

January 2002

The topic of this meeting was the use of herbs in the perennial garden. Tim Freeman from Freeman Herbs provided

an interesting presentation, which gave members new ideas.

February 2002

Contract language and issues were the topics at this meeting. Rob Kennaley of McLaughlin & Associates gave a very informative talk on legal issues. Having spent many years in the landscaping industry, Rob was able to be very specific about legal issues in our industry.

March 2002

Tom Davies from The Weedman spoke about Integrated Pest Management (IPM), and efforts to educate the public and government about the responsible use of pesticides and how they can be used safely in our environment

Thank you to all of the Golden Horseshoe board and chapter members who helped with chapter events and meetings over the past year.

Respectfully submitted,

Bob Stratford

President, 2001-2002

London Chapter

President: Bill Beamish

Past President: Peter Mansell

Vice-president: Keith Fleming

Treasurer: Janet Anderson

Provincial Board Rep: Mario Levesque

Secretary: Dimitra Bolton

Directors: Margot Dargatz, Bob Allen,
Daryl Bycraft

The London chapter had another busy year with general meetings and education seminars brought together by the extremely dedicated board of directors whose help is certainly appreciated by this chapter president.

Chapter Meeting Highlights: October 2001

Mark Rittenhouse came to London to speak on the success his company has experienced through putting their business on-line. He showed us the benefits of Internet exposure. His presentation was

well-received by a very full house.

November 2001

Paul Robertson of Environment Canada spoke about tracking severe weather patterns and ways of informing the general public.

December 2001

Rob Quai Du Vin Estate Wineries came to our Christmas gathering to help us become true wine connoisseurs. We learned about wine characteristics and how wines are judged for quality.

January 2002

John King, of Strybos Associates in Toronto, joined us for our January meeting. He previewed some of his exciting projects over the past few years, as well as some architectural and construction details related to the projects. His presentation was well-received by a reasonably full house.

February 2002

Paul Zammit of Plant World spoke at our dinner meeting in lovely downtown St. Thomas. He spoke about his passion for perennials and it was easy to see why he is so respected in this field. Tony DiGiovanni was also at this meeting, bringing us some words of wisdom from Milton.

March 2002

Tim Wood of Springmeadow Nursery joined us to speak on some of the new and exciting plants his group would bring to the market in the new year. Tim also told us about the great lengths he had gone to find these plants. Tim was a very interesting speaker.

In the area of educational seminars, the chapter again ran a skid steer training program, as well as our chapter safety day. This program grows in popularity every year, as members see the value of starting the season with safety in mind.

Respectfully submitted,

Bill Beamish,

President, 2001-2002

Ottawa Chapter

President: Richard Rogers

Vice-president: Richard Bown

Past President and Provincial Board

Rep: Janice Ife

Treasurer: David Stewart

Directors: Marc Arnold, Nancy Jordan, Bruce Morton, Penny Reed, Mike Skeggs

Chapter Meeting Highlights: September 2001

Chapter members enjoyed an afternoon visit to some of the region's most spectacular gardens. The tour featured a garden tour of Rideau Hall, Mr. Potter's residence in Rockcliffe Park and a tour of the Casino de Hull's Floral Gardens.

November 2001

Our chapter, in conjunction with the Ontario Association of Landscape Architects Ottawa Chapter, held a cocktail reception and Christmas Social at Dow's Lake Pavilion.

January 2002

The topic of the January chapter meeting was "Perennial Trends" with guest speakers Peter Knippel of Peter Knippel Nursery, and Janet Anderson of JEA Perennials.

February 2002

The chapter held its annual business day featuring Jeff Mowatt on "The Art of Client Service: Influence With Ease."

In February, the chapter also held its annual Green Trade Expo 2002 — Eastern Ontario's only Horticultural Trade and Equipment Show for landscape and horticultural supplies and services. This show has grown over the past five years and now attracts over 70 exhibitors.

This year, we expanded our education component with four seminars: Employee Recruitment and Retention, presented by Linda Duxbury, professor at the Sprott School of Business, Carleton University; Banking Hours - How Business Owners and their Staff can Benefit, presented by Terry Murphy, manager, Education, Training and Human Resources for Landscape Ontario (LO); Integrated Pest Management: What Industry Professionals Need to Know, with Tony DiGiovanni of LO, Thom Bourne of Nutri-Lawn

and Dr. Donald Ecobichon, professor of Pharmacology and Toxicology at Queens University; and Can You Survive the MTO Inspections?, presented by the Transportation, Health and Safety Association of Ontario.

The final event for February was the IPM Symposium, formerly known as the Land-Pesticide Symposium. This symposium took a fresh approach and a new name, which now reflects the current direction of industry thinking and practice. The program featured outstanding speakers: Leo Blydorp, Bayer Canada; Pam Charbonneau, Ontario Ministry of Agriculture and Food; Nick Christians Department of Agriculture at Iowa State University; Normand Drapeau, Chipco Professional Products; Brenda Everson; Pest Management Regulatory Agency, Health Canada; Roger Funk, Davey Tree Expert Company; Jennifer Llewellyn, OMAF; Darcy Olds, Chipco Professional Products; Ken Pavely and Tom Somerville of LO.

March 2002

We traditionally open our doors to the public at our March meeting. This year, featured guest speaker Haig Seferian, Landscape Architect and host of HGTV's "Garden Architecture" spoke about "For the Love of the Landscape." A portion of our admission receipts went to the Ottawa Food Bank. Our chapter elections were held afterwards.

In March, we organized a two-day Standard First Aid and CPR course for LO members and their employees.

Our local representative of the Farm Safety Association held a free, half-day WHMIS training seminar to train forepersons and returning employees before the start of the busy season.

And finally this month, the Ottawa Chapter again professionally designed and built the feature gardens at the Ottawa Spring Home Show. A 4,000-sq.-ft. garden featured a meandering interlock pathway through 'gardens' leading towards a pond and waterfall, with hundreds of trees, shrubs and evergreens along with over 1,000 spring bulbs, including tulips, daffodils, hyacinths, hydrangeas, rhododendron and mums. "The first sights, sounds, and smells of spring" greeted visitors. The garden also included

custom-made cedar arbors, cedar benches and lattice screens. Computer monitors, connected to the LO web site, featured LO's how-to gardening tips.

May 2002

A cash scholarship was presented to a Kemptville College horticultural student at an awards banquet.

August 2002

The Ottawa Chapter and the Horticulture Department of Algonquin College ran the Canadian Certified Horticultural Technician (CCHT) test at Algonquin College. Of the 15 candidates who took the test, four were successful after the initial test. After a retest, an additional six candidates received CCHT status.

Other Highlights:

Pilot Project

The association and chapter hired a temporary staff person as part of a pilot project. The project's mandate was to promote horticulture as a profession at the high school level, set up co-op programs, attract new members to the association, organize educational events for the 2002 winter season, and help the Ottawa Environmental Coalition in dealing with a pesticide issue looming at the municipal level. The pilot project has now terminated and a provincial committee will review its renewal status.

Past Presidents' Award (Provincial Award)

Each year, a committee of three past presidents of Landscape Ontario's Provincial Board of Directors, presents this award to an individual who, over many years, has made outstanding contributions to the association. This year's winner was Tim Kearney of Garden Creations, Ottawa Chapter.

Grindstone Award (Ottawa Chapter Award)

This award is presented annually to a member of the Ottawa Chapter to acknowledge their contributions to the betterment of the local chapter and the association. This year's award went to Richard Rogers of Rogers Landscaping.

I would like to thank all of the

board and chapter members who gave so generously of their time and energy over the past year.

Respectfully submitted,
David Stewart
President, 2002-2003

Toronto Chapter

President: Jeff Olsen
Vice-president: Mark Story
Past President: Ron Swentiski
Provincial Board Rep: Mark Story
Treasurer: Peter Solti
Directors: Eric Poupore,
Carolyn DeVries, Tom Bradley,
Janna Bradley, Brian Worfolk, Pat Large

Chapter Meeting Highlights: September 2001

Landscape Ontario Head Office, Milton
The first chapter meeting of the year was held in conjunction with the Landscape Ontario (LO) Growers Auction. The main purpose of the meeting was to elect the new executive. Attendees were then invited to share in a free BBQ lunch and to check out the great deals at the auction.

November 2001

The Key To Interlock

This meeting was held to inform our members of the various options available for base material and interlocking stone. Several new methods were introduced at this meeting, which generated much discussion and debate.

December 2001

Past Presidents Christmas Luncheon

As part of our revitalization strategy, we invited all past presidents of the Toronto chapter to provide input on ways to improve our chapter. This was the new executive's first attempt at running a successful meeting and we were very pleased with the results. We learned that one of the greatest benefits of being an LO member is the opportunity to mingle with other professionals in our industry. We also learned the importance of giving our members a chance to socialize with

each other at our meetings — it can't be all business.

February 2002

Landscape Contractors Lecture Series

This meeting was held in cooperation with the LO Contractors Commodity Group. Fantastic presentations by Mark Hartley and Jeurgen Partridge were the highlight of the evening. Over 100 people from the industry attended this sold-out meeting, sponsored by PAO Horticultural.

March 2002

Canada Blooms Meeting

Our first attempt at holding a meeting at Canada Blooms was a moderate success. The topic of the meeting was promoting your business through LO events like Canada Blooms. We focused both on the value for retailers in the Marketplace, as well as our feature garden builders.

July 2002

Annual Charity Golf Tournament

This year's Toronto Chapter Golf Tournament was held on a beautiful day in July at the Caledon Golf and Country Club. Guests were treated to 18 holes of golf as well as a gourmet lunch and lots of prizes. Afterwards, everyone was invited to Frans and Vita Peters' home — it was great time, as always.

July 2002

Baseball Tournament

One day after the golf tournament competition heated up for our annual baseball tournament. Six teams made it through four grueling games until the winner, Humber Nurseries, was declared. All players enjoyed a BBQ lunch and prizes.

I would like to take this opportunity to thank all of those who took time out of their busy schedules to volunteer on our board and to help organize chapter events. We have taken some very positive steps in the revitalization of our chapter and will continue to work on chapter programs that are educational, fun and good for business. We look forward to another fantastic year in 2003!

Respectfully submitted,
Jeff Olsen
President, 2001-2002

Waterloo Chapter

President: Mike MacKinnon

Vice-president: Rob Kerr

Past President: John Keenan

Provincial Board Rep: John Keenan

Treasurer: Frank Freiburger

Secretary: Jim Bruder, Jr.

Directors: Robert Lohnes,

Randy Adams, Steve Snider, Bob Rolfe,

Klaas Sikkema, Victor Morton,

Jodi Crooks, Mike Hayes, Doug Linton,

Doug Mooder, Lyndon Ziegel,

Gord Waters, Rob Tester, Peter Hummel

Our meetings this year have been well attended, with an average of 50 people. Our attendance is due to excellent member participation, good meeting site and interesting speakers. All of our events were well attended, and could not be run without the help and participation of our members and their employees. We expect the same success in the 2002-2003 season.

Chapter Meeting Highlights: September 2001

Bob Colman of Ross Dixon Financial gave us a brief history of his company and explained group benefits. Wendy Jespersen and Kristen McIntyre updated the chapter on events at Landscape Ontario (LO) in the coming year. Frank Freiburger updated us on Garden Expo and Congress. 38 people attended the meeting.

October 2001

Tony DiGiovanni informed our group about the pesticide issue, and how LO was responding to it. Ian Service, LO's webmaster, talked about the benefits of using LO's new web hosting service. Fred Schultz of Great Northern Sportswear gave a brief history of his company and products. 49 people attended the meeting.

November 2001

John Wright spoke about LO's Horticultural Trades Foundation. He also presented the \$1,000-scholarship to Tracy Adams. Bill and Jeff from the Kissner Group gave us a presentation on the advantages of their ice control products. Herb from Delta Spring and Chassis talked

about their line of snow plows and salters for the winter season. 52 people attended the meeting.

December 2001

Larry Hundt of Great Canadian Coach Lines gave us a brief history on his company and gave our group ideas on how we could use his coach service. Georgia Prassas, show manager for the K-W Home and Garden Show, informed us on how to participate in the show. 48 people attended the meeting.

January 2002

Phil Dickie of Fast Forest Inc. presented a cheque to the United Way with proceeds from our equipment show. Mike Hayes of All Green Tree Service Inc. gave a presentation on the history and services of his company. Ted Potworka from the City of Kitchener spoke about the Communities in Bloom program. Ken Nentwig of Ridgeway College gave us an overview of his study of the horticulture industry. 45 people attended.

February 2002

Steve James of Echo Power Products gave us a company profile and provided a presentation on emission and noise concerns. Frank Freiburger and Gary Birscht updated us on the Waterloo County School Board horticulture program. 35 people attended the meeting.

March 2002

Jeff Thompson of Native Plant Source introduced his company and provided a slide show and hand-outs of the products and plant varieties supplied by his nursery. Ross Poll of Poll Promotions gave us a brief company history and informed our group on the benefits of using his products. John Wright of Wright Lawn Care gave us a presentation on the history and services of his company. 53 people attended the meeting.

April 2002

"A Night at the Races" brought the year to a close. Our last meeting of the year was held at Mohawk Raceway, with an evening of horseracing, buffet dinner and slots. The event was well attended, with 75 members, employees and families joining us.

Special Events

Student Apprenticeship Program

In the program's second year, we achieved the same success as the previous year and the company participants received the benefits of experienced labour. The Waterloo chapter formed a scholarship for a student continuing his or her education in horticulture. This year's scholarship was presented to Melissa Eccles of St. David's High School.

Fall Freeze-up Dinner and Dance

Once again, our fall freeze-up dinner and dance was a success, with more than 225 in attendance. The event was held at the Golf Steak House in Kitchener. Everyone enjoyed the dinner and entertainment.

Kitchener-Waterloo Home and Garden Show

The Home Show was held on February 15-17, 2002. The chapter designed and constructed a feature garden that promoted both the chapter members and the association. The chapter was also promoted through our members' booths, where most had their LO plaques on display.

Ball Tournament

Nine member teams and their families enjoyed the annual ball tournament. The day started at nine a.m. with entertainment for children throughout the day. Lunch included hot dogs and corn; many generous prizes were distributed. Congratulations to tournament winner Clintar Groundskeeping.

Waterloo Chapter Equipment Show

The show was held at Bingeman Park with an attendance of just under 350 people. Door prizes, valued at more than \$3,000 were distributed throughout the afternoon and each entrant was provided with a ticket for a hot sandwich and drink.

Thank you to all of the board and chapter members who continue to donate their time and energy to chapter events.

Respectfully submitted,

Mike MacKinnon

President, 2001-2002

Windsor Chapter

President: Dan Garlatti

Treasurer: Donald Tellier

Provincial Rep: Karl Klinck/Dan Garlatti

Secretary: Sasha Hunter

Directors: Jay Terryberry, Paul Taylor, Perry Molema

The last 12 months have seen many changes in the world. The events of September 11, the war in Afghanistan, and the general downward spiral in the world economy have affected all of us to some degree. As a city that borders the U.S., Windsor experienced firsthand the border crossing problems that caused traffic to back up on to our city streets. Most Landscape Ontario (LO) members in the Windsor area persevered and found work through these troubling times.

Weather was also a challenge this past year, with a cold and rainy October hampering installation and maintenance work. The late fall was mild and dry allowing some work to be accomplished. Winter was average except for an ice storm in late January and a late snowfall on March 26. Spring was very cold, with the exception of one week in April. A hard frost on the May 24 weekend was very hard on annuals, vegetables as well as the garden centres' bottom lines. When summer finally came, it came with a vengeance. Seasonably warm temperatures with record low rainfalls caused one of the most severe droughts this area has ever seen.

Chapter Meeting Highlights: September 2001

The annual Bob Girard Memorial Golf Tournament was held at Rochester Place Golf Course. The tournament was a great success, with an excellent turnout, wonderful food and many door prizes.

October 2001

Kevin Larkin of The Collection Service of Windsor spoke about collecting debts, receivables, contracts and invoices. Dan Bissonnette, a naturalist with Point Pelee National Park, made a presentation on the backyard habitat program. John Eves of Ross Dixon Financial also spoke briefly about financial planning.

November 2001

Terry Murphy spoke to a small audience about staff retention, finding qualified help for spring, Employment Insurance and an industry outlook for the next few years. Also discussed were LO's dispute resolution process and plant and hardscape warranties. Brad Tundy of Dynascapes and Darcy DeCaluwe of LaFarge Pavers also stopped by to introduce themselves.

December 2001

The annual Fall Freeze Up/Christmas Party was held at Windsor Raceway. There was a good turnout from only three chapter member companies, with a few notable exceptions. As usual, the racing action and slots were great and everyone who attended enjoyed themselves.

January 2002

Tom Somerville of LO, with Ted Whitworth of the Farm Safety Association presented the Safety Groups program. Topics covered included the Occupational Health and Safety Act, company safety policies, rules and training. Safety issues specific to the landscape industry were also discussed. This program was fairly well attended.

February 2002

Denis Flanagan spoke to the membership about customer service. Through Denis' experience with LO, HGTV, and Weal & Cullen Garden Centres, he has led workshops focused on improving customer service. The Glass House Nursery in Chatham was the site for this meeting.

March 2002

An estimating workshop lead by Bob

Tubby, was held at Suburban Landscaping. All attendees were given a two-day dose of Bob Tubby and his estimating expertise.

April 2002

A skid steer training course took place in early April at the Hertz Rental Yard. This half-day course allowed attendees to become certified for the safe operation of a skid steer.

Thank you to all of the Windsor members and executive who contributed greatly to our chapter this year. I look forward to another successful year.

Respectfully submitted,

Dan Garlatti

President, 2001-2002

Executive Director's Report

Continued from page 8

was to determine our options with respect to the development of the master plan. The master plan calls for demonstration gardens, maintained by students from a full-time school that would be hosted on the property. The recent development of a potential partnership with Humber College could result in the dream becoming a reality sooner than expected.

Canada Blooms

Canada Blooms continues to grow in size, stature and attendance, with 124,000 people attending in 2002. It is the second largest flower and garden show in North America. Profits from this year's show will go to support the Civic Garden Centre renovation gardens.

CNLA

In the spirit of cooperation and with the goal of aligning agendas and priorities, we are exploring ways to develop win-win solutions, which are complementary to the CNLA/LO relationship. Many of the endorsed programs are being studied and reviewed with this in mind. We are also looking at ways to raise more funds for CNLA through a proposed dues increase and a restructuring of our dues system to eliminate introductory categories.

The LO board developed a policy recommendation that the immediate past president of LO consider becoming the CNLA representative. In this regard, Joan Johnston has agreed to sit as the next LO representative and will start her tenure after the Holland meetings.

Television programming with HGTV

LO now sponsors a television series called "One Garden, Two Looks," hosted by Denis Flanagan, manager of Membership Services.

Other activities and issues include: growers computerized inventory program, Plum Pox Virus, growers map and directory, export plan, plant-of-the-year program, property managers information web site and computer program, pricing and estimating issues, test question development for certification tests, overtime issues, seminar and conference expansion, consumer information, Canada Blooms, employee training programs, tours for contractors, growers and grounds maintenance companies, etc.

In conclusion, your association continues to grow. It is one of the largest and most active horticultural associations in the world. We will continue to prosper as long as we stay true to our principles and stay focused on the improvement and advancement of our industry. We must be careful to avoid one of the dangers of growth, which is alienation from our membership. Occasionally some members say the association is getting too large. In 2003, we need to ensure our many activities are communicated in a way to which our members can relate. 2003 will be a year of outreach and renewed service to our members.

Respectfully submitted,

Tony DiGiovanni,

Executive Director

Commodity Group Reports

The scope and mandate – and therefore the needs – of the various industry sectors served by Landscape Ontario are distinctly different. The specific requirements of each of these groups are facilitated by the association's commodity group system. The objective of each commodity group is to respond to current concerns resulting from marketplace pressures and government legislation.

Garden Centre Commodity Group

Chair: Dave Harper

Provincial Board Rep: Kevin Joyce

Members: Guy Peters, Al Richards, Sandy Bracalente, Marissa Murdych, Richard Taylor

The Garden Centre Commodity Group remained inactive this year despite several attempts to reestablish a regular meeting schedule. While we always prefer vibrant and active commodity groups and chapters, we believe that the reasons for this inactivity on the part of the retail sector are, in fact, good news. It is our experience that commodity groups, chapters and committees tend to be busier when there are serious problems or issues of concern to that specific sector. The lawn care sector, which continues to lobby against the proposed ban of pesticides in municipalities across the province, is a good case in point. Verbal reports from across the province indicate that retailers, on the whole, are very busy. Past issues, such as the impact of the mass merchandiser in the marketplace, have largely been dealt with. The various buying groups, which now play a big part in the retailing scene across the province, have taken up many of the Garden Centre Group's objectives.

Landscape Ontario's (LO) retail garden centre members should not be concerned, however, that their needs have been neglected by their trade association.

A focus group meeting, held this past February, helped staff to identify specific needs of the retail sector, along with strategies for dealing with some of these requirements. A top priority was a full-day workshop of interest to owners and their key staff. Planning for this event is already underway and a retail seminar is scheduled for early March. Stay tuned to *Horticulture Review* for further details.

Staff continues to sell and monitor sales of the ever-popular How-To series. LO's newest trade show, Garden Expo, was started specifically to meet the particular needs of the retail industry and their suppliers. We continue to promote professionalism through the retail sector designation of the Canadian Certified Horticultural Technician (CCHT) program. The educational needs of the industry are addressed through the Winter Workshops and Congress conference programs.

While LO continues to serve the needs of garden centre members, there is no doubt that a proactive Garden Centre Group would be an asset to the industry. Anyone wishing to participate in a renewed commodity group effort, or with suggestions on specific objectives for the group, is invited to share their ideas with Tony DiGiovanni or Denis Flanagan at the Landscape Ontario office.

Respectfully submitted,

Dave Harper

Chair, 2001-2002

Grounds Management Commodity Group

Chair: Bob Adams

Provincial Board Rep: Brian Cocks

Members: Joe Sebastiao, Gerald Boot, Philip Lawton, Brian Marsh, Willem Tiemersma, Jeff McMann, John Hewson, John Cameron, Martin Horsman, Tom Jensen, Bruce Warren

As the chair of the Grounds Management Commodity Group, it is my pleasure to report on the activities we have undertaken over the past year.

Our group planned a business strategies seminar last winter. The event, held at the Civic Garden Centre, was well attended by members of various Landscape Ontario (LO) chapters. The seminar will be expanded this year.

Integrated Pest Management (IPM) is an important topic for our group. The first exams were written this past spring and audits will follow this fall.

Jeff McMann has been working very hard to produce the new industry specifications. Many thanks go out to Manulife for allowing Jeff and his team to devote so much time to this very valuable project.

A proposed ban on leaf-blowers in Toronto was snuffed out this past year. This battle was won through the tireless efforts of Tony DiGiovanni. Thank you Tony!

Once again, we hosted a summer tour. This year's destinations included the Manulife building, Mount Pleasant Cemetery and Casa Loma in downtown Toronto. This tour is quickly becoming a not-to-be-missed event. While visiting the Manulife property, we were given a preview of the industry specifications. Thank you to Jeff McMann of Manulife Financial, Jack Radecki of Mount Pleasant Group of Cemeteries and Bruce Scott of Casa Loma.

The snow contract is ready. After years of hard work, it has gone to press and is being presented at various LO chapter meetings. The contract will be explained to the Property Managers Expo at the Construct Canada show in December. Thank you to everyone who worked so hard on this project.

Respectfully submitted,

Bob Adams

Chair, 2001-2002

Growers Commodity Group

Chair: Ted Spearing

Provincial Board Rep: Ted Spearing

Members: Jennifer Llewellyn,

Glen Lumis, Keith Wilson,

Keith Osborne, John Moons,

Kody Van der Kroft, Veronique Beaulieu,

Marinus Koole, John Langendoen,

Paul Fraser

On behalf of the Growers Group of Landscape Ontario (LO), I take great pleasure in reporting the events and activities that have taken place since the last Annual Report.

This year's Growers Short Course, held in February at the Royal Botanical Gardens, dealt with many relevant grower issues including water, nutrients, fertilization and weed control. The Growers Group was able to obtain many excellent speakers for this event. Dr. Hannah Mathers of Ohio State University, our feature speaker, provided a very informative presentation on Water Quality for Nurseries. The Growers Group is consistently able to meet their objectives of determining and meeting the industry's needs through this educational format. Their efforts continue to be rewarded with record attendances. We wish to thank Dr. Glen Lumis for his many efforts in once again organizing this excellent event.

The Growers Group's main event of the year — the Annual Research Auction — was held on September 12. Under ideal weather conditions, we went back to the site of the first auction, Timm Enterprises on Trafalgar Rd., for a special nostalgia auction and Pioneer's Reunion. Over 200 people attended this event throughout the day. A large and diverse sampling of material was on site for the auction. Suppliers donated a variety of products such as soil, mulch, fertilizers and plant materials, etc. It is difficult to convey adequate appreciation for the generosity of the growers and suppliers in supporting this event. The Growers Awards of Excellence program attracted the majority of the donated material. As in previous years, the judging in this event is extremely difficult, due to the top quality of product being judged.

As in the past, there were tours of some local businesses. An excellent lunch and a

barbecue dinner were served, thanks to the generosity of our sponsors. After dinner, some of the "old-timers" on hand provided an interesting retrospective on our industry, reminding us all of how much we have progressed over the past 25 years.

The approximately \$25,000 raised at the auction will go towards research. A very sincere thank-you goes out to the LO staff who did so much work, before, during and after the auction day. A very special thanks goes to our generous sponsors: Timm Enterprises, PAO Horticultural, M. Putzer Hornby Nursery, HMS Equipment, Vanden Bussche Irrigation, Terra Greenhouses and Braun Nurseries.

Thanks to the continued support of OMAF and the University of Guelph, our board is able to deal with a wide range of issues that face today's nursery growers. Of particular importance are nutrient management and water quality issues. Other important issues, such as disease and insects, are dealt with on our behalf, by LO staff. Thank you to LO executive director Tony DiGiovanni for the many hours dedicated to the Plum Pox issue and growers' compensation. LO also played a significant role in the successful resolution, for this year at least, of the Sudden Oak Death (SOD) issue.

Many of the issues affecting nursery growers are national in scope and there was a renewed effort to increase communications with growers' groups across the country, with liaison help from the Canadian Nursery Landscape Association (CNLA). At the time of the writing of this report, a major effort is being undertaken to provide the growers with funding to deal proactively, and more efficiently, with these common issues. We hope to report favourably on the progress of these initiatives in next year's annual report.

In summary, it is a pleasure to be involved with the Growers Group. Thank you to the members of the group who continue to show commitment and dedicated service to our industry.

Respectfully submitted,

Kody Van der Kroft

Chair, 2002-2003

Interiorscape Commodity Group

Chair: Sally Chapman- Harvey

Treasurer: Hella Keppo

Members: Tana Condy, Eric Endersby,

Darlene Faulds, Ian Forbes-Roberts,

David Gunthorpe, Hank Hofman,

Carol Hofman, Sarah Lamont,

Oliver McLeod, Uta Parks,

Charles Prenevost, Fred Prescod,

Frank Runco, Larry Varlese, Dick Wood

The interior landscape sector of the industry celebrated their first year as a commodity group of Landscape Ontario (LO). The provincial board accepted our application for official group status in February of 2002, however the group has been working diligently since August of 2000. In October 2001, LO welcomed our industry at our first educational seminar. This seminar was well attended and thus, we were able to undertake a brainstorming session at that venue to identify the goals of the industry. Many were identified and the steering committee has committed to focusing on accomplishing these goals in order of priority, with future emphasis on the remaining goals.

Marketing and promotion of our industry has been initiated with the LO publishing department doing an excellent job of providing several mailers that were sent to the industry members, newspapers and various focus groups to heighten awareness about our new group. The future holds many opportunities for our industry with LO providing us with seminar opportunities for facility and property management conferences.

Oliver McLeod has chaired a committee of dedicated industry members in developing and defining our industry standards and Code of Practice. We look forward to its completion in 2003.

We are very excited to announce that a certification program for technicians and supervisors/ managers will be available to our industry in the near future. Thanks to Harold Deenen's commitment to the horticulture industry, we are nearing completion in providing the Associated Landscape Contractors of America (ALCA) certification process to our members, as

an extension of the current Canadian Certified Horticultural Technician (CCHT) program. Harold has worked diligently to attain the licensing for the Interiorscape group. As a result, we expect to offer Landscape Ontario's first Interior technician's certification exam at Congress 2003. All successful candidates will boast a CLT-I certification. We hope to offer the CLP certification in future as well.

Additional educational programs will be offered through the 2003 Winter Workshop series. We hope to plan a tour in 2003 with support and direction from the industry to provide a networking opportunity for our industry.

We have had a productive year due to the tireless time and energy from our dedicated committee members and excellent guidance and support from LO staff. We look forward to the future, and the accomplishment of great things for our industry. We invite all industry members to become involved.

Respectfully submitted,
Sally Chapman-Harvey
Chair, 2001-2002

Irrigation Commodity Group

Chair: Lorne Haveruk

Provincial Board Rep: Harry Hutten

Members: Roy Neves (Co-Chair),
Doug Armour (Treasurer), Al Marysiuk,
Bill Clarkson, Andrew Gaydon,
Dean Armstrong, Chris Velleneuve,
Bruce Morton, Gillian Glazer, Jim Smith,
Mark Story, Gary Supp

With the exception of our busiest months, the Irrigation Commodity Group has met regularly this past year while our sector continues to grapple with a number of contentious issues.

The issue of whether or not irrigation contractors are classified as horticulturists, and therefore subject to pay overtime wages, has been ongoing for several years now. The group financially supported a court battle on this issue, and I am happy to report that it was finally resolved in our favour. Prior to the resolution, irrigation

contractors across the province were audited by the Ministry of Labour, and instructed to pay overtime wages after 44 hours per week. Many contractors began to pay overtime wages right before the start of a very busy fall winterization season.

Also of concern on the labour front, our group was recently made aware of a Toronto-based irrigation contractor whose employees have unionized. Needless to say, this unexpected turn of events caused financial hardship for the contractor. The owner agreed to keep us informed of the ongoing details in this matter.

This past summer's drought and the subsequent municipal watering bans, was also a cause of concern to the irrigation industry. Overall, the industry found there are many misconceptions on the part of both municipal officials and the general public about water conservation and proper watering practices. Pulling together expert information, with a strategy that will help those in charge of municipal watering policies, will be a top priority for the coming months.

On a more positive note, the efforts of the irrigation group to develop a certification program have proven to be very successful, with over 50 new Certified Irrigation Technicians (CITs).

I would encourage all irrigation contractors, and landscape contractors with irrigation departments to join us for our annual meeting to be held this coming January in conjunction with Congress 2003. This is your opportunity to keep informed on all issues pertaining to the sector, as well as to voice your own particular concerns. And, should you be interested in participating throughout the year, please be assured you are more than welcome to join the Irrigation Commodity group. Please contact me directly or through the LO office.

Finally, my sincere thanks to the members of the group for your time and effort this past year on behalf of the irrigation sector. It has been a busy year for everyone and you are to be commended for taking time away from your business to work on those issues that will benefit all.

Respectfully submitted,
Lorne Haveruk
Chair, 2001-2002

Landscape Contractors Commodity Group

Chair: Phil Charal

Provincial Board Rep: Hank Gelderman

Members: Tom Leedle, Bruce Gagnon,
Steve Hary, Margarete Schlorke,
Graham Leishman, Brian Marsh,
Barry Hordyk

Overall, the landscape construction industry in Ontario fared well for the 2002 season. Within both the commercial and residential sectors, contractors report they managed to maintain good sales levels despite earlier fears of a possible recession. Low interest rates helped to maintain the record number of housing starts for the year, and figures from Stats Canada indicate a matched increase in new construction in the commercial and industrial sectors as well. The general feeling within the largest sector of Landscape Ontario' (LO) membership is that new construction, combined with a spillover in unfinished work from this year, will result in another good year for the landscape construction industry.

At the commodity group level, we were pleased our new rating system, specifically designed for the residential contractor, was unveiled in time for Congress 2002. Besides being an important tool for educating the homeowner, the residential rating system makes an ideal marketing piece for our members. I encourage anyone who has not yet taken advantage of this attractive brochure, to incorporate it as part of their quotation and sales strategy.

In February of this year, the Landscape Contractor's Commodity Group hosted an extremely successful Landscape Lecture Series. Our feature speakers were Mark Hartley (OALA) and Jeurgan Partridge and Steve Hinkley of Juergen Partridge Ltd. Both presentations were excellent and generated a great deal of interest from the audience. The Floral Hall at the Civic Garden Centre turned out to be too small a venue for the audience of over 125 people, and we have made sure to book the much larger Dunington-Grubb Hall well in advance for next year's event. Thank you to our speakers for their wonderful

presentations, and to PAO Horticultural for their sponsorship.

Unfortunately, our efforts in organizing a landscape tour were not nearly as successful. Despite a change in date, with the hope of attracting a larger audience, and an all-out effort from staff to publicize the event, the London-and-area tour was poorly attended. The sites chosen were excellent and generated very positive comments from those that did attend. There is a great deal of fine landscape work accomplished in other parts of the province, but it seems obvious from our results this past summer that future tours should remain in the Toronto area.

While the pesticide and leaf blower issues have inundated other sectors over the past year, the Contractors Commodity Group has not faced such serious concerns. We hope to increase the public's understanding of our trade, and horticulture overall, through our participation in Canada Blooms. Please be sure that you and some of your staff consider helping out with volunteer time at this important consumer show.

The Landscape Contractor's Group is perpetually in search of new members willing to spend a few hours each month (during our less busy time of year) to contribute to your industry. You will find these meetings to be very informative while offering real insight into your industry and your association. Please contact me, or LO staff, for more information on how to get involved.

Respectfully submitted,
Phil Charal
Chair, 2001-2002

Landscape Designers Commodity Group

Chair: Haig Seferian

Members: Sylvia Behr, Don Chase,
Kent Ford, Ron Koudys, Dave Maciulis,
Dolf Jansen, Margarete Schlorke,
Ron Swentiski, Roger Van Maris

It is my pleasure to report on the activities of the Designers Commodity Group

over the past year. After only two years, the group has grown and progressed significantly.

The Certified Landscape Designer (CLD) program is well underway. Several information sessions and workshops were held to explain the certification requirements. To date, over 25 candidates have submitted portfolios and written the CLD test. So far, 15 designers have passed the certification, but this number should increase to 30 by 2003. The British Columbia Landscape and Nursery Association has shown a great deal of interest in the program. A CLD stamp, certificate, and method of maintaining CLD status through a credit system have now been approved.

The Winter Workshop program continues to attract landscape designers, with several new courses added this year. A special night for education and networking was held this fall at the St. George's Golf Club. More than 50 designers turned out to tour the gardens and attend an information session lead by Ground Covers Unlimited. Special thanks go to Beth Edney and Kathy McLean for organizing a successful event.

The Designers Commodity Group also developed a mentoring system to help newer designers learn more about the industry and how to operate a successful design business.

Over the next year, our group will plan more special events, educational programs, and expand the CLD program to a national level. I thank everyone involved with the Designers Commodity Group for their dedication and commitment to our sector of the landscape industry.

Respectfully submitted,
Haig Seferian
Chair, 2001-2002

Lawn Care Commodity Group

Chair: Patrick O'Toole

Provincial Board Rep: Vic Palmer

Members: Dan Passmore,
Don Voorhees, John Wright, Paul Pilley,
Pam Charbonneau, Bill Van Ryn,
Marilyn Hutchison, Keith Lockhart,
Leo Blydorp, Kerry Whale,
Gavin Dawson, Darcy Olds,
Larry Maydonik, Lorraine Van Haastrecht,
John Ladds, Chris Lemcke,
Don McQueen, Rob Richards,
Rod Splane, Henry Valkenburg,
Lou Van Haastrecht, Alan White

Since the last annual report, the Lawn Care Commodity Group has unfortunately lost Mike Ufkes to the Mississauga Fire Department. Mike made a valuable contribution to Landscape Ontario (LO), and the industry as a whole, through his involvement over many years. As chair of the Lawn Care Group, Mike laid the groundwork for dealing with the pesticide issues that now surround us.

The next step is to take the framework and put it into action. Everything will be lost if we don't band together and participate. We are putting in the effort and it is working. When I was elected to replace Mike, (I like to refer to it as my "battlefield promotion"), I stated that we will be a better industry because of the issue. It is important we speak with one voice and be clear with our message.

Record numbers attended training seminars last winter to learn how about Integrated Pest Management (IPM). Many were surprised by how much IPM they practised without even knowing it. The changes in practice required by IPM accreditation are not as hard as many first thought.

Last year's battle has brought our industry together. I have met more of my colleagues in the past 12 months than I have in the last 20 years.

The IPM Council is now a reality. Its formation has been widely accepted by the pest control industry, including lawn care, golf courses, municipal staff, parks departments, structural and manufacturers.

The Council will soon implement their program, which includes a third-party audit for companies seeking IPM accreditation. We can then use the Council to impress upon municipalities the practicality of public education of IPM.

I would like to thank everyone for attending the public forums. Your involvement has helped enormously. I see the outcome of these seemingly endless public meetings, as an IPM public education program that will teach general public how to practice the program. The municipalities need our help. Our industry does a lot of advertising. If we use this tool to educate, as well as get new business, it will help the public understand IPM. The effect would be more far-reaching than a strictly municipal effort. So, please continue your involvement. The struggle is not over yet, but the end is in sight. We will be a better industry because of it.

As Mike Ufkes said, "The activists are fighting to save the environment but somehow they've been misled into viewing us as the enemy." It is important that, through this process, we build bonds with others who are environmentally concerned. We should not be viewed as the enemy. Granted, not everyone concerned with the environment will bond with us, but I think the best of them will. I understand the initial skepticism – until we show them how effective IPM is and how effective self-regulation will be. We have to prove ourselves. We will regain our respect as knowable turf managers. IPM is simply essential, proper turf management practises put into action.

There are simple things we can do to minimize criticism of the industry:

- Be careful of spraying on windy days. This is the number one complaint against our sector. I personally understand the pressure to get work done, even on bad weather days. We need to make the effort to manage these situations within the guidelines of Reg. 914. That is a necessary part of belonging to the lawn care industry.
- The "smell issue" isn't an easy one. Try using products of little smell and ask your suppliers to provide them.
- Follow the rules of Reg. 914. Even though the Ministry of the Environment (MOE) is hard pressed to

enforce the regulations, they are in place to maintain professional use. If you are truly a professional turf manager you will follow all the regulations, whether MOE is watching or not. The general public is watching, municipal councils are watching, politicians are watching, and activists are watching. Remember, we go out of our way to be visible on the street to attract business. We must, by our actions, show we follow the rules. We will not gain credibility for IPM self-regulation if we do not show compliance with existing regulations. If you see operators violating the regulations, report them. You will be doing the industry a favor.

I remember talking to my insurance agent about our current situation. He has

been in the insurance industry for about 35 years. His comment to me was, "It is your industry's turn to do this. Most industries eventually go through a government regulation process. It is not just the lawn care industry, but the maturing process of your industry. You will live through it and be better for it."

I hope next year at this time that these words will have come true and allow us to get back to maintaining the green spaces in our cities and towns, for the betterment of our fellow citizens, now and for future generations.

Respectfully submitted,
Patrick O'Toole
Chair, 2001-2002

Landscape Ontario's mission

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

The association's success can be attributed to the many dedicated individuals who volunteer on various boards, committees and at Landscape Ontario events.

Thank you for your time, effort and support.

Committee Reports

All of Landscape Ontario's affairs are governed by the membership. Regional needs are met at the chapter level, while industry-specific issues are dealt with at the commodity group level. All other affairs are conducted at the committee level. Some, such as Congress, Publishing or Finance, are long-standing committees that oversee the association's very important, revenue generating activities. Often, committees are formed on an as-needed basis to deal with specific matters. Once any committee has successfully completed its mandate, the committee is discontinued.

Building Management Committee

Chair: Neil Vanderkruk

Committee: Monica Van Maris, Paul Olsen, Bob Tubby, John Putzer, Horst Dickert, Haig Seferian, Marc Thiebaud

Our dream is to turn Landscape Ontario's (LO) Milton headquarters into a showcase that will communicate, educate and demonstrate the central focus of our association, which is to advance and improve the horticulture industry. In addition to a full-time school, professional development institute and centre for horticulture, we plan to build gardens that would serve as outdoor classrooms for the public and trade. The very ambitious master plan is slowly being implemented, cautiously proceeding while we try to find ways to sustain the vision.

At last year's Annual General Meeting, the membership instructed us to commission an appraisal of the site. This was done to verify the feasibility of our master plan. Some members wondered if it would be better to sell the property to fast track our plan at a different location.

The appraisal results were encouraging — our current estimated property value is over \$4 million and will jump to \$6 million as soon as the planned water and sewage

services arrive in 2003-2004. The appraisal report recommended we stay at the Milton site as the value will increase substantially. It was also determined the cost of replacing the buildings at another location would not be cost effective. The appraisal report has stimulated renewed activity in proceeding with the master plan.

We witnessed some exciting developments over the past year. Humber College expressed interest in moving their horticultural programs to the Milton site. This potential partnership will serve the industry well.

The most difficult issue to resolve is the financial sustainability of creating extensive gardens on our site. This year, some of our members were able to see a model of what the future might hold. The Appeltern Gardens in Holland can serve as a guide as we work out the feasibility options. Appeltern is successful because of the thousands of visitors who pay an entrance fee to enjoy the wonderful gardens. In addition, Appeltern earns revenue from concessions as well as from fees charged to industry suppliers that showcase their products in the gardens. If Appeltern can do it, so can we. In fact, our plan to add a school and professional development training represents a unique addition to the model.

Respectfully submitted,
Neil Vanderkruk
Chair, 2001-2002

Canada Blooms Steering Committee

Chairs: Gerald Boot, Connie Hunter
Directors: Barry Benjamin, Phil Charal, Frank Ferragine, Heather Brodeur, Susan Gibson, Su Thomas, Arthur Beauregard

From March 13-17, 2002, Canada Blooms welcomed spring and 124,000 visitors who

enjoyed a "Walk in the Park." The new floor plan, which integrated the Garden Club of Toronto Floral Display between the feature gardens and the marketplace, was a great improvement to the show.

Our feature garden builders once again did a great job showcasing our industry. Judging by the public's appreciation and admiration of the gardens, the garden builders represented us well. The floral displays on the show floor aisles also contributed to the impact of colour.

Much of Canada Blooms's success can be attributed to its huge volunteer base, which also increased last year. More than 900 people, many of whom were Landscape Ontario (LO) members, volunteered at the show between set-up and teardown.

The garden builders received a cash subsidy again this year, as well as a supply of flowering trees and shrubs. Over 1,400 tons of sand and 650 cubic yards of mulch were moved in and out of the show. David Turnbull, Feature Gardens coordinator, relied on a great group of volunteers during move-in and move-out. Thank you to all of our members for their donations and support. Canada Blooms would not be the superb show it is without your generous contributions.

The Marketplace was a great success with 51 new exhibitors. The new floor plan was well received with many exhibitors reporting increased sales over last year.

The education series was also well attended by the public — lots of exciting gardening information was shared. Over 2,000 people attended the opening-night gala.

Canada Blooms had an outstanding year financially. Proceeds from show operations totalled \$228,825. The "More than a Garden Raffle" earned proceeds of \$14,479, and the Opening Night Party Raffle drew in \$13,648. Net proceeds totalled \$256,952. Each partner — the Garden Club of Toronto and LO — received \$70,063 in proceeds from the show. LO's share was donated to the Garden Club for the Civic Garden Centre Entrance Garden Project. The balance of the net proceeds (\$116,825) were retained so Canada Blooms can reach its objective of gradually building equity while replacing

equity lost in the previous year. Building equity gives us security in lean years.

Canada Blooms has now completed six shows and raised over \$410,000 for community related projects. I would like to thank all of the LO members and staff who have worked very hard at making Canada Blooms the "best show in town."

Respectfully submitted,

Gerald Boot

Chair, 2001-2002

CNLA/ Landscape Canada

Representative: Paul Olsen

This report sees us another year down the road, on the incredible journey of an industry that continues to grow in breadth and influence. The buoyant Canadian economy, coupled with an increasing awareness of the world around us, continues to bring growth and prosperity to our industry.

There is a growing and sustained interest in our environment and the impact it has on each and every one of us. The issues that confront our industry and the Canadian Nursery Landscape Association (CNLA) are immensely important. CNLA represents its member associations on these issues both nationally and internationally. CNLA, from its humble beginnings in 1922 as the Canadian Nurserymen's Association, focused entirely on grower issues. Today, CNLA represents the interests of all commodity groups, including growers, retail garden centres, contractors, irrigation contractors, grounds maintenance and lawn care companies.

Over the past year, I attended all of the CNLA board meetings on your behalf and was appointed to the CNLA Executive Board as 2nd vice-president. In January 2003, I will move up to 1st Vice-president as Harold Deenen assumes the role of President. Joan Johnston will assume my role as Ontario Representative. Also from Ontario, Rene Thiebaud serves as National Landscape Chair, and David Turnbull as

National Insurance Chair.

At our board meeting in the summer of 2001 we decided to embark on the development of a new five-year strategic plan. This process involved the whole board, with a facilitator guiding us through the process. After receiving his report we continued to meet and develop the plan. The strategic plan is in place and now being implemented.

A significant result of the planning process was a redefining of CNLA's role and its relationship with the provincial associations. This has led to very positive results with increased cooperation and priority setting between the provincial and national offices. It has also eliminated duplication of effort. In many cases, work that had already been done or is in progress, is of benefit to others. The executive directors communicate often and have been encouraged to meet at least once each year, in person, to review their progress and share projects and concepts.

Another clear direction that came out of the summer meeting was the need to look at a new funding formula that would allow CNLA to continue to fulfill its mandate in representing the members on national and international issues.

Over the past few years, CNLA initiated many member benefit programs that provide a revenue-stream to the association, while allowing members to benefit from our combined buying power.

- The General Motors incentive program sees more 300 members participating, saving more than \$1 million.
- The merchant credit card processing discount program has more than 600 members participating, booking over \$92 million in sales and receiving more than \$1 million in discounted rates
- The fuel discount program is utilized by over 300 members who purchase more than \$3 million in fuel and receive in excess of \$120,000 in discounts
- The HortProtect insurance plans are utilized by more than 600 members, booking in excess of \$7 million in premiums.

Through these programs, the members receive well in excess of \$2.2 million in direct cost-saving benefits.

CNLA continues to represent its member associations on issues that have an impact on the way we do business in Canada and abroad. Many of the issues are not readily visible to the individual member but the impact on their business potential may be significant. Often, the issues are grower-related and the argument is sometimes raised that they have no impact on landscapers or garden centres, but this is simply not true. The movement of plant material from one region of the country to another, or from one country to another, has an impact on what all of us can sell. CNLA's job is to ensure regulations affecting this movement are for the greater good of the industry

The regulations on the registration and use of pesticides in our industry is also a national issue that must be dealt with constantly to ensure the best products are available to our members. This, in turn, allows them to produce the best products possible, regardless of whether the product is plants or lawn care.

These and many more issues, too numerous to mention, will continue to present themselves on an ongoing basis, requiring diligence and expertise to deal with them effectively. CNLA is an effective and well-managed association, representing the best interests of its members in advancing the horticultural industry in Canada.

Respectfully submitted,

Paul Olsen

LO Representative

Congress 2002 Committee

Chair: Frank Freiburger

Vice-chair: Brian Cocks

Members: Bob Adams, Doug Coote, Barry Dickson, Monica Van Maris, Klaas Sikkema, Everett DeJong, Ernest Van Helsdingen, Beth Edney, Greg Weber, Mike MacKinnon,

Congress 2002 has come and gone but not without setting all-time records for both exhibitors (735) and attendees (12,668). Reports from some exhibitors indicate that it was surprisingly busy given the recent

state of other shows and the economy in general. Although sales were down marginally, the number of booths was down by only 10.

International participation continued to grow, with two new exhibitors from England and Italy helping to attract foreign attendance.

The conference sessions were a huge success, many of them being standing room only. Sponsorships for four sessions were welcome, as well as the 12 new educational partners. The last minute Floral Design Extravaganza, co-produced by Landscape Ontario (LO) and the San Remo Flower Market from Italy drew many new attendees to the trade floor. Conference revenue grew a fantastic 22 per cent while the rates stayed the same. Congratulations Pat!

Despite the Congress Centre restricting our space with new construction, I would like to congratulate Monica Van Maris and those who helped put the New Product Showcase together during a last minute hitch. It will certainly attract even more attention in 2003.

What can you say about the tailgate party other than "Wow." An estimated 650-plus partied till the wee hours of the morning with entertainment by Craig and the Cruisers.

The Awards of Excellence ceremony set an attendance record of nearly 270. Thank you to Kristen McIntyre, Kathy McLean, Wendy Jespersen and Denis Flanagan for an outstanding job. Congrats also to Brenda Speck on her first Congress — a job well done.

The media room was busy once again as 66 members registered over the three days — certainly an indication that Congress remains one of the top five horticultural shows in North America.

Next year, we managed to move Congress a week later. Congress 2003 will be held January 15-17 (Wednesday to Friday).

Respectfully submitted,

Frank Freiburger
Chair, 2001-2002

Education and Human Resources Committee (Ontario Horticultural Human Resource Council/OHHRC)

Chair: Tony DiGiovanni

Director: Terry Murphy

Council: Ken Forth, Mike Mazur,
Cathy Ward, Henry Dekker,
Carmen Roblin, Neil Vanderkruk,
Henry Neufeld, Steve Bodsworth,
Bruce Warren, Brenda Ludlow, Irwin Smith

The Ontario Horticultural Human Resource Council (OHHRC) is a regional council that provides human resource management in the horticultural sector. Landscape Ontario (LO) is the major supporter and our efforts are directed to this sector and shared with all other sectors. All regional councils are industry driven and are involved in human resource issues as determined by council members. Our main focus over the last year has been on developing labour from the pool of young people at the high school level. The regional OHHRC is part of the national HHRC. Our activities include areas such as worker training, career path counselling and development, seasonal employment, standards and accreditation, recruitment of labour, national certification, college and high school curriculum advisement and industry liaison.

The OHHRC has the following goals:

- * To sponsor and promote regional youth initiative projects
- * To identify, investigate and resolve training and HR issues
- * To promote careers in horticulture
- * To develop and maintain a sustainable source of funds for self efficiency

The following is a list of projects, activities, and committees the OHHRC has been involved with over the last 12 months.

- LO Winter Workshop seminar leader
- CCHT National Certification testing (50 new candidates tested in 2001)

- Ontario Agricultural Human Resource Committee
- Fanshawe College Landscape Design Curriculum Review Committee
- Centres of Excellence Committee
- Labour Task Force Advisory Committee
- Kitchener-Waterloo OYAP Project Committee
- OATI Tool Box Committee
- LO and National Certification Committee
- LO Safety Committee
- LO/WSIB Safety Groups Program Coordination (60 companies)
- Developed WSIB 44 safety policies on a disc
- Recording Secretary for Apprenticeship Industry Advisory Committee (IAC)
- Congress 2002 trade show participant with Certification and Safety Booths
- Employee Retention article series for *Horticulture Review*
- Administration of HRDC Science and Technology Program 2001
- WSIB industry two-day seminar partnership program
- Represented industry at several job fairs
- LO full-time apprenticeship school project (January to March, with 22 students)
- Electronic Labour Exchange/ Employment Agency development
- Individual career counselling and industry job placement service
- WSIB/ASAP (Agricultural Safety Audit Program) Landscape Industry Supplement
- Speaker at LO chapter meetings and industry functions
- Initiation of a High School Horticultural Teachers Association
- Initiation of High School Skills Canada Competition
- Member of Durham Region Labour Task Force

The Education and Human Resource Committee is committed to achieving the goals of the Council and assisting agricultural, horticultural and LO members

in training, education and human resource development and management.

It has been a pleasure working with the LO staff and the various industry participants. I appreciate all the support and the opportunity to work with everyone over the past year.

Respectfully submitted,

Terry Murphy

Director, OHHRC

Farm Safety Association (FSA)

Executive Vice-chair: Peter Olsen

It has been a very busy year for the Farm Safety Association (FSA). With over 200 firms joining the association, horticulture and landscape is by far the fastest growing sector. Due to Worker Safety and Insurance Board (WSIB) classifications, our industry is part of the FSA, however, many still view the association as strictly for "farmers" without realizing the benefits that the association has to offer.

Not only does the FSA teach Winter Workshops at the Landscape Ontario (LO) office in Milton, and exhibit at Congress and Garden Expo, they also have trained consultants available to train your staff out on the road. This year, the association's consultants completed several-hundred safety seminars on topics ranging from WHMIS to new workers and general safety. Our consultants also work on highway regulations regarding slow moving vehicles and trailers. Both Ted Whitworth and Steve Matis have partnered with Terry Murphy of LO on the Safety Groups Program, which helps target key areas in your workplace for a focus on safety. If you have not been involved with the program, you should be – it will save you stress and money in the long run.

Farm Safe, the monthly newsletter, has a section designated specifically to our sector of the industry. It is full of good, short and concise articles designed to help both the employer and employee focus on safety conscious behavior with helpful tips and recommendations. In addition, *Horticulture Review* carries a Safety Case

Study to showcase different aspects of safety in everyday situations that have caused lost time injuries, or worse.

One of the biggest accomplishments this year was a new CD and manual for arborists, developed in conjunction with LO, WSIB, Ontario Parks Association, Ontario Commercial Arborists and Municipal Arborists, as well as the International Society of Arborists. This CD has already sold 350 copies. This follows the launch of the landscape CD at Congress 2002. To date, 130 members have taken advantage of this easy-to-use learning tool. The development of the Young and New Workers Safety Orientation Manual was also well received. The best and most cost-effective approach to safety is the one where we, as safe employers, use a variety of aides to promote employees into safety conscious thinking.

Future projects include boiler regulations and standards, as well as new topics for the video library (such as snowplowing). We recently added videos for confined space, back safety and sun and skin cancer. In addition, the association is converting many of the CDs, safety sheets and videos into Spanish to reach a wider audience. For further information, contact the FSA office in Guelph at www.farmsafety.ca

We realize that safety cannot be overlooked any more. The cost is simply too great. As a part of the WSIB premiums, you already enjoy the benefits of the FSA. There is nothing to gain except money in the bank and nothing to lose except lost time injuries!

Respectfully submitted,

Peter Olsen

Executive Vice-chair

Foundation Committee

Chair: John Wright

Members: Barry Benjamin, Horst Dickert, Hank Gelderman, John Peets, Howard Stensson, Mike Thomas, Marc Thiebaud, David Turnbull, Neil Vanderkruk, Monica Van Maris

The Ontario Horticultural Trades Foundation is the Research and Scholarship arm of Landscape Ontario Horticultural Trades Association (LO). The purpose the Foundation is to fund research and scholarships through interest generated on capital investments.

The capital in the foundation continued to grow despite very little organized fundraising. Most of the funds are generated through association events and activities. This year, we are pleased to report that the Foundation assets have increased to over \$724,969.

The Foundation strives to give out \$20,000 per year in scholarships and bursaries. This year, we distributed \$11,500 in scholarships to students enrolled in horticultural programs across the province.

This year's recipients were:

Stephanie Campbell
Jennifer Clarke
Sherry Crich
Heather Demyre
Jamie Dowton
Melissa Eccles
Justin Free
Faydra Henry
David Murray
Jon Peter
Bradley Smith
Melissa Winstanley

The Foundation recently changed its name to The Ontario Horticultural Trades Foundation to appeal to a broader horticultural community.

One of the exciting projects this year is the development of our high school scholarship campaign. This was initiated to help LO deal with the labour issue by encouraging individual members to take responsibility for improving awareness of horticulture at the secondary school level. The Foundation is also working on fundraising through projects and requests. Thank you to all members of the Foundation for their efforts and participation over the past year.

Respectfully submitted,

John Wright

Chair, 2001-2002

Integrated Pest Management Symposium

(formerly the Land-Pesticide Symposium)

Chair: Monica Van Maris

Members: John Wright, Jennifer Llewellyn, Bob Adams, Johan Bossers, Jim Bauer, Keith Lockhart, Marilyn Hutchison, Lorraine Van Haastrecht, Violet Van Wassenauer

As usual, our industry faces change and challenge. This past year was no different. Landscape Ontario (LO) and its committees have focused on making the industry aware of new directions and developments.

In 2002, the Land-Pesticide Symposium reflected changing attitudes to pest management with a new name — the Integrated Pest Management (IPM) Symposium, which was well received. We had a good turnout with approximately 1,000 registrants in London, Toronto, Barrie and Ottawa.

In 2003, the Symposium is on the move again, looking for the best location in Toronto. The Toronto presentation will be at the Verdi Hospitality Centre.

Once again, the Ministry of the Environment and the IPM Symposium Committee contributed invaluable ideas and guidance. I would like to thank all Committee members — Bob Adams, Jim Bauer, Johan Bossers, Pam Charbonneau, Marilyn Hutchison, Jennifer Llewellyn, Keith Lockhart, Pat O'Toole, Marie Thorne, Lorraine Van Haastrecht, Violet Van Wassenauer, and John Wright — for their contribution to the success of the Symposium.

I would also like to thank Pat Hillmer and Tony DiGiovanni for their assistance with the programming. As well, I would like to welcome any new committee members — please contact the LO office if you are interested in joining.

Respectfully submitted,

Monica Van Maris
Chair, 2001-2002

Legislation Committee

Chair: Harold Deenen

Members: Bill Stensson, John Putzer, John Wright, John Peets

Legislative activities of the association are summarized in the Executive Director's report. Government issues are extensive, important, complex and essential to the advancement and protection of the industry. We were successfully involved in the revision of the Labour Standards Act. Our unique treatment continues in the new act.

The pesticide issue has been most difficult and divisive as municipalities across the province are entertaining restrictive by-laws. Landscape Ontario (LO) has been an industry leader in developing a common ground solution that represents responsible use through a focus on Plant Health Care and IPM principles. Another very difficult legislative issue is the Labour Relations Act, which was ruled unconstitutional by the Supreme Court of Canada. We are part of a coalition of farm groups dealing with this act. Other issues we were involved with included the City of Toronto move to ban leaf blowers, Plum Pox Virus, Sudden Oak Death, Emerald Ash Borer, Japanese Beetle and the perennial zoning by-laws that affect some of our membership.

Since our legislative issues are so complex and time consuming, most are dealt with through dedicated staff and member activity at both the provincial and national level. The days of having one Legislation Committee to deal with all of our legislative matters has past.

Respectfully submitted,

Harold Deenen
Chair, 2001-2002

Pesticide Industry Council

Chair: John Wright

Secretary: Tony DiGiovanni

Coordinator: Tom Somerville

Members: Bryan Allen, Nancy Cain,

Gavin Dawson, Tony DiGiovanni,

Vince Gilles, Michael Goldman,

Mike Greer, John Howard, Randy Lidkea,

Keith Lockhart, Darcy Olds, Paul Pilley, Paul Pisani, Blaire Sayers, Bruce Sheppard, Ruurd van de Ven

Qualified Examiners:

2000	386
2001	64
2002	50
Total	500

Technicians:

2000	1600
2001	1000
2002	1100

The Pesticide Industry Council (PIC) is able to report that the Pesticide Technician Program has now reached break-even status, after operating at a loss for the past two years. We saw an increase in activity this past year, due to the two-year expiry of the technician status.

The Pesticide Industry Council is comprised of membership from:

Canadian Golf Superintendents
Community Colleges of Ontario
Crop Protection Institute
Hydro One
International Society Arboriculture
Landscape Ontario Horticultural
Trades Association
Ontario Parks Association
Structural Pest Management
Association, Ontario
Ontario Vegetation Management
Professional Lawn Care Association
Urban Pest Management Council

Special thanks to Tom Somerville, PIC Coordinator, and Tony DiGiovanni, for their hard work over the past year

Respectfully submitted,

John Wright
Chair, 2001-2002

Publishing Committee

Chair: Bob Tubby

Members: Jan Laurin, Hank Gelderman,
Gerald Boot, Marty Lamers

On the whole, the year 2002 was a reasonably uneventful one for the Landscape Ontario's (LO) Publishing department. Both *Landscape Trades* and *Horticulture Review* continue to do an outstanding job of meeting their editorial objectives. Both publications are highly respected within the horticultural industry. *Landscape Trades* retains a firm hold on their position as Canada's leading horticultural trade publication and *Horticulture Review* continues to do an excellent job as the primary communication's venue for LO.

Both magazines struggled to maintain their respective advertising sales objectives. While sales figures were sporadically up and down for *Landscape Trades* throughout the last fiscal year, on the whole, our national trade publication managed to meet its sales target for the year. This is especially admirable when one looks at corresponding statistics out of the U.S. Most trade magazines south of the border reported a 20- to 30-per cent decrease in advertising revenues this past year. Many of our national accounts are U.S.-based, and consolidations, mergers and a general downturn in the U.S. economy have resulted in across-the-board cutbacks in advertising spending.

Horticulture Review saw a significant decline in advertising revenues this past year. With smaller overall revenue, the disappearance of a few national accounts resulted in a noticeable issue-to-issue decline. It is also evident that advertisers are looking at other available venues for their advertising needs.

The Publishing department responded to this loss of sales with a budget that reflects a decrease in printing costs. The page count of the magazine will be reduced and the association's web site will play a larger role in keeping the industry informed of timely events. There has always been a direct relationship between *Horticulture Review* and www.hort-trades.com, and the obvious connection will be further explored and expanded upon in the months to follow.

While the year 2002 started uneventfully, the end of this year will be less so, as we prepare for a whole new era in the Publishing department. Rita Weerdenburg, our publisher and editorial director for over 11 years, has announced she will be leaving her position with LO to pursue other career opportunities. At the time of this writing, a restructuring plan is already well underway that will allow LO to take advantage of the considerable talent already available among Publishing department staff. Lee Ann Knudsen, our current art director, has considerable experience in all aspects of magazine publishing and has agreed to take on the role of manager of publications. She will work in close partnership with Sarah Willis, who will take on the position of editorial director. With these two important positions adequately filled by these highly qualified people, other details of the restructuring plan will follow in due course.

Rita has assured us that her new career opportunities will require her to retain a close contact with the horticultural industry and that she will continue to maintain her relationship with the association. We would like to take this opportunity to thank Rita for her many years of dedication to the association and wish her all the best in her future endeavors.

Respectfully submitted,

Bob Tubby

Chair, 2001-2002

Safety Committee

Chair: Tom Somerville

Members: Audrey Partridge,
Harold Deenen, Todd Rainey,
Ted Whitworth (FSA), Terry Murphy (LO)

The purpose of the Safety Committee is to reduce accidents in the horticulture industry. This will make the industry a safer place to work and will also help to reduce the high compensation rate presently being paid out by most groups and avoid surcharges that some companies may have to pay.

The Safety Committee continues to work with Workplace Safety and Insurance

Board (WSIB), and Farm Safety Association (FSA) to make the Horticulture Industry a safer place to work.

We continue to ensure that safety personnel are on-site for set-up and tear-out at Landscape Ontario events such as Canada Blooms, Congress and Garden Expo.

The Winter Workshop program again included safety-related seminars. These seminars will assist those who wish a better bottom-line through reduced accidents.

A safety program for every company is now possible, and will improve all member businesses, and the industry as a whole. Safety programs will be set up at the chapter level as well.

The Safety Awareness Program, a one-day course for owners, managers and supervisors, will be offered again this winter in each chapter. It is an introduction to the management process. In addition, there is a new educational binder for the Awareness Program.

Respectively submitted,

Tom Somerville

Chair, 2001-2002

Volunteers

Unlike businesses that measure their success by the bottom line, trade associations look to their accomplishments as the ultimate measure of their success. In this respect, Landscape Ontario must again this year consider themselves to have been truly prosperous, thanks largely to the efforts of the many volunteers who give freely of their time for the betterment of the association and the industry.

We have tried our best to include on the following list all of those individuals who have served on various boards and committees this past year. We hope we have not unintentionally overlooked anyone; if we have, please accept our apologies and contact us as soon as possible so we can place you on all future lists.

ABATE WORL ABATE
MINISTRY OF EDUCATION & TRAINING

BOB ADAMS
ADAMS LAWN CARE INC

RANDY ADAMS
R M ADAMS TRUCKING LTD

BRYAN ALLEN
BRYAN ALLEN AND ASSOCIATES INC

BOB ALLEN
RW ALLEN HORTICULTURAL SERVICES INC

JANET ANDERSON
JEA PERENNIALS

CHRIS ANDREWS
CANADIAN NURSERY LANDSCAPE ASSOCIATION

IAN ANDREWS
GREENWOOD INTERLOCK

DOUGLAS ARMOUR
AQUA TURF CANADA INC

DEAN ARMSTRONG
HUNTER INDUSTRIES INC

MARC ARNOLD
ROCKCLIFFE LANDSCAPING

EDWARD BANVILLE
BANVILLE PLANTSCAPE

JIM BAUER
JIM BAUER LANDSCAPING & GARDEN MAINTENANCE

BILL BEAMISH
BEAMISH LANDSCAPE SERVICE

SCOTT BEAUDOIN
GREENDALE GARDEN PRODUCTS

ROGER BEAULIEU
JARDINS BOARDWALK GARDENS

VERONIQUE BEAULIEU
SHERIDAN NURSERIES

SYLVIA BEHR
FANSHAW COLLEGE

BARRY BENJAMIN
BARRY BENJAMIN & ASSOCIATES

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SPADEWORKS LANDSCAPING LTD

LEO BLYDORP

STEVE BODSWORTH
HUMBER COLLEGE

GERALD BOOT
BOOT'S LANDSCAPING & MAINTENANCE LTD

GRAHAM BOOTES
POTTERY EXTRAVAGANZA

JOHAN BOSSERS
A TOUCH OF DUTCH LANDSCAPING & GARDEN SERVICES

RICHARD BOWN
TURF'S UP LANDSCAPING

SANDY BRACALENTE
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TOM BRADLEY
CLUB LINK

JANNA BRADLEY
THE BEACH GARDENER INC

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JIM'S LAWN MAINTENANCE LTD

DARYL BYCRAFT
BYCRAFT GARDENS

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CAMERON LANDSCAPING

DAVE CHAMBERLAIN
LAMBTON COLLEGE

HARRY CHANG
HUMBER COLLEGE

SALLY CHAPMAN HARVEY
GREEN DESIGN LANDSCAPING INC

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ALLWEATHER LANDSCAPE CO LTD

PAM CHARBONNEAU
GUELPH TURFGRASS INSTITUTE

DON CHASE
HUMBER COLLEGE

CALVIN CHONG
HORTICULTURAL RESEARCH INSTITUTE OF ONTARIO

BRIAN COCKS
BRIAN COCKS NURSERY & LANDSCAPING

DAVE COLBORNE
TURF-PRO PROFESSIONAL LANDSCAPE MAINTENANCE LTD

DOUG COOTE
D G COOTE ENTERPRISES

JODI CROOKS
SHERIDAN NURSERIES

MARGOT DARGATZ
HOSTA CHOICE NURSERY & GARDENS

GAVIN DAWSON
GREENSPACE SERVICES LTD

SONIA DAY
TORONTO STAR

HAROLD DEENEN
HANK DEENEN LANDSCAPING LIMITED

EVERETT DEJONG
GARDEN GRAPHICS

BLAIR DEUTEKOM
PERSONALIZED LANDSCAPING LTD

CAROLINE DEVRIES
TRADEWINDS INTERNATIONAL SALES CO INC

HORST DICKERT
MOONSTONE TREE & FRUIT FARM

BARRY DICKSON
BR DICKSON EQUIPMENT INC

CHARLIE DOBBIN

LARRY DUFTY
MMD PROPERTY SERVICES

BETH EDNEY
DESIGNS BY THE YARD INC

ERIC ENDERSBY
KEY WEST TROPICALS LTD

JOHN FLATT
ESCARPMENT LANDSCAPE CONTRACTORS

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CITY OF MISSISSAUGA, FORESTRY

KEITH FLEMING
KEITH'S COMPLETE MAINTENANCE

HUGH FLOYD
GREENDALE GARDEN PRODUCTS

MIKE FORBES
ACORN LANDSCAPING

IAN FORBES-ROBERTS
HYDRO-GRO INTERIOR LANDSCAPE

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KENT FORD DESIGN GROUP INC

PERCY FORD-SMITH
DUFFERIN AGGREGATES

KEN FORTH
ONTARIO FRUIT & VEGETABLE GROWERS ASSOCIATION

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DHF ENTERPRISES CONTRACTORS

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FREIBURGER LANDSCAPING INC

CAROL FULFORD
GERRIT'S PROPERTY SERVICES INC

JOHN FULFORD
GERRIT'S PROPERTY SERVICES INC

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GARLATTI LANDSCAPING INC

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MORI NURSERIES

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GP MASONRY (BARRIE) LTD

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JEA PERENNIALS

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LAKELANDS IRRIGATION

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HARPER'S GARDENING CENTRE

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WALTER HASSELMAN
DUTCHMAN'S LANDSCAPING &
NURSERY LTD

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DIAMOND HEAD SPRINKLERS INC

MIKE HAYS
ALLGREEN TREE SERVICE INC

JOHN HEWSON
GREENSCAPE LAWN MAINTENANCE

DAVE HODGESON
CLINTAR GROUNDSKEEPING SERVICE

MIKE HOEKSTRA
NIAGARA COLLEGE

DAVID HOLMLUND
D HOLMLUND LANDSCAPING

BARRY HORDYK
SHADEMASTER LANDSCAPING

MARTIN HORSEMAN
JAN GELDERMAN LANDSCAPING

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ONTARIO PARKS ASSOCIATION

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NUTRI-LAWN BARRIE

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SELECT LAWN SPRINKLERS

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IFE LANDSCAPING DESIGN
CONSULTANTS

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CANADALE NURSERIES LTD

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FARM SAFETY ASSOCIATION

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TEMAGAMI LANDSCAPE DESIGN &
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TOM JENSEN
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KEVIN JOYCE
CUDMORE'S GARDEN CENTRE

TIM KEARNEY
GARDEN CREATIONS OF OTTAWA LTD

JOHN KEENAN
WRIGHT LAWN CARE SERVICES

HELLA KEPPO
STEMS INTERIOR LANDSCAPING

ROB KERR
KERR & KERR LANDSCAPING &
PROPERTY MAINTENANCE

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BRUCEDALE GARDENS LTD

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ALLAN BLOCK RETAINING WALLS

SARAH LAMONT
THE PLANTED EARTH

CECIL LAMROCK
LAMROCK'S LITTLE ROSES/
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JAN LAURIN
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NIAGARA PARKS BOTANICAL
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TAYLOR NURSERY

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LEEDLE LANDSCAPING

GRAHAM LEISHMAN
LEISHMAN LANDSCAPING LTD

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LOHNES SCHWINDT ASSOCIATES

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DAVE MACIULIS
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MONARCH LANDSCAPE
MANAGEMENT SERVICES

MIKE MACKINNON
MONARCH LANDSCAPE
MANAGEMENT SERVICES

SEAN MADDEN
HERTZ MATTHEWS EQUIPMENT

LEN MANCINI
HOLLAND PARK GARDEN GALLERY

PETER MANSELL
EVERGREEN NURSERY

BRIAN MARSH
TOWNSCAPING INC

WALTER MATTE
MATTE'S GROUND EFFECTS

DON MATTHEWS

MIKE MAZUR
ONTARIO FRUIT & VEGETABLE
GROWERS ASSOCIATION

JIM M^cCRACKEN
HUGH M^cCRACKEN LIMITED O/A
M^cCRACKEN LANDSCAPE DESIGN

RICK M^cDOWELL
OUTDOOR SUPPLIES & EQUIPMENT INC

SCOTT M^cEACHERN
GREENSURE

OLIVER M^cLEOD
BEACH MCLEOD

JEFF M^cMANN

BURKE M^cNEILL

DON M^cQUEEN
NUTRI-LAWN OAKVILLE/HAMILTON

PERRY MOLEMA
COLONIAL NURSERIES

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MOODER HORTICULTURAL INC

JOHN MOONS

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GREENSCAPE WATERING SYSTEMS LTD

VICTOR MORTON
SHERIDAN NURSERIES LTD

MARTIN MOSTERT

MARISSA MURDYCH
CUDMORE'S GARDEN CENTRE

KEN NENTWIG
RIDGETOWN COLLEGE

HENRY NEUFELD
HUMAN RESOURCES DEVELOPMENT
CANADA

MARTIN NEUMANN
GRAND RIVER CONSERVATION
AUTHORITY

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DJ RAIN & CO LTD

TERRY NICHOLSON
CLINTAR GROUNDSKEEPING SERVICE
- WEST CENTRAL

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MISSISSAUGA TREE FARMS

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NOVAK PROPERTY MAINTENANCE INC

PAUL OFFIERKSI
PAO HORTICULTURAL

DARCY OLDS
AVENTIS

JOHN O'LEARY
CLINTAR GROUNDSKEEPING SERVICE

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BROOKDALE TREELAND NURSERIES

PAUL OLSEN
BROOKDALE TREELAND NURSERIES

PETER OLSEN
ROYAL CITY NURSERY

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GRO-BARK (ONTARIO) LTD

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TREE SHIRT ENVIRONMENTAL HELPERS

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O'TOOLE LAWN CARE

VIC PALMER
THE GREEN TEAM

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UTA PARKS LANDSCAPE ARCHITECT

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JUERGEN PARTRIDGE LANDSCAPING

DAVID PASSAFIUME
BOARDWALK LANDSCAPES INC

DANNY PASSMORE
FRECHETTE LAWN CARE

JOHN PEETS
JOHN PEETS LANDSCAPING

RAY PENNINGS
ONTARIO AGRI HUMAN RESOURCE
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HUMBER NURSERIES LIMITED

GUY PETERS
HUMBER NURSERIES LIMITED

SHERRY PETERS
JEA PERENNIALS

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LANDMARK LANDSCAPE
CONTRACTORS INC

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PGP PEST MANAGEMENT
CONSULTANTS

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NATIONAL RESEARCH COUNCIL
CANADA

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ARCADIA GARDENING & LANDSCAPE
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PLANT MAINTENANCE GROUP

FRED PRESCOD

KIM PRICE
KIM PRICE LANDSCAPE DESIGN

CHUCK PRONGER
LANDSCAPE CONCEPTS

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JOHN PUTZER
M PUTZER (HORNBY) NURSERY LTD

TODD RAINEY
GREEN THUMB LANDSCAPING

PENNY REED

MARY REID
GREEN THUMB GARDEN CENTRE

JENNIFER REYNOLDS
GARDENING LIFE

AL RICHARDS
HOLLAND VALLEY GARDEN CENTRE

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P TAYLOR LANDSCAPING

RICHARD ROGERS
RJ ROGERS LANDSCAPING LTD

BOB ROLFE
NAVASTONE

FRANK RUNCO
MAPLE GARDEN CENTRE INC

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SALIVAN LANDSCAPE LTD

FRED SALVADOR

BLAIRE SAYERS
DAVEY TREE

RON SCHIEDEL
COMPACT SOD/GREENHORIZONS

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LANDSCAPE GARTEN LTD

JOE SEBASTIAO
ALDERSHOT LANDSCAPE CONTRACTORS

HAIG SEFERIAN
SEFERIAN DESIGN GROUP

BRUCE SHEPPARD
UNITED AGRI PRODUCTS

GORD SHUTTLEWORTH
DELAWARE NURSERY LIMITED

KLAAS SIKKEMA
ELOQUIP LTD

MICHAEL SKEGGS
SKEGGS LANDSCAPING & DESIGN

I SMITH
FLOWERS CANADA (ONTARIO)

GREG SMITH
LANGE TRANSPORTATION

DOUG SMITH
ORGANIC TURF MANAGEMENT

JIM SMITH
RS IRRIGATION SYSTEMS

PETER SOLT
GREEN APPLE LANDSCAPING

NICK SOLTY
SOLTY & SONS LTD

TED SPEARING
GROUND COVERS UNLIMITED

ROD SPLANE
SERVICE MASTER TRI-CITY LAWN CARE

PAUL ST PIERRE
LANDSCAPE EFFECTS INC

NEIL STEFFLER
SIR SANFORD FLEMING COLLEGE

BILL STENSSON
SHERIDAN NURSERIES LTD

HOWARD STENSSON
SHERIDAN NURSERIES LTD

KARL STENSSON
SHERIDAN NURSERIES LTD

DAVID STEWART
CUSTOM LAWN CARE

MARK STORY
BRAMPTON IRRIGATION INC

BOB STRATFORD
CONNOR NURSERIES/NVK
HOLDINGS INC

GARY SUPP
TURF CARE

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TRILLIUM ASSOCIATES

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P TAYLOR LANDSCAPE

DONALD TELLIER
ST CLAIR COLLEGE

ROBERT TESTER
TNT PROPERTY MAINTENANCE

MARC THIEBAUD
OGS LANDSCAPE MAINTENANCE
SPECIALISTS

RENE THIEBAUD
OGS LANDSCAPE SERVICES

MICHAEL THOMAS
THE INVESTMENT GUILD

KERI THOMAS-SETO
GREEN THUMB LANDSCAPING

MARIE THORNE
SYNGENTA CROP PROTECTION
CANADA INC

WILLEM TIEMERSMA
WILLAND LTD/ALL-SAFE

OTTO TIMM
TIMM ENTERPRISES

KYLE TOBIN
LAWNSAVERS

EDWARD TOOKE
MINISTRY OF TRAINING, COLLEGES
& UNIVERSITIES

RHOD TRAINOR
HAMILTON GOLF & COUNTRY CLUB

RODGER TSCHANZ
UNIVERSITY OF GUELPH

PHILIP TUBA
ALGONQUIN COLLEGE

BOB TUBBY
ARBORDALE LANDSCAPING/
MOONSTRUCK LANDSCAPE LIGHTING

DAVID TURNBULL
DAVID TURNBULL & ASSOCIATES

HENRY VALKENBURG
GREAT LAKES LAWN SPRAY INC

RUURD VAN DE VEN
ARBORVALLEY URBAN FORESTRY
CO INC

KODY VAN DER KROFT
VAN DER KROFT NURSERIES

LOUIS VAN HAASTRECHT
DR GREEN LAWN CARE

LORRAINE VAN HAASTRECHT
DR GREEN LAWN CARE

ERNEST VAN HELSDINGEN
VAN HOLLAND LANDSCAPING LTD

ROGER VAN MARIS
PARKLANE NURSERIES LIMITED

MONICA VAN MARIS
VAN MARIS HOLDINGS

ANNE MARIE VAN NEST
NIAGARA PARKS BOTANICAL
GARDENS

BILL VAN RYN
BILL VAN RYN WEED CONTROL

VIOLET VAN WASSENAER
MINISTRY OF THE ENVIRONMENT

MARC VANDEN BUSSCHE
VANDEN BUSSCHE IRRIGATION &
EQUIPMENT LTD

ART VANDEN EDEN
WEALL & CULLEN

NEIL VANDERKRUK
CONNOR NURSERIES/NVK
HOLDINGS INC

LARRY VARLESE
VALLEYVIEW GARDENS

ROB VERLOOP
CONNOR NURSERIES/CBV
HOLDINGS INC

CHRIS VILLENEUVE
NUTRI-LAWN OTTAWA

DON VOORHEES
NOLDUS OF DURHAM

CATHY WARD
LEAVER MUSHROOM

BRUCE WARREN
DOWNSVIEW PARK

GORD WATERS
COLEMAN EQUIPMENT INC

GARRY WATSON
FLOWERS CANADA

PAUL WAUNCH
NUTRI-LAWN BARRIE

MARK WEAVERS
PLANTSCHHEME CONTRACTORS LTD

SCOTT WEAVER
CITY OF HAMILTON, RECREATION &
PARKS DEPT

GREG WEBER
HOLLAND IMPORTS

PETER WESSEL
APPLEBY LANDSCAPE

ALLAN WHITE
TURF SYSTEMS INC

TED WHITWORTH
FARM SAFETY ASSOCIATION

KEITH WILSON
VALLEYBROOK GARDENS LTD

JAN WINKELMOLEN
WINKELMOLEN NURSERY LTD

BRIAN WORFOLK
BRIAN WORFOLK

JOHN WRIGHT
WRIGHT LAWN CARE SERVICE LTD

LYNDON ZIEGEL
LYNDON'S LANDSCAPING & LAWN
MAINTENANCE

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002
BALANCE SHEET

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS
ASSETS		
CASH	(68,570)	205,368
INVESTMENTS	1,065,927	976,838
ACCRUED INTEREST	54,888	75,995
CANADA BLOOMS VENTURE	215,542	273,954
ACCOUNTS RECEIVABLE	745,076	1,209,711
PREPAID EXPENSES	358,348	502,245
BUILDING	1,254,137	1,254,137
TOTAL ASSETS	3,625,347	4,498,248
LIABILITIES & SURPLUS		
ACCOUNTS PAYABLE	223,470	220,927
ACCOUNTS PAYABLE-GARDEN CENTRE COMMODITY GROUP	35,035	40,587
ACCOUNTS PAYABLE-GROWERS GROUP	9,235	5,363
ACCOUNTS PAYABLE-PESTICIDE SYMPOSIUM	(11,779)	26,235
ACCOUNTS PAYABLE-SPECIAL PROJECTS	25,173	59,380
MORTGAGE PAYABLE	201,923	134,531
LINE OF CREDIT	0	0
DEFERRED REVENUE	1,138,531	1,860,696
HORT. CENTRE IMPROVEMENT FUND	327,840	394,824
HORT. INDUSTRY DEVELOPMENT FUND	144,245	178,420
SURPLUS-MEMBERS EQUITY	1,046,568	1,046,568
SURPLUS-CANADA BLOOMS VENTURE	215,542	273,954
NET INCOME	269,566	256,762
TOTAL LIABILITIES & SURPLUS	3,625,347	4,498,248

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

FUND ALLOCATIONS

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS
HORTICULTURAL INDUSTRY DEVELOPMENT FUND		
OPENING BALANCE	198,030	279,028
EXPENDITURES	(128,885)	(199,090)
INDUSTRY FUNDING/DONATIONS	75,100	98,482
TRANSFER FROM NET INCOME	134,783	128,382
CLOSING BALANCE	279,028	306,802
HORTICULTURAL CENTRE IMPROVEMENT FUND		
OPENING BALANCE	404,621	462,623
EXPENDITURES	(76,781)	(67,799)
TRANSFER FROM NET INCOME	134,783	128,382
CLOSING BALANCE	462,623	523,206

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INVESTMENTS (AT COST)

	MATURITY DATE	RATE OF RETURN	COST
PROVINCE OF BC COUPON	JUN 4, 2016	6.11 %	79,811
PROVINCE OF BC COUPON	JUN 4, 2012	5.97 %	39,264
PROVINCE OF ONTARIO COUPON	FEB 7, 2015	6.02 %	170,980
PROVINCE OF BC COUPON	DEC 4, 2013	5.66 %	72,657
PROVINCE OF ONTARIO COUPON	SEP 8, 2011	6.18 %	54,565
PROVINCE OF ONTARIO COUPON	JAN 13, 2014	6.13 %	72,748
PROVINCE OF ONTARIO COUPON	MAR 8, 2017	6.33 %	60,614
FRANKLIN US GROWTH FUND			179,091
AIM CANADA GROWTH FUND			58,210
PROVINCE OF QUEBEC COUPON	DEC 1, 2005	4.03 %	188,898
TOTAL INVESTMENTS			976,838

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT - DEPARTMENTAL SUMMARY

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
REVENUE					
GENERAL	280,955	257,411	227,000	180,000	180,000
MEMBERSHIP	590,777	615,312	618,000	630,000	630,000
PUBLICATIONS	799,696	767,555	822,500	822,500	822,500
CONGRESS	1,372,304	1,373,900	1,425,000	1,370,000	1,370,000
GARDEN EXPO	182,700	274,345	270,500	404,000	404,000
EDUCATION	139,824	322,784	120,000	158,000	158,000
TOTAL REVENUE	3,366,256	3,611,306	3,483,000	3,564,500	3,564,500
EXPENSES					
GENERAL	1,463,332	1,622,820	1,573,300	1,643,500	1,643,500
MEMBERSHIP	339,570	346,599	367,186	382,560	382,560
PUBLICATIONS	329,107	333,094	361,000	363,500	363,500
CONGRESS	721,686	744,855	772,000	794,200	794,200
GARDEN EXPO	79,090	152,032	124,000	191,175	191,175
EDUCATION	163,905	155,145	160,500	176,500	176,500
TOTAL EXPENSES	3,096,689	3,354,545	3,357,986	3,551,435	3,551,435
NET INCOME (LOSS)	269,566	256,762	125,014	13,065	13,065

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT - GENERAL

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
REVENUE					
RENT	152,910	146,553	152,000	105,000	105,000
ADMINISTRATION FEES	20,441	22,892	21,000	22,000	22,000
EARNED INTEREST	34,241	33,775	34,000	45,000	45,000
GAINS/LOSSES-INVESTMENTS	35,073	49,271	0	5,000	5,000
MISCELLANEOUS	38,291	4,920	20,000	3,000	3,000
TOTAL REVENUE	280,956	257,411	227,000	180,000	180,000
EXPENSES					
ADMINISTRATIVE EXPENSES					
PROPERTY TAXES	23,460	26,380	35,000	35,000	35,000
TELEPHONE	38,599	38,658	38,000	38,000	38,000
HYDRO	19,490	28,085	20,000	20,000	20,000
HEAT	21,427	24,077	22,000	25,000	25,000
MAINTENANCE-BUILDING	35,077	50,416	45,000	45,000	45,000
MAINTENANCE-YARD	12,548	15,975	15,000	15,000	15,000
OFFICE SUPPLIES	37,602	36,090	40,000	35,000	35,000
OFFICE EQUIPMENT	32,027	36,115	45,000	35,000	35,000
COMPUTER HARDWARE/SOFTWARE	35,239	36,523	40,000	35,000	35,000
POSTAGE	11,199	11,944	15,000	18,000	18,000
COURIER	3,846	4,808	4,000	4,000	4,000
AUDIT	7,200	6,800	6,800	6,800	6,800
LEGAL FEES	530	200	2,000	1,000	1,000
ADVERTISING	2,064	996	2,000	2,000	2,000
INSURANCE EXPENSE	7,326	10,898	8,000	9,000	9,000
MEETING EXPENSES	16,030	10,534	15,000	12,000	12,000
TRAVEL	37,798	35,585	37,000	35,000	35,000
DUES & SUBSCRIPTIONS	4,943	4,826	5,000	5,000	5,000
DONATIONS	4,320	1,220	3,000	2,500	2,500
TRAINING (STAFF)	4,070	2,851	8,000	5,000	5,000
MISCELLANEOUS EXPENSES	10,970	5,166	5,000	5,000	5,000
INTEREST EXPENSE (LOAN)	2,461	580	2,000	2,000	2,000
INTEREST EXPENSE (MORTGAGE)	14,197	10,282	9,500	6,200	6,200
BANK CHARGES & INTEREST	22,546	27,369	22,000	25,000	25,000
(GAIN)LOSS ON FOREIGN EXCHANGE	(3,502)	(6,783)	0	0	0
ADMINISTRATION COSTS	10,000	12,000	12,000	12,000	12,000
	411,467	431,595	456,300	433,500	433,500
COMPENSATION					
WAGES	933,730	1,063,083	990,000	1,084,000	1,084,000
BENEFITS	67,989	68,263	70,000	65,000	65,000
SOURCE DEDUCTIONS	50,146	59,879	57,000	61,000	61,000
	1,051,865	1,191,225	1,117,000	1,210,000	1,210,000
TOTAL EXPENSES	1,463,332	1,622,820	1,573,300	1,643,500	1,643,500
NET INCOME (LOSS)	(1,182,376)	(1,365,409)	(1,346,300)	(1,463,500)	(1,463,500)

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT - MEMBERSHIP SERVICES

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
REVENUE					
MEMBERSHIP DUES	519,857	550,106	530,000	550,000	550,000
GOLF TOURNAMENT	26,133	23,455	30,000	30,000	30,000
AWARDS OF EXCELLENCE	8,640	8,135	10,000	10,000	10,000
MERCHANDISE	23,331	15,738	26,000	20,000	20,000
REFERRAL FEES	12,816	17,878	22,000	20,000	20,000
TOTAL REVENUE	590,777	615,312	618,000	630,000	630,000
EXPENSES					
GENERAL					
CNLA MEMBERSHIP DUES	84,088	92,278	90,000	90,000	90,000
MEMBER SUBSCRIPTIONS	52,000	52,000	52,000	52,000	52,000
GOLF TOURNAMENT	26,133	23,455	30,000	30,000	30,000
AWARDS OF EXCELLENCE	15,230	16,129	15,000	30,000	30,000
MEMBERSHIP PLAQUES	3,819	7,982	5,000	5,000	5,000
ANNUAL REPORT	3,053	2,996	3,500	3,500	3,500
WEB SITE DEVELOPMENT	5,020	8,489	4,000	4,000	4,000
MERCHANDISE	16,370	15,551	14,000	12,000	12,000
MEMBERSHIP BROCHURE	5,386	2,485	6,000	6,000	6,000
MEMBERSHIP CAMPAIGN	402	3,336	10,000	5,000	5,000
MEMBERSHIP BOOTH	8,036	3,516	7,000	6,000	6,000
SIGN MAINTENANCE	4,101	0	0	0	0
PROMOTION	43,070	38,179	35,000	37,500	37,500
MISCELLANEOUS	248	0	1,000	1,000	1,000
	266,956	266,396	272,500	282,000	282,000
CHAPTERS & COMMODITY GROUPS					
WINDSOR	2,851	3,620	3,620	3,470	3,470
LONDON	5,588	5,536	5,536	5,458	5,458
HAMILTON	7,670	7,726	7,626	8,088	8,088
WATERLOO	4,316	5,458	5,458	6,030	6,030
OTTAWA	4,964	4,455	4,704	5,042	5,042
TORONTO	7,425	7,026	16,294	17,374	17,374
GEORGIAN LAKELANDS	5,458	5,458	5,458	5,666	5,666
DURHAM	4,776	4,990	4,990	5,432	5,432
CHAPTER ASSISTANCE	19,030	20,592	20,000	20,000	20,000
GROWERS GROUP	1,768	858	3,000	3,000	3,000
LAWN CARE GROUP	3,652	5,220	3,000	3,000	3,000
GARDEN CENTRE GROUP	1,599	525	3,000	3,000	3,000
LANDSCAPE CONTRACTORS GROUP	1,863	3,857	3,000	3,000	3,000
GROUPS MAINTENANCE GROUP	(241)	682	3,000	3,000	3,000
DESIGNERS GROUP	667	1,139	3,000	3,000	3,000
INTERIORScape GROUP	0	899	0	3,000	3,000
IRRIGATION GROUP	1,226	2,162	3,000	3,000	3,000
	72,614	80,203	94,686	100,560	100,560
TOTAL EXPENSES	339,570	346,599	367,186	382,560	382,560
NET INCOME (LOSS)	251,207	268,713	250,814	247,440	247,440

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT

PUBLISHING / LANDSCAPE TRADES

REVENUE	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
ADVERTISING	617,928	624,292	640,000	650,000	650,000
POLYBAG	22,351	15,475	20,000	25,000	25,000
ARTWORK REVENUE	75	0	0	0	0
CLASSIFIED ADS	7,526	7,099	9,000	8,000	8,000
SUBSCRIPTIONS	23,508	18,074	25,000	22,500	22,500
CNLA NEWS BRIEF	0	1,111	0	10,000	10,000
MEMBER SUBSCRIPTIONS	26,000	26,000	26,000	26,000	26,000
	697,388	692,050	720,000	741,500	741,500
DISCOUNTS					
MEMBER DISCOUNTS	78,997	79,525	82,000	82,000	82,000
AGENCY DISCOUNTS	13,760	15,118	15,000	17,000	17,000
	92,757	94,643	97,000	99,000	99,000
GROSS REVENUE	604,631	597,407	623,000	642,500	642,500
EXPENSES					
EDITORIAL ARTWORK	13,870	15,710	16,000	22,000	22,000
PRINTING	127,308	126,291	140,000	142,000	142,000
FREELANCE EDITORIAL	12,857	11,657	12,000	15,000	15,000
EDITORIAL TRAVEL	4,107	1,368	6,000	6,000	6,000
SALES TRAVEL	11,830	17,254	15,000	15,000	15,000
MAIL PREPARATION	4,472	5,403	6,000	6,000	6,000
POLY BAG COSTS	6,038	5,633	4,000	6,000	6,000
POSTAGE (2ND CLASS)	33,703	33,341	35,000	35,000	35,000
POSTAGE(FOREIGN)	2,409	3,658	2,500	4,000	4,000
COURIER CHARGES	2,238	2,857	3,000	3,000	3,000
SUBSCRIPTION CAMPAIGN	9,504	3,146	10,000	7,500	7,500
PROMOTION/MEDIA KITS	5,846	7,501	6,000	6,000	6,000
PHOTO SUPPLIES/PROCESSING	827	552	1,000	1,000	1,000
CCAB CIRCULATION AUDIT	3,469	3,878	4,000	4,500	4,500
MISCELLANEOUS	1	52	4,000	2,000	2,000
BAD DEBTS	2,272	1,435	2,500	2,500	2,500
TOTAL EXPENSES	240,751	239,739	267,000	277,500	277,500
NET INCOME (LOSS)	363,880	357,669	356,000	365,000	365,000

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT

PUBLISHING / HORTICULTURE REVIEW

REVENUE	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
ADVERTISING	160,740	149,628	165,000	150,000	150,000
POLYBAG	8,097	7,689	8,000	8,000	8,000
CLASSIFIED ADS	23,645	13,122	24,000	15,000	15,000
SUBSCRIPTIONS	1,170	1,607	1,000	1,500	1,500
MEMBER SUBSCRIPTIONS	26,000	26,000	26,000	26,000	26,000
	219,652	198,045	224,000	200,500	200,500
DISCOUNTS					
MEMBER DISCOUNTS	27,355	27,505	28,000	25,000	25,000
AGENCY DISCOUNTS	1,224	392	1,500	500	500
	28,579	27,898	29,500	25,500	25,500
GROSS REVENUE	191,073	170,148	194,500	175,000	175,000
EXPENSES					
EDITORIAL ARTWORK	8,079	9,009	8,500	7,500	7,500
PRINTING	50,593	51,980	52,000	40,000	40,000
FREELANCE EDITORIAL	2,021	5,314	2,500	5,000	5,000
EDITORIAL TRAVEL	4,508	2,339	4,500	4,500	4,500
MAIL PREPARATIONS	2,032	1,923	2,000	2,000	2,000
POLY BAG COSTS	1,775	2,350	2,000	3,000	3,000
POSTAGE(2ND CLASS)	12,289	14,825	13,000	14,500	14,500
POSTAGE(FOREIGN)	1,116	1,670	1,000	1,500	1,500
COURIER CHARGES	201	349	500	500	500
PROMOTION MEDIA KITS	140	845	500	500	500
PHOTO SUPPLIES/PROCESSING	166	186	500	250	250
MISCELLANEOUS	0	4	500	250	250
BAD DEBTS	3,574	2,562	3,000	3,000	3,000
TOTAL EXPENSES	86,496	93,355	90,500	82,500	82,500
NET INCOME (LOSS)	104,577	76,793	104,000	92,500	92,500
SPECIAL PROJECTS					
REVENUE	3,993	0	5,000	5,000	5,000
EXPENSES	1,860	0	3,500	3,500	3,500
NET INCOME (LOSS)	2,133	0	1,500	1,500	1,500

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT - CONGRESS

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
REVENUE					
EXHIBIT SPACE	1,401,808	1,373,578	1,440,000	1,350,000	1,350,000
REGISTRATION	83,524	100,315	100,000	120,000	120,000
MISCELLANEOUS	6,596	14,612	10,000	15,000	15,000
	1,491,929	1,488,505	1,550,000	1,485,000	1,485,000
DISCOUNTS					
MEMBER DISCOUNTS	119,625	114,605	125,000	115,000	115,000
GROSS REVENUE	1,372,304	1,373,900	1,425,000	1,370,000	1,370,000
EXPENSES					
EXHIBIT HALL	228,395	250,000	250,000	260,000	260,000
SECURITY	19,668	20,645	20,000	21,500	21,500
SHOW SERVICES	77,874	78,619	80,000	80,000	80,000
FEATURE AREA	2,556	137	4,000	1,500	1,500
SPEAKERS	39,201	34,143	40,000	40,000	40,000
REGISTRATION SERVICES	22,677	33,206	24,000	33,000	33,000
AUDIO VISUAL EQUIPMENT	16,381	20,174	19,000	25,000	25,000
ENTERTAINMENT	13,120	7,925	8,500	10,000	10,000
RECEPTIONS	29,099	22,782	32,000	24,000	24,000
AWARDS PROGRAM	15,296	14,965	11,000	0	0
PRINTING	52,202	59,135	60,000	64,000	64,000
PROMOTION	32,096	29,076	28,000	30,000	30,000
ADVERTISING	33,811	30,860	35,000	32,000	32,000
PHOTOGRAPHY	1,242	1,150	2,000	2,000	2,000
FLOWERS	2,467	2,117	2,000	2,200	2,200
GIFTS/ GRATUITIES	200	280	1,000	1,000	1,000
MOVE IN/MOVE OUT	44,692	41,428	48,000	44,000	44,000
TRAVEL	31,553	32,204	30,000	34,000	34,000
SNOW REMOVAL	2,000	0	12,000	10,000	10,000
INSURANCE	7,560	8,100	8,500	16,000	16,000
POSTAGE	7,221	13,102	11,000	16,000	16,000
PARKING	8,597	6,039	9,500	7,000	7,000
POLICE	1,242	1,297	1,500	1,500	1,500
JANITORIAL	24,545	24,940	21,000	26,000	26,000
LABOUR	0	2,124	4,000	2,500	2,500
MISCELLANEOUS	7,992	10,408	10,000	11,000	11,000
TOTAL EXPENSES	721,686	744,855	772,000	794,200	794,200
NET INCOME (LOSS)	650,618	629,045	653,000	575,800	575,800

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

INCOME STATEMENT - GARDEN EXPO

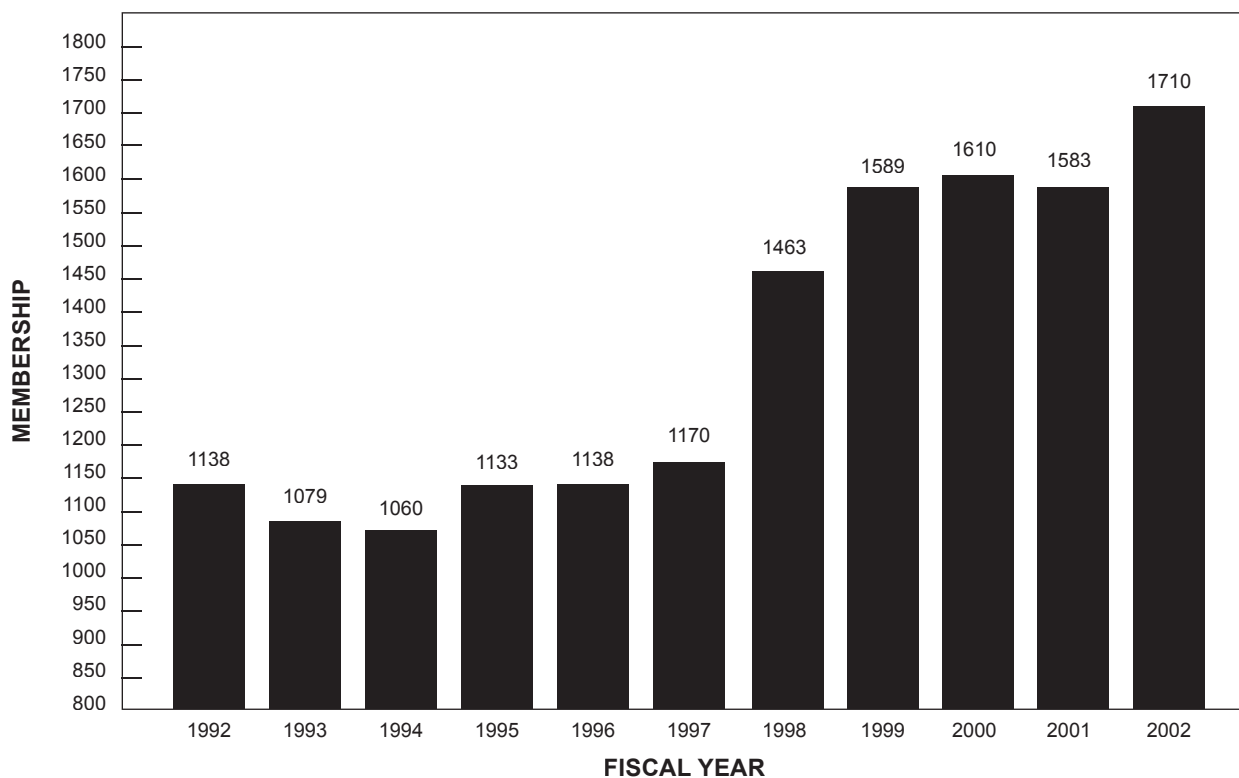
	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
REVENUE					
EXHIBIT SPACE	187,000	283,000	280,000	415,000	415,000
MISCELLANEOUS	0	1,695	0	1,000	1,000
	187,000	284,695	280,000	416,000	416,000
DISCOUNTS					
MEMBER DISCOUNTS	4,300	10,350	9,500	12,000	12,000
GROSS REVENUE	182,700	274,345	270,500	404,000	404,000
EXPENSES					
EXHIBIT HALL	13,800	40,500	40,500	63,750	63,750
SECURITY	3,976	5,752	6,000	6,000	6,000
SHOW SERVICES	10,744	18,484	13,000	24,000	24,000
REGISTRATION SERVICES	7,662	10,376	6,300	9,000	9,000
PRINTING	9,129	20,639	16,000	22,775	22,775
PROMOTION	4,031	999	6,000	2,000	2,000
ADVERTISING	8,335	18,234	9,000	20,000	20,000
MOVE IN/MOVE OUT	10,128	16,227	13,000	21,000	21,000
TRAVEL	3,452	7,009	2,000	7,400	7,400
POSTAGE	2,088	3,804	2,500	4,500	4,500
PARKING	1,719	990	2,200	1,250	1,250
RECEPTIONS	0	2,518	2,000	3,000	3,000
JANITORIAL	3,225	4,500	5,000	5,500	5,500
MISCELLANEOUS	802	2,000	500	1,000	1,000
TOTAL EXPENSES	79,090	152,032	124,000	191,175	191,175
NET INCOME (LOSS)	103,610	122,313	146,500	212,825	212,825

Landscape Ontario Audited Financial Statements
Year Ended August 31, 2002

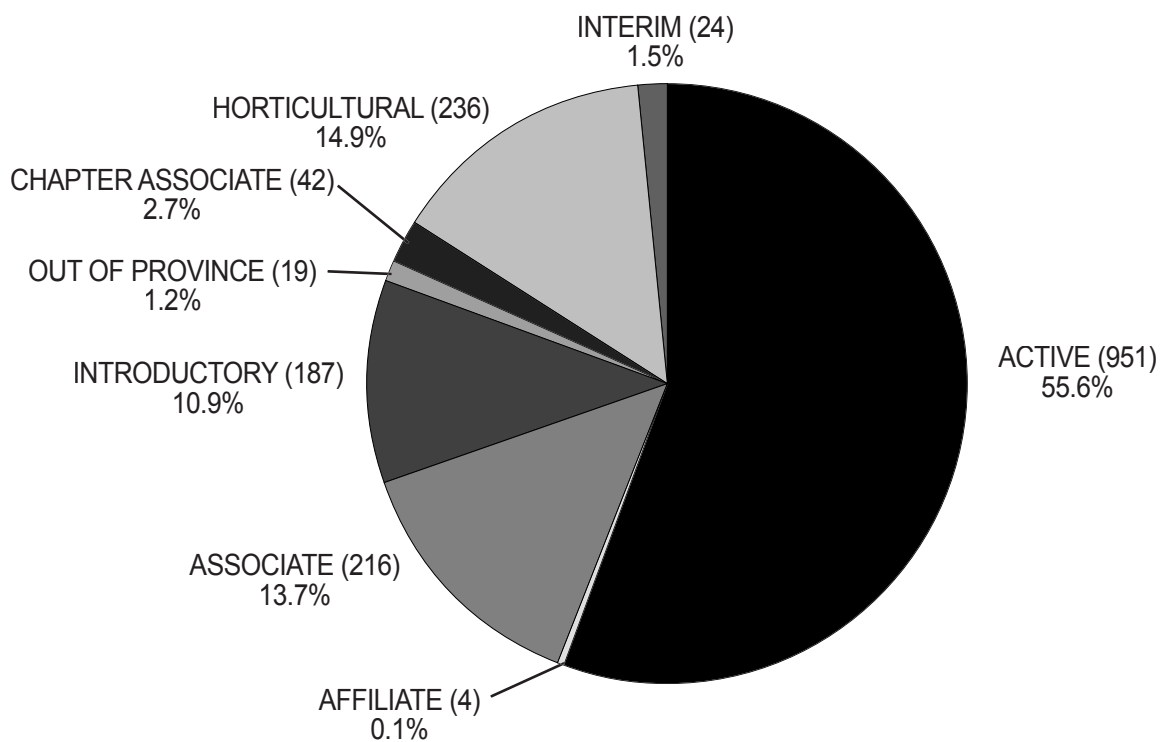
INCOME STATEMENT - EDUCATION

	Y/E AUG 31/01 AUDITED STATEMENTS	Y/E AUG 31/02 AUDITED STATEMENTS	Y/E AUG 31/02 REVISED BUDGETS	Y/E AUG 31/03 REVISED BUDGETS	Y/E AUG 31/04 PROPOSED BUDGETS
REVENUE					
SPECIAL PROJECTS	34,585	164,158	10,000	10,000	10,000
TRADE COURSES	88,744	118,386	90,000	115,000	115,000
CERTIFICATION	16,495	40,240	20,000	33,000	33,000
TOTAL REVENUE	139,824	322,784	120,000	158,000	158,000
EXPENSES					
SPECIAL PROJECTS	12,748	2,754	5,000	5,000	5,000
TRADE COURSES	53,573	56,631	55,000	58,000	58,000
CERTIFICATION	13,167	24,926	17,000	20,000	20,000
PROMOTION	0	12,817	5,000	15,000	15,000
OHHRC FUNDING	70,000	45,000	65,000	65,000	65,000
FOUNDATION SCHOLARSHIPS FUNDING	12,000	12,000	12,000	12,000	12,000
RESOURCE LIBRARY	2,417	1,017	1,500	1,500	1,500
TOTAL EXPENSES	163,905	155,145	160,500	176,500	176,500
NET INCOME (LOSS)	(24,081)	167,639	(40,500)	(18,500)	(18,500)

MEMBERSHIP COUNT 1992-2002



MEMBERSHIP BREAKDOWN 2001/2002





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