

Professional Development



Seminar Guide
2016-2017

HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com



your journey to *prosperity* begins here

Ask yourself
if what you're doing today
is getting you closer to
WHERE YOU WANT TO BE TOMORROW

Your journey to prosperity begins here...

CERTIFICATION • CONFERENCES • EVENTS
NETWORKING • PEER-TO-PEER
PROFESSIONAL DEVELOPMENT SEMINARS • SYMPOSIUMS
PLUS SO MUCH MORE!



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CERTIFICATION PROGRAMS AND AFFILIATED ASSOCIATIONS

See page 31 and 32 for details on these programs.

CHT

Certified Retail Horticulturist

For more information visit
horttrades.com/certified



IPM

Integrated Pest Management

For more information visit
ipmcouncilcanada.org



CLD

Certified Landscape Designer

For more information visit
horttrades.com/certified



ISA

International Society of Arboriculture

For more information visit isaontario.com



CLM

Certified Landscape Manager

For more information visit
horttrades.com/certified



NALP

National Association

Landscape Professional

For more information visit landscapeprofessionals.org



CLT

Certified Landscape Technician

For more information visit
horttrades.com/certified



RED SEAL

Red Seal

For more information visit red-seal.ca



GRP

Green Roofs Healthy Cities

For more information visit greenroofs.org



SIMA

Snow Ice

Management Association

For more information visit sima.org



IA

Irrigation Association

For more information visit irrigation.org



WSIP

Water Smart Irrigation Program

For more information visit horttrades.com/WSIP



ICPI

Interlocking Concrete,
Pavers Institute

For more information visit icpi.org



SEMINARS

ARBORICULTURE, TREES, SHRUBS AND WOODY PLANTS

An Introduction to Soil and Tree Below the Ground

CLT CLD ISA



Approximately 40% of a tree's biomass is below ground, as a vast network of roots. Because roots are out of sight, their care and protection are often overlooked, resulting in poor performance. Understanding how roots grow and function is an essential part of any comprehensive maintenance program.

This seminar will cover:

- Basics of tree biology
- Root growth and soil science
- Importance of healthy soil and proper nutrient cycling
- How to assess soil conditions to improve soil health
- How to help protect tree roots during construction
- Routine maintenance

Participants are encouraged to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, along with property managers, groundskeepers and arborists, should attend.

LA005 (Milton)

Date: Tuesday, March 7, 2017

Instructor: Todd Irvine, MFC, MA, ISA Certified Arborist

Maximum: 25 participants



Consider continuing with LA001 Planting and Maintenance Practices for Trees and Shrubs



Attendee testimonials:

- Covered everything I hoped and beyond. Lots of great takeaways from this seminar I will be recommending to other staff.
- This seminar was really fantastic. I have taken many soil courses; however I learnt a lot of new material today.

Woody Plants: Their Appeal and Uses in the Landscape

CLT CLD CHT ISA



This seminar presents an in-depth look at a large variety of trees, shrubs and evergreens in the landscape. Covering the characteristics of native versus non, plant installation for suitability, maintaining and pruning techniques, challenges to choosing the right plant for difficult situations such as salt exposure, clay or sandy soil, seasonal flooding or dry conditions. There's *always* a right plant for the place and this seminar is for those with a desire to know more about woody plants

or are looking for more confidence when recommending them to their customers. Participants are urged to bring their questions.

LP001 (Milton)

Date: Thursday, March 9, 2017

Instructor: Sean James, Fern Ridge Landscaping

Maximum: 25 participants



Consider continuing with TM006 IPM in the Woody Landscape



Attendee testimonials:

- Wow! So much info, very interesting, great speaker!! Fantastic!!

Planting and Maintenance Practices for Trees and Shrubs

CLT CLD CHT ISA



Don't waste time and money planting incorrectly. This seminar explores how to maintain trees and shrubs so they perform well in difficult urban settings. An introduction to tree and shrub biology is followed by a discussion of main stresses, including drought, construction damage and lack of nutrients. Participants will learn how to assess a planting site and the proper techniques for plant selection and placement.

This seminar also covers the basics of proactive tree and shrub care, including mulching, watering, soil enrichment, staking and formative pruning. Participants are encouraged to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, along with property managers, groundskeepers and arborists should consider attending.

NOTE: Participants should consider attending LA005 An Introduction to Soil and Trees below the Ground prior unless they already have an understanding of tree biology and soils.

LA001 (Milton)

Date: Tuesday, March 14, 2017

Instructor: Todd Irvine MFC, MA, ISA Certified Arborist

Maximum: 25 participants



NEW - LA001 - OT (Ottawa)

Location: Hockey Eastern Ontario 813 Shefford Rd. Gloucester for directions only call 613-224-7686

Date: Friday, March 3, 2017

Instructor: Todd Irvine MFC, MA, ISA Certified Arborist

Maximum: 25 participants

Introduction to Tree and Shrub Pruning

CLT CHT ISA



Pruning is among the most effective method for landscape professionals to improve the form, growth and health of trees and shrubs. This seminar is for anyone who will be pruning, and includes classroom and outdoor hands-on instruction to develop skill and confidence in pruning basics. Participants learn the what, where, why and how of successful pruning for trees and shrubs. The seminar focuses on pruning of young trees and shrubs to develop good structure, aesthetics and health.

Hands-on instruction: Participants should dress for the weather, and bring PPE (personal protection equipment): gloves, CSA-approved footwear, eyewear, etc., and hand secateurs, for outdoor instruction.

LA003 (Milton)

Date: Thursday, March 23, 2017

Instructor: Drew Christie, Maple Hill Tree

Maximum: 15 participants



BUSINESS DEVELOPMENT

Prosperity Partners Program

CLM

This program is intended to help green industry members clarify their strengths, and identify the components of their businesses that need attention and improvements with tools to create their own action plan. Participants learn how to think differently about their business, and learn a whole new way of planning for future success.

NOTE: For details on when and where programs will be presented see, horttrades.com/prosperity-partnership-initiative

NEW

Mental Health First Aid (MHFA)

Just as First Aid is administered to an injured person before medical treatment can be obtained, Mental Health First Aid (MHFA) needs to be provided until appropriate treatment is found or until a crisis is resolved.

Developed by the Mental Health Commission of Canada (MHCC) to improve mental health literacy and provide the skills and knowledge to help people better manage potential or developing mental health problems in themselves, a family member, a friend or a colleague. This seminar is facilitated by a trained and certified Mental Health First Aid - Workplace Safety and Prevention Services instructor.

Topics include:

- What is mental health and mental illness?
- Signs and symptoms of common mental health problems
- A basic model to provide mental health first aid
- Information about effective interventions and treatments
- How to access professional help

Upon completion participants will be able to:

- Recognize the signs and symptoms of mental health problems
- Provide initial help
- Guide a person towards appropriate professional help

LS032 (Milton)

Dates: Monday -Tuesday, November 14-15, 2016

Instructor: Krista Schmid, WSPS representative

Maximum: 10 participants

LO Member: \$495.00 (plus HST)

Potential Member: \$535.00 (plus HST)



Fundamentals of a Well Planned Succession

CLM

This seminar provides a basic understanding of the fundamentals involved in a well planned succession plan and how it can lead to a better transition from one proprietor to the next.

The seminar will touch on:

- Basic ways of transferring a business within family, senior management or third-party purchasers
- Partnership agreements and what the best agreements must contain
- Analyzing the next generations or senior managements (purchasers) capabilities
- Applicable to non-family member transfers— identify potential conflict among family members and all of the soft skills required to guide families through this often turbulent life cycle.

Case studies will be discussed and participants will be invited to include their own personal experiences leading to a spirited discussion. There will be high-level discussion around best practices for tax planning, and methods to fund succession. Attendees will leave with a much clearer understanding of their own family dynamics as it relates to the business and how it overlaps with the personal side of the family, too. We will analyze how those family members NOT in the business will be included in the discussion and contribute to greater success in the business. Further discussion on NON-family transfers will be welcome.

NOTE: This will not be a financial seminar but will focus on the “on ramp” portion of how effective succession is addressed, often revolving around the more difficult discussions



LBM068 (Milton)

Date: Tuesday, November 22, 2016

Instructor: Phil Kriszenfeld, Transitions Mediation and Consulting Group

Maximum: 12 participants



Attendee Testimonials:

- Phil gave us the tools to explore many more options than we thought possible

Interested in attending a “Prep seminar” to support completion of a Certification or Apprenticeship exam?

LET US KNOW (kathym@landscapeontario.com) and we'll keep you informed of any upcoming seminars in your area!

NEW

Attract, Identify and Hire New Employees

CLM

As a business owner or hiring manager, have you been disappointed with:

- A lack of applicants to even consider hiring?
- People who say they have skills, but don't?
- Difficulty in conducting effective interviews to help you hire better?
- Predicting whether a person will work well with your current team?

Finding qualified staff is work ... but not impossible, if you have the right system in place.

This seminar is for those who do the hiring and want to learn the "science of hiring" quality staff! Andrew will share a proven recruiting system that has helped more than 40 landscapers and nurseries hire the right people to grow their business.

LBM104 (Milton)

Date: Friday, December 2, 2016

Instructor: Andrew Wall, Sandler Training

(LO Preferred Coach/Consultant)

Maximum: 15 Participants

LEADERSHIP



Consider continuing with LBM105 Close More Deals and Grow your Sales

NEW

Develop Success through 'REAL' Awareness

CLM

A seminar for those with a leadership role in their company. Certified coach, trainer and speaker with the John Maxwell Group, Mark will help participants learn how to achieve success through a solid plan, with purpose into both their professional and private lives... 'Build to Become Better Leaders.'

Through industry case studies and a supplied resource workbook, Mark will cover the importance of the four "REAL" elements to success as they apply to business and personal success: **R**elationships, recognizing skill sets and **E**quipping those to grow your vision from "me" to "we", the right **A**ttitude to promote this environment and the **L**eadership it takes to gain effectiveness from those around you.

After an informative day, participants will leave with the skills they need to gain business and personal success, with the goal to enforce the fact that when you are a success, you attract the best employees and customers.

LBM108-0T (Ottawa)

Location: Hockey Eastern Ontario

813 Shefford Rd., Gloucester

For directions only, call 613-224-7686

Date: Thursday, January 26, 2017

Time: 9:00 a.m. – 4:00 p.m.

Instructor: Mark Nesbitt, Training and Consulting Mark Nesbitt

Maximum: 25 Participants

LEADERSHIP



Your Company's Pulse: Use your Balance Sheet to Determine its Beat

CLM

From one of the industry's leading firms; Nathan will speak first-hand on how he approached learning his company numbers, and improved his relationship with his financial lender!

Benefit to attending:

- More financial control of your company
- Clearer understanding of your balance sheet
- Knowing which ratios to focus on to improve financial health
- Learn how to be confident with meeting your banker

Important: Participants will need to bring their financial statements from the last three years to maximize the value of this seminar.

Attendees will come away knowing how to view their business, know their financial pulse before their banker does, strategies to manage a positive cash flow, how to improve their net worth, when to buy, lease or rent equipment and how much cash flow should be left in their business. A jam-packed day you won't want to miss.

This seminar is for owners and managers of both new and established maintenance, construction, irrigation and snow management firms.

LBM086 (Milton)

Date: Tuesday, January 31, 2017

Instructor: Nathan Helder, Gelderman Landscape Services

Maximum: 15 participants

FINANCIAL HEALTH



Attendee Testimonials:

- Nathan was excellent at explaining a course that is very beneficial to everyone, but not 'sexy'
- The course is one of the best business courses to understand financials better

No More Guessing: Build a Better Landscape Business

CLM

A two-day seminar that will bring serious stimulus to your landscape business. Owners of a top-100 Landscape Company open the hood on operations and explain the systems that got them to the top. Bring your numbers (all financials are kept confidential) and learn the simple systems proven to build more efficient, productive landscape companies. It couldn't be easier. In just two days, you'll create real planning and estimating systems for your company, ready to be used the very next day.

Day 1: Supercharge Your Business

In just six hours, they'll show you how easy it is to build a profitable operating budget, customized for your business. Each attendee uses his own company numbers to customize a plan for sales, wages, equipment and overhead spending. The results, sales goals, overhead plans, and an overhead recovery system all designed to ensure your business earns a fair profit.

Day 2: Supercharge Your Staff

Using your own plan for profit, you'll calculate exactly what your company needs to charge for labour, equipment, and materials to ensure every job is priced for profit. You'll create real systems for your company that ensure consistent, profitable and trainable results.



case studies will be used. Review of the “prompt-payment” legislation which is currently considered by the Ontario government as a means to ensure that trades and suppliers get paid, without delay, will also be covered.

In the afternoon the instructor will discuss recent and very important developments in contract and insurance law. In this regard, our courts have made recent decisions dealing with employment contracts, notice requirements for claims, claim processes and the scope of insurance coverage provided to most contractors. Understanding these new developments is important for anyone responsible for risk management in their company.

NOTE: This is an interactive seminar geared towards supervisors, human resource professionals and upper management. Participants are invited to email questions to kathym@landscapeontario.com so the instructor can have answers prepared for that day.

LG006 (Milton)

Date: Friday, February 10, 2017

Instructor: Robert Kennaley, McLaughlin and Associates Barristers and Solicitors, (LO Preferred Coach/Consultant)

Maximum: 25 participants



NEW

Close More Deals and Grow your Sales

CLM

Owning a landscaping business is tough work and finding and securing customers can be hard...but it's not impossible. If you've been frustrated:

- That you invest a lot of time in drawings and estimating, but you're not closing as many sales as you should?
- Polite people steal your ideas and give the project to the cheaper company to build your plan?
- You have talented work crews not being used to the best of their ability because you haven't sold enough jobs?
- You're not earning enough per project for all your hard work and expertise?

Offering years of sales and green industry experience, Andrew will instruct participants in the science of selling to close more jobs, and explain how selling doesn't have to be difficult.

LBM105 (Milton)

Date: Wednesday, February 15, 2017

Instructor: Andrew Wall, Sandler Training (LO Preferred Coach/Consultant)

Maximum: 15 Participants



Consider continuing with LBM106 Leading Your Team to Succeed

- Estimating - to ensure you're making profit
- Planning Work - how to take the information in your head and put it in the hands of your people
- Keeping Score - how to track and cost jobs to ensure your crews are working for profit
- Motivation - learn to get your staff thinking like owners with simple bonus and wage systems.

Who should attend: Owners, estimators, bookkeepers/financial managers.

REQUIREMENTS: Participants must bring a laptop. Companies who have taken the LMN seminar in previous years are welcome back to create a 2017 budget, but note this seminar will be similar to previous sessions.

NOTE: Any questions regarding this topic, please call the Landscape Management Network at 1-888-347-9864 or golmn.com

Registrations for this seminar are handled through LMN directly. To register go to golmn.com/workshops

Location: Landscape Ontario 7856 5th Line Milton for directions only call 1-800-265-5656

Date: Monday-Tuesday February 6-7 2017 (Lunch Included)

Time: 8:30 a.m. - 4:30 p.m.

Instructor: Representative from LMN

Registration fee see: golmn.com/workshops

Maximum: 50 participants



NEW

Construction Lien Act and the Law of Contracts and Insurance

CLM

During the first part of the day, participants will spend time reviewing the Construction Lien Act, providing a detailed overview of how the Act works, with particular emphasis on the ways the Act applies to the landscape trades/design industries. Practical, relatable examples and



Attendee Testimonials:

- People would walk away from this not only being a better salesperson but a better person —Paul Dumaresq
- Made me want more/realize that I need more

Reducing Turnover and Performance Management

CLM

Good, motivated employees are the heart and soul of most businesses, but the cost of recruiting and training strong talent can be quite significant. How can employers effectively retain and manage talent and reduce turnover? If it is necessary to discipline and/or end an employment relationship, how can it be done with minimal impact to the rest of the team? This seminar will cover a variety of employment and leadership issues, including the following:

The hiring process:

- Finding the right candidate
- Job postings and human rights considerations

The relationship:

- Offer letters and employment contracts
- Independent contractors and employees

Performance management:

- Assessing disciplinary behavior
- Violence and harassment
- Progressive discipline (or not)
- Investigations

Terminations and layoffs:

- Terminations with and without cause
- What a layoff really means
- Common law obligation
- Communicating your decision

NOTE: This is an interactive seminar geared towards supervisors, human resource professionals and upper management and will cover the important issues above and more. Participants are invited to email questions to kathym@landscapeontario.com so the instructor can have answers prepared for that day.

LBM084 (Milton)

Date: Tuesday, February 21, 2017

Instructor: Representative from Sherrard Kuzz LLP
Employment and Labour Lawyers

Maximum: 25 participants



Consider continuing with LBM107 Leadership and Creating a Motivated Workplace



Attendee Testimonials:

- Informative, useful and valuable seminar! So glad I came. Great discussions and legal advice —Shannon Dorman

On-the-Job Training (OJT)

CLM

On the job (OJT), that is where most learning in our industry happens, every day, working side-by-side with a more experienced or knowledgeable person. There is no doubting the skills of the trainer, but how many of these trainers have ever had training on how to train? Participants will actually practice training methods in class, just like the real thing. During both days, participants will review the method, use training models they have prepared and learn from their experience — then put it into action. Workbooks, CD and training tools will be provided.

NOTE: PPE required hardhats, gloves, ear, and eye protection.

Participants should come prepared for outdoor hands-on learning.

LBM057 (Milton)

Date: Tuesday - Wednesday, February 21-22, 2017

Instructor: Brian Clegg, Allweather Landscape Co.

LO Member: \$250 (plus HST)

Potential Member: \$480 (plus HST)

Maximum: 10 participants



Supervisor Responsibilities and Due Diligence

CLM

Understand your legal responsibilities, your role as a leader and the key concept of due diligence. This seminar has been designed to meet and exceed the equivalency guidelines of the Ontario Ministry of Labour's mandatory health and safety awareness program for supervisors.

Topics covered include supervisor duties as defined in the Occupational Health and Safety (OHS) Act, worker rights, supervisors as role models and leaders of health and safety and the definition of a "competent person." Upon completion, you will be able to understand your duties as defined in the Act and how they link with employer and worker duties. This program is directed to new and experienced supervisors who want to develop and improve their understanding and leadership requirements in workplace health and safety.

LS028 (Milton)

Date: Wednesday, March 1, 2017

Time: 9:00 a.m. – 12 noon (Lunch not included)

Instructor: Kristin Hoffman, WSPS

LO Member: \$135 (plus HST)

Potential Member: \$250 (plus HST)

Maximum: 25 participants



LS028-OT (Ottawa)

Location: Hockey Eastern Ontario

813 Shefford Rd. Gloucester

For directions only, call 613-224-7686

Date: Thursday, March 30, 2017

Time: 9:30 a.m. – 12:30 p.m. (Lunch included)

Instructor: Alison Beer, WSPS

LO Member: \$155 (plus HST)

Potential Member: \$270 (plus HST)

Maximum: 25 participants



Consider continuing with LS020 the Effective Supervisor

NEW

Leadership and Creating a Motivated Workplace

CLM

Employee turnover can be expensive and time-consuming. Once good employees are hired, how can employers effectively keep them? This seminar will cover strategies on how to create and lead a motivated and engaged workplace.

- The importance of a motivated workforce
- Maintaining a motivated workforce
- How to create and maintain a motivated workforce
- Leadership training

NOTE: This is an interactive seminar geared towards supervisors, human resource professionals and upper management and will discuss the above important issues and more. Participants are invited to email questions to kathym@landscapeontario.com so the instructor can have answers prepared for that day.

LBM107 (Milton)

Date: Wednesday, March 8, 2017

Time: 9:30 a.m. - 11:30 a.m. (lunch not included)

Instructor: Representative from Sherrard Kuzz LLP

Employment and Labour Lawyers

LO Members: \$38 (plus HST)

Potential Members: \$73 (plus HST)

Maximum: 25 participants



Consider continuing with LG009 Legal Obligations of the Landscape Employer

The Effective Supervisor

CLM ISA

This seminar will consider the day-to-day context in which supervisors perform their roles and bring the concepts to life associated with “organizing the work and its performance,” as referenced in the definition of a competent person. It will go beyond the legal roles and responsibilities of supervisors, and engage participants in identifying real-life challenges and solutions. The seminar will help direct others, factoring in learning styles, generational differences and English as a second language, for example:

- How to orient a new worker
- How to provide feedback or coaching
- How to prepare for, and lead, a meeting
- How to deliver someone else's message

Participants will leave with their own tool kits. Upon completion you will be able to understand the role of the supervisor and be equipped with the knowledge, skills and resources needed to competently carry out your essential role.

This seminar is for anyone with supervisory responsibilities in the workplace who already has awareness of their legal rights, duties and responsibilities and is looking to strengthen their supervisory competence.

Recommended prerequisite: Current supervisory duties/experience or attended LS028, the half-day Supervisor Responsibilities and Due Diligence seminar

LS020 (Milton)

Date: Wednesday - Thursday, March 15–16, 2017

Instructor: Kristin Hoffman, WSPS

LS020-0T (Ottawa)

Location: Hockey Eastern Ontario

813 Shefford Rd., Gloucester

For directions only, call 613-224-7686

Date: Thursday - Friday, April 6-7, 2017

Time: 9:00 a.m. – 4:00 p.m.

Instructor: Alison Beer, WSPS

Details for all locations

LO Member: \$390 (plus HST)

Potential Member: \$650 (plus HST)

Maximum: 25 participants

Legal Obligations of the Landscape Employer

CLM

As an employer, you have a number of legal obligations; some imposed by statute, some by contract and some by the courts. Do you understand your legal obligations as an employer? This seminar will cover a variety of employment issues, including the following:

Understanding the legislation:

- Employment standards act and why employment contracts are important
- Part time vs. full time vs. salaried; is there a difference?
- Vacation time, vacation pay, overtime pay, hours of work and breaks

Ontario human rights code:

- Discrimination and harassment
- Attendance
- Accommodation

Workplace safety and insurance act:

- Premiums
- Reporting
- Claims management

Occupational health and safety act:

- Subcontractor considerations
- Due diligence

Dealing with workplace accidents:

- Reporting
- Ministry of Labour
- Investigation
- Potential charges
- Potential defenses

NOTE: This is an interactive seminar geared towards supervisors, human resource professionals and upper management and will discuss the important issues above and more. Participants are invited to email questions prior to attending so that the instructor can have answers prepared for that day. Questions can be emailed to kathym@landscapeontario.com

LG009 (Milton)

Date: Wednesday, March 15, 2017

Instructor: Representative from Sherrard Kuzz LLP

Employment and Labour Lawyers

Maximum: 25 participants

**OPERATIONAL
EXCELLENCE**



LEADERSHIP



NEW

Leading Your Team to Succeed

CLM

As a business owner, operations manager or supervisor, are you tired of “Winging” leadership?

Studies show that your people are your greatest asset, but what if they are not responding the way you want?

If you want to *Set up Your People to Succeed* then attend this seminar to learn:

- How to create expectations that your staff can deliver
- Develop effective supervisory and training skills to have our people succeed
- Communicate in a manner that your staff will respond to and flourish

Bringing years of successful management and leadership techniques that have already been implemented by many satisfied landscape firms, Andrew will help participants become better bosses.

LBM106 (Milton)

Date: Friday, March 17, 2017

Instructor: Andrew Wall, Sandler Training
(LO Preferred Coach/Consultant)

Maximum: 25 Participants



CERTIFICATION PREP SEMINARS

Certified Landscape Irrigation Auditor Prep Seminar (CLIA)



How can you schedule an irrigation system unless you know what you are watering, and how much water your system delivers? Knowing how to perform an irrigation system assessment and audit will help you create better irrigation programs, plus save lots of water. Participants will learn about the plant/water relationship, soils, scheduling and other related topics.

NOTE: Participants will need to bring an engineer’s scale ruler, mechanical pencil, notebook and calculator.

This seminar will also help prepare you to take the Irrigation Association’s CLIA exam, though it is not a substitute for studying the reference material. **Exam:** For those wishing to write their exam contact the IA at irrigation.org/Certification/CIT/CIT.aspx at least 30 days prior to the exam. **Exam location:** See horttrades.com/irrigation-exam-location

Workbook: Participants must also purchase a workbook from irrigation.org, review prior and bring to the seminar.

Recommended prerequisites: seminars LI003, LI015, LI007, LI023 or field system installation, maintenance experience

LI012 (Milton)

Date: Wednesday – Thursday, February 8-9, 2017

Instructor: Matt Sandink, CIC, CLIA, CWCM-L

LO Member: \$250 (plus HST)

Potential Member: \$480 (plus HST)

Maximum: 25 participants



Certified Irrigation Technician Prep Seminar (CIT)



The Irrigation Association’s (IA) CIT certification program is the industry’s minimum prerequisite training seminar for irrigators. The two-day CIT prep seminar focuses on hands-on work, while preparing you to sit for the written exam. Participants should be proficient irrigation installers or service staffers who wish to prepare for new responsibilities, projects or employment opportunities. Begin your path to certification as a professional irrigator today and reap the benefits. The CIT program is based on a comprehensive job analysis to identify the knowledge, skills and abilities needed to succeed as an irrigation technician.

NOTE: Throughout the two days, you may be asked to complete hands-on work, so please dress accordingly. **Workbook:** Participants must also purchase a workbook from irrigation.org, review prior and bring to the seminar. **Exam:** For those wishing to write their exam contact the IA at irrigation.org/Certification/CIT/CIT.aspx at least 30 days prior to the exam.

Exam location: See horttrades.com/irrigation-exam-location

LI010 (Milton)

Date: Monday-Tuesday, April 3-4, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP
LO Member: \$250 (plus HST)

Potential Member: \$480 (plus HST)

Maximum: 25 participants



ENVIRONMENT

Organic Land Care: The Evolution of Urban Horticulture IPM

Living Green Infrastructure (LGI) and Low Impact Development (LID) are bringing new constraints and opportunities to landscape professionals. There is a need for new approaches and tools to address the demands for ecologically sensitive and sustainable land care solutions. The public is also starting to realize the importance and value of living green in our urban spaces, bringing a new need for horticulture solutions that are just plain work. This course provides experienced landscape professionals with the know-how to support plant health in an environmentally responsible way, through creating and maintaining healthy living soils. As well, this course meets the education requirement for the Accredited Organic Land Care Practitioner credential and includes the qualifying exam on the last day.

NOTE: This seminar prepares you to write the Canadian SOUL (Society for Organic Urban Land Care) accreditation exam.

EN009 (Milton)

Five-day seminar:

Dates: Tuesday-Wednesday, March 21-22,
March 28-29 and Tuesday, April 4, 2017

Instructor: Chris Morrison, Maple Hill Tree Services

LO Member: \$725 (plus HST)

Potential Member: \$795 (plus HST)

Maximum: 15 participants

**IPM
3 CECs
awarded**





EQUIPMENT HANDLING

Skid Steer Certification Training CLT

A seminar for employers who want to ensure due diligence and for individuals who want to learn how to operate a skid steer safely and correctly. Instruction will include basic operator safety, inspection, and equipment features in accordance with applicable OSHA and regulations and equipment manufacturers' guidance. Each participant will undergo classroom evaluation in a simulated jobsite environment.

NOTE: It is the responsibility of the operator, even after completing the training, to review the specific device they will be operating.

PPE needed: Work boots and hearing protection are mandatory for this seminar.

NOTE: Participants will receive training certificates upon seminar completion.

LS003 (Etobicoke)

Location: Hertz-Matthews,
35 Claireville Dr., Etobicoke
For directions only, call 416-679-4173

Same seminar, three dates offered:

- A) Tuesday, March 21, 2017
- B) Tuesday, March 28, 2017
- C) Tuesday, April 4, 2017



LS003-DU (Oshawa)

Location: Hertz-Matthews,
411 Bloor St. West, Oshawa
For directions only, call 905-404-8411
Date: Wednesday, March 15, 2017

NEW - LS003-GH (Hamilton)

Location: Hertz-Matthews, 2418 Barton St. East, Hamilton
For directions only, call 905-545-2233
Date: Wednesday, March 22, 2017

Details for above locations

Instructor: Bruce Hannah, Hertz-Matthews
Time: 9:00 a.m. – 2:00 p.m. (approx.) (Lunch not included)
LO Member: \$150 (plus HST)
Potential Member: \$265 (plus HST)
Maximum: 10 participants

LS003-LN (Thamesford)

Location: Huron Tractor,
37 Elgin Rd., Thamesford
For directions only, call 519-285-3845
Date: Thursday, March 30, 2017
Time: 9:00 a.m. – 2:00 p.m. (approx.) (Lunch not included)
Instructor: Representative from Martin's Lift Truck Service
LO Member: \$125 (plus HST)
Potential Member: \$240 (plus HST)
Maximum: 10 participants

Compact Excavator Safe Operator Training

For employers who want to ensure due diligence. This seminar covers the fundamentals of daily maintenance, machine controls, safe operating practices/techniques and legal considerations for compact excavators found on many job-sites. In addition to class time, participants will be given the opportunity to operate and demonstrate proficiency on a compact excavator in a simulated job-site environment.

NOTE: It is the responsibility of the operator, even after completing the seminar, to review the specific device they will be operating.

PPE needed: Work boots, hearing protection and hard hat are mandatory for this seminar.

NOTE: Participants will receive training certificates upon seminar completion.

LE004 (Etobicoke)

Location: Hertz-Matthews,
35 Claireville Dr., Etobicoke

For directions only, call 416-679-4173

Same seminar, two dates offered:

A) Monday, March 27, 2017

B) Monday, April 3, 2017

LE004-DU (Oshawa)

Location: Hertz-Matthews,
411 Bloor St. West, Oshawa

For directions only, call 905-404-8411

Date: Thursday, March 16, 2017

LE004-LN (London)

Location: Hertz-Matthews
26 Royce Cr., London

For directions only, call 519-649-7014

Date: Friday, March 31, 2017

NEW - LE004-GH (Hamilton)

Location: Hertz-Matthews, 2418 Barton St., East Hamilton

For directions only, call 905-545-2233

Date: Wednesday, April 5, 2017

Details for all locations

Instructor: Bruce Hannah, Hertz-Matthews

Time: 9:00 a.m. – 2:00 p.m. (approx.)

(Lunch not included)

LO Member: \$150 (plus HST)

Potential Member: \$265 (plus HST)

Maximum: 10 participants



Chainsaw Training

CLT

To ensure the safety of landscapers using chainsaws, the MOL requires training on safe chainsaw operation by a competent instructor, this seminar satisfies that requirement. During day one participants will cover chainsaw maintenance and guidelines for safe operation. Day two will be hands-on learning, working on techniques and safe operation while cutting trees. **Each participant will need:** a chainsaw with chain brake in good mechanical order, CSA-approved work boots, chaps, with 3,400 chain threshold speed stop and up, CSA class D hardhat in good condition, hearing protectors, eye and face protection, safety gloves or mitts, plastic or aluminum felling wedge, flat file and depth gauge tool, rounded file and holder (properly sized), chainsaw wrench and screwdriver, brush for cleaning, fuel in approved container and chain oil. **Lunch not included** at Chapter locations or day two in Milton.

LS004-KW (Elmira)

Location: Allgreen Tree Service,
155 Union St., Elmira

For directions only, call 519-669-0857

Date: Monday-Tuesday, November 7-8, 2016

Instructor: Mike Hayes, Allgreen Tree Services

LS004-LN (London)

Location: Fanshawe College, London Campus,
1460 Oxford St., London

For directions only, call 519-452-4430

Date: Saturday-Sunday, March 18-19, 2017

Instructor: Rick Mackinnon, Rick Mackinnon Horticultural Services

Details for Elmira and London

Time: 9:00 a.m. – 4:00 p.m. both days

LO Member: \$250 (plus HST)

Potential Member: \$480 (plus HST)

Maximum: 10 participants

LS004 (Milton)

Same seminar, three dates offered:

A) Wednesday-Thursday, March 29-30, 2017

B) Monday-Tuesday, April 3-4, 2017

C) Wednesday-Thursday, April 5-6, 2017

Instructors: Christian Dube, From Roots to Shoots Tree Care and Kyle Paton, Davey Trees

Details for Milton

Time: Day 1 9:00 a.m. - 3:30 p.m. (Lunch included)

Day 2 9:00 a.m. - noon (approx.) (Lunch not included)

LO Member: \$188 (plus HST)

Potential Member: \$360 (plus HST)

Maximum: 10 participants



WATER SMART IRRIGATION PROFESSIONAL (WSIP) CERTIFICATION PROGRAM

Water Efficient Irrigation Training for Contractors

The Water Smart Irrigation Professional (WSIP) Certification Program provides contractors with the tools and knowledge to promote water efficient irrigation practices to their clients. Contractors who provide irrigation services to Industrial, Commercial or Institutional, Residential and Multi-residential clients located within Peel, York Regions and/or City of Hamilton and have their CLIA certification are encouraged to apply.

As a WSIP-certified contractor you will:

- Create new business opportunities by providing a marketable service during slower periods
- Gain access to an Irrigation Audit Data Management Resource to aid in irrigation system assessments
- Have access to municipal rebate programs
- Receive municipal recognition and promotion
- Be recognized as a leader in your field

Space in the 2017 WSIP training program is limited. Interested candidates will be asked to demonstrate their interest by application: horttrades.com/WSIP-application-page

WSIP training will include:

- Theoretical review of water efficiency techniques and technologies for irrigation systems
- Hands-on training using an Irrigation Audit Data Management Resource to conduct irrigation assessments
- In-field irrigation training and assessment

To learn more about the WSIP Certification program and how you can become certified, please visit our website at horttrades.com/WSIP or contact the program manager at wsip@landscapeontario.com



IRRIGATION

Attendee testimonials:

- Lorne is a wealth of knowledge and very informative —Chris Urquhart, Green Unlimited
- A valuable experience for all skill levels —Liam Pritchard

ABCs of Irrigation

CLT

This hands-on seminar provides an introduction to irrigation systems for landscape applications. Emphasis is placed on irrigation components, what they look like, how they work and how parts go together to create a system. This seminar is a good foundation for all the irrigation seminars. After attending this seminar, you'll know about low volume components and their water-efficient uses, irrigation controllers and their Smart ET water management capabilities. New employees and those who want to learn about irrigation and irrigation products will benefit from this seminar.

LI003 (Milton)

Date: Monday, March 20, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants



Fundamentals of Irrigation Design

CID

An introductory hands-on seminar for those who want to learn how to design an irrigation system with water efficiency in mind. Spray and rotor sprinkler head layout techniques will be taught. This seminar is an excellent introductory class for residential and commercial contractors. You will leave knowing about irrigation design fundamentals, how to create a simple irrigation system design, spray and rotor sprinkler head layout techniques and how to design an efficient system. You will need an engineer's scale ruler, mechanical pencil and calculator for this seminar.

Recommended prerequisites: seminar LI003 or a good irrigation background in this area

LI015 (Milton)

Date: Tuesday, March 21, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants





Installation Steps and Practices CIC



An irrigation project has been designed and you are installing the job. How do you plan the installation, and what steps are involved in using correct practices? What equipment, tools, products and accessories are needed? What are some of the basic installation tips in approaching the project? What work order is most efficient and which records should be kept? This seminar is ideal for those inexperienced in irrigation field installation.

After attending participants will know:

- How to approach irrigation installation and the steps to ensure a smooth installation
- Hands-on experience with PVC and poly pipe
- Working with irrigation equipment, tools, products and accessories to create a working system.

NOTE: Bring along your PVC and poly hand tools if you have them. Dress for outside learning; required PPE includes CSA foot and eyewear

Recommended prerequisites: seminars LI003, LI015 or a good irrigation background in this area

LI005 (Milton)

Date: Wednesday, March 22, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants



Controllers, Sensors and Scheduling CLT CIC



What is scheduling, and how do you program a system to deliver the necessary water? What are the controller models on the market and what are their features and benefits? Smart ET controllers will be demonstrated and available to be worked on.

NOTE: a portion of the day may include presentations by some of the industry's leading manufacturers demonstrating the latest developments in controllers.

After attending this seminar you will be comfortable with programming basic schedules on various makes and models of irrigation controllers. This seminar is good for all levels, especially those who want to schedule controllers from many different manufacturers. There will be some hands-on programming.

NOTE: PPE required CSA foot and eyewear.

Recommended prerequisites: seminar LI003 or a good irrigation background

LI007 (Milton)

Date: Thursday, March 23, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants



Irrigation Repair and Troubleshooting

CLT CIC

This seminar is for both new and experienced irrigation personnel covering the most common problems and how to analyze them on the job.

Participants will learn:

- Methods and approaches to solve common problems
- Tools you need in your truck, spare parts and other helpful items
- How to repair or replace a component that is malfunctioning
- How to troubleshoot an irrigation system from the controller
- How to test power sources: power wires, field wires, solenoids and batteries
- What resistance readings can tell you about the health of the irrigation system
- How to locate buried wires to find hidden valves

This seminar will allow you or your staff to become more efficient when it comes to troubleshooting AC and DC power sources.

NOTE: Bring along your multimeter for wiring testing.

Recommended prerequisites: seminars LI003, LI015 or a good irrigation background

LI006 (Milton)

Date: Friday, March 24, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants



Low Volume Irrigation Design and Installation

CID CIC

Learn what is involved in designing a professional low volume irrigation system. You will learn about basic irrigation design principles, hydraulics, velocity, pressure and component layout. Design work will discuss the incorporation of point-source emitter watering for sparse plantings, landscape drip line for subsurface and on-surface applications for watering mass plantings, deep root watering systems for trees and shrubs, plus more traditional microspray and micro bubbler watering methods.

NOTE: Participants should bring a calculator, engineering scale ruler, design guides, pencils, and any other design tools to this hands-on seminar.

Recommended prerequisites: seminars LI003, LI015 or a good irrigation background

LI023 (Milton)

Date: Monday, March 27, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants



Irrigation Boot Camp

This fast-paced seminar is for those who have attended LI003 or have a firm understanding of irrigation components. Covering the main irrigation components that make up a water-efficient automatic landscape irrigation system.

Topics to be covered include: drip emitters, landscape dripline, drip zone kits, dirty water valves, mainline tubing, lateral line tubing, Smart ET controllers and sensors. Continuing with more about the parts and how they come together to form an efficient irrigation system. Through hands-on learning you will come away knowing how to build a system.

NOTE: Participants will also get the opportunity to write a one-hour assessment at the end of day two to help establish their personal competence level.

NOTE: Participants are also required to bring personal protection equipment (PPE), including hand, ear and eye protection and CSA work boots as they may be required during this seminar.

LI026 (Milton)

Date: Wednesday-Thursday, March 29-30, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

LO Member: \$250 (plus HST)

Potential Member: \$480 (plus HST)

Maximum: 25 participants



Sports Field Irrigation

You're tasked with opening, repairing, setting, scheduling and managing a sports field. However, you are not really comfortable with these types of irrigation systems. Mainlines are larger...so are lateral lines. You are working with higher pressurized water pumps, pump start relays, and more sophisticated irrigation control and sensor systems. The seminar will discuss general sports field irrigation products from the water and power source to pipes, fittings, swing arms, sprinkler heads, valves, quick couplers, sensors and design. Problems that can arise and solutions to these problems will be discussed and practiced with hands-on work, (PPE required, CSA foot and eyewear). Participants will walk away confident they can safely manage a sports field irrigation system, and schedule it with water conservation in mind.

Recommended prerequisites: seminars LI003, LI015 or a good irrigation background

LI027 (Milton)

Date: Friday, March 31, 2017

Instructor: Lorne Haveruk, CLWM, CID, CIC, CLIA, WCP

Maximum: 25 participants



Certification prep seminars and WSIP program details can be found on pages 10 and 13



INTEGRATED PEST MANAGEMENT (IPM) AND LAWN CARE

Turf Management: A Holistic Approach

CLT ISA IPM

Benefitting new employees and those with limited turf management industry experience, this seminar will discuss basic turfgrass biology and key physiological processes, such as photosynthesis, respiration and transpiration. The instructor will go over selecting appropriate turfgrass species; mowing and optimum mowing height; thatch and compaction management (e.g. coring, spiking, topdressing and dethatching) along with plant nutrition and irrigation management.

TM011 (Milton)

Date: Monday, March 13, 2017
Instructor: Derrick Hawley P. Ag.
Maximum: 25 participants

IPM
5.67 CECs
awarded



New Age Weed and Pest Control in Turf

ISA IPM

Weed and pest control continues to present challenges for turf managers. Turfgrass seed has taken on a new look, particularly in the area of water requirements. This seminar covers turf weed control options, non-selectives, insect control, as well as emerging trends in grass seed selection and pest control products. Participants will get up-to-speed on how best to deal with challenging turf conditions, and the economic impact of these choices. Seminar is ideal for owners or staff of lawn care and maintenance firms, or parks departments.

TM008 (Milton)

Date: Friday, March 17, 2017
Time: 9:00 a.m. – 12:00 noon
(Lunch not included)

Instructor: Ken Pavely, Lawn Life Natural Turf Products
LO Member: \$62 (plus HST)
Potential Member: \$120 (plus HST)
Maximum: 25 participants

IPM
2.27 CECs
awarded



Maintaining Turf on Treed Properties

CLT ISA IPM

During this seminar, participants will examine cultural practices for maintaining strong healthy turf on treed sites, and review development of a balanced soil fertility program through proper soil analysis and application techniques. Time will also be spent examining the biological and cultural pest control techniques permitted for use under current pesticide legislation. A seminar ideal for lawn care and maintenance firms, parks departments or for those required to develop or implement turf management operations on sites with sunlight to significant tree coverage/shade areas.

TM010 (Milton)

Date: Monday, March 27, 2017
Instructor: Steve Mann,
SJM Arboricultural Consulting
Maximum: 25 participants

IPM
5.67 CECs
awarded



IPM in the Woody Landscape

CLT CHT ISA IPM

For arborists, landscape, parks and garden maintenance workers and garden centre employees who want to know more about pest management. This well-received seminar will cover the most common diseases, insects and mites that affect trees and shrubs in Ontario. It will train you to look for harmful pests, and how to identify environmental and physiological disorders that are often the underlying cause. This seminar includes in-depth knowledge on pest identification, with emphasis on early detection and the timing for best results to keep woody plants healthy. Feel free to bring your pest problems to this seminar. You will leave with answers, better problem solving skills and so much more.

TM006 (Milton)

Date: Tuesday, March 28, 2017
Instructor: Jennifer Llewellyn,
OMAFRA
LO Member: \$135 (plus HST)
Potential Member: \$250 (plus HST)
Maximum: 40 participants

IPM
5.67 CECs
awarded



LANDSCAPE CONSTRUCTION AND INSTALLATION

NEW

Green Roof Design and Installation

CLT ISA GRP

Green Roof Design and Installation provides attendees with detailed information on green roof system types and components. The first in a three part series participants will get the latest information on green roof benefits, technical standards, products innovations and design and installation best practices.

Participants will learn how to:

- Design a green roof to meet multiple client objectives
- Conduct cost-benefit analyses and make business cases for green roofs
- Develop a project budget
- Determine essential qualifications for project teams
- Write and interpret green roof specifications
- Navigate warranty and liability issues

...and much more!

NOTE: Attendees will receive a 320-page reference manual

EN012 (Milton)

Date: Tuesday, December 6, 2016
Time: 9:00 a.m. – 3:30 p.m.

CLT
7.5 CECs
awarded

NEW - EN012-OT (Ottawa)

Location: Hockey Eastern Ontario 813 Shefford Rd., Gloucester for directions only, call 613-224-7686
Date: Wednesday, February 1, 2017
Time: 9:00 a.m. – 4:00 p.m.



Details for all locations

Instructor: Representative from Green Roofs for Healthy Cities
LO Member: \$449.00 (plus HST)
Potential Member: \$499.00 (plus HST)
Maximum: 12 participants



Monday, March 6, 2017

E) 9:00 a.m. – noon

F) 1:00 p.m. – 4:00 p.m.

Instructor: Dave Wulff, GM of Vivax Canada Inc.

LO/ORCGA Member: \$90.00 (plus HST)

Potential Member: \$130.00 (plus HST)

Maximum: 15 participants



Consider continuing with LBM096 Permits and their Impact on Landscaping

NEW

Advanced Stone Masonry



A seminar for the landscape construction pro with stone masonry experience; take your masonry arts to the next level by participating in this advanced seminar. Attendees get first-hand learning and exposure to the best practices of the trade, while learning how to build outdoor benches, barbecue structures, and wood-burning fire pits using concrete block and natural stone. Advance your skills and your business through this three-day experience. **Participants are required to bring** personal protective equipment including work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

Prerequisite: Participants must have experience in stone masonry before attending.

LC027 (Milton)

Dates: Monday-Wednesday, January 23-25, 2017

Instructor: Bradley Repchull,

Silver Stone Landscape Construction

LO Member: \$525 (plus HST)

Potential Member: \$750 (plus HST)

Maximum: 12 participants



NEW

Landscaper Back Yard Locate Training Program

Any digging in Ontario, by law, requires a call to ON1CALL to request utility locates for that property. This request will give you locates from the street into the utility meter (gas, power) or where it enters the building (telecom) within five working days. But what about the back or side yards where private lines are routinely installed – gas or electric swimming pool heaters, barbecues, propane feed lines, power cables and the rest? Hitting these lines costs money and can result in damages, serious injury or worse. These locates are the owners and contractors responsibility.

This three-hour seminar trains excavating contractors in locating utilities so you can do your own back yard locates and save the cost of a private locate, which varies between \$200-\$300 per property. There is a practical component to this seminar, so participants should dress for outdoor weather. Special ORCGA offers will be available to those in attendance. Have questions regarding ON1CALL? See on1call.com.

Lunch not included

LC060 (Milton)

Same seminar, offered six times over three dates:

Friday, December 16, 2016

A) 9:00 a.m. – noon

B) 1:00 p.m. – 4:00 p.m.

Monday, February 6, 2017

C) 9:00 a.m. – noon

D) 1:00 p.m. – 4:00 p.m.



Getting Started in Concrete



Are you thinking about expanding your projects to include concrete work? Are you subcontracting concrete work now but would like to do it yourself? Or have you done some projects, and want to fill in the gaps in your knowledge? In this seminar we cover all the basic principles and practices of forming, reinforcing, ordering, mixing, pouring, finishing and curing concrete, to allow you to pour a slab on grade with confidence. This is a combined classroom and hands-on seminar.

Participants are required to bring personal protective equipment including work boots for concrete work, gloves, eye and hearing protection, dust mask appropriate for concrete, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC011 (Milton)

Date: Thursday, January 26, 2017

Instructor: Al Trimbel, Aurora Landscape

LO Member: \$175 (plus HST)

Potential Member: \$250 (plus HST)

Maximum: 15 participants





Paving Your Way to Perfect Interlock

CLT

This hands-on seminar is geared toward individuals looking to develop or improve the practical skills of paving stone installation. The seminar will spend half the day on interlocking stone installation and the other half on constructing steps using pre-cast walling systems. Participants will build stairs, install interlocking stone and become familiar with installation techniques using a variety of base materials. **Participants are required to bring** personal protective equipment including work boots, gloves, eye and hearing protection, dust mask etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC014 (Milton)

Date: Monday, January 30, 2017
 Instructor: Ryan Heath CLP, CLT-H,
 Royal Stone Landscaping and Design
 LO Member: \$175 (plus HST)
 Potential Member: \$250 (plus HST)
 Maximum: 15 participants



Precast Retaining Walls from the Ground Up

Learn all there is to know about building retaining walls in this two-day seminar. Participants will explore why walls fail, proper construction techniques and selecting the walling system to meet your project and permit requirements. The importance of soil structure, drainage, surcharge loads, granular backfill, base preparation, selection and use of geo-grids, filter blankets, and proper compaction will be discussed in detail. Participants will build steps, walls and pillars using various precast retaining wall products. Participants will also construct a concrete block wall and face it with natural stone ledge rock. The wall will be capped with hand chiseled coping. Participants will leave with a sound understanding of how to build retaining walls. **Participants are required to bring** personal protective equipment including work boots, gloves, eye and hearing protection, dust mask, etc., bring along a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC040 (Milton)

Date: Tuesday-Wednesday, January 31-February 1, 2017
 Instructor: Ryan Heath CLP, CLT-H,
 Royal Stone Landscaping and Design
 LO Member: \$350 (plus HST)
 Potential Member: \$500 (plus HST)
 Maximum: 15 participants



Attendee Testimonials:

- Lots of great info and tips of the trade —Chris Sager
- Ryan was knowledgeable and friendly, good seminar

Practical Basic Calculations for the Landscape Contractor



CLT CLD

Today, both landscape contractors and designers need math skills for business success and profitability. Miscalculations of materials, labour and other construction costs can result in major problems that can damage a business's bottom line and lead to litigation and bankruptcy. This seminar covers the fundamentals on a variety of calculation methods and factors, in both measurement systems typically used in the industry, for determining construction costs. Also, slope/gradient/elevation calculations and methodology are reviewed. This is a hands-on seminar, please bring blank paper, a calculator and both architect's and metric scale rulers.

LD013 (Milton)

Date: Wednesday, February 1, 2017

Instructor: Sabrina Goettler, Oriole Landscaping

Maximum: 25 participants



Flagstone Fundamentals



This seminar is designed for individuals that wish to learn and practice the skills of working with flagstone. Topics include dry and wet laid installation techniques, stone selection and relationship to design, as well as proper base preparation and finishing techniques. Learn the knowledge and skills necessary to complete a flagstone project professionally. **Participants are required to bring** personal protective equipment including work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC002 (Milton)

Date: Thursday, February 2, 2017

Instructor: Bradley Repchull,
Silver Stone Landscape Construction

LO Member: \$175 (plus HST)

Potential Member: \$250 (plus HST)

Maximum: 15 participants



Intermediate Flagstone

Looking to go further with your flagstone skills? This hands-on, two-day seminar will cover the installation of various types of flagstone from start to finish. Participants will use concrete block to create the form of a three-step staircase and then clad it in flagstone. Participants will install dry and wet lay installations of both random and square-cut flagstone. Masonry techniques such as pointing and sponging of grout will be taught. **Participants are required to bring** personal protective equipment including work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC034 (Milton)

Date: Monday-Tuesday, February 6-7, 2017

Instructor: Bradley Repchull,
Silver Stone Landscape Construction

LO Member: \$350 (plus HST)

Potential Member: \$500 (plus HST)

Maximum: 15 participants



Concrete: The Next Level

For those who know the basics of mixing, placing and finishing concrete, this seminar will further your skills in forming, reinforcing and pouring steps, raised slabs and suspended slabs. Participants will have time to practice finishing larger slabs on grade.

NOTE: This is a hands-on seminar and involves rough carpentry as well as concrete skills. **Participants are required to bring** personal protective equipment including work boots for concrete work, eye and hearing protection, dust mask, gloves, etc.

LC035 (Milton)

Date: Thursday, February 9, 2017

Instructor: Al Trimbel, Aurora Landscape

LO Member: \$175 (plus HST)

Potential Member: \$250 (plus HST)

Maximum: 15 participants



Introductory Grading and Drainage

CLT CLD CLM



This seminar will benefit contractors and designers with little or no familiarity with grading and drainage necessities and processes. Explore grading principles and standards, and their impact on surface drainage, for most landscape projects. Basic grading calculations, the use of site surveys, the manipulation of land forms, and the preparation of grading details and plans for both surface and in-ground drainage is presented. In-ground drainage considerations are introduced. Typical grading notation methods are also presented. Participants will be required to carry out typical grading calculations and prepare simple grading details. **Participants should bring:** a scientific calculator, an architect's scale and extra paper.

LC019 (Milton)

Date: Monday, February 13, 2017

Instructor: Tony Lombardi, CLD, Dr. Landscape Inc.

Maximum: 25 participants



Advanced Grading and Drainage: Get it Right the First Time!

CLD

This seminar is for those who have had some exposure to grading design and installation or attended the introductory seminar LC019. A detailed, in-depth study of both surface and subsurface drainage considerations is presented. Areas covered include detailed grading standards and associated requirements, basic cut-and-fill calculations, erosion control, ground rules for effective and safe grading practices and design and construction requirements for retaining walls. Participants will be required to prepare a full grading plan case study for a residential site with non-typical grading issues. Participants will be required to carry out typical grading calculations and prepare simple grading details.

Participants should bring: scientific calculator, an architect's scale and extra paper.

LC020 (Milton)

Date: Wednesday, February 15, 2017

Instructor: Tony Lombardi, CLD, Dr. Landscape Inc.

Maximum: 25 participants



Online learning opportunities:

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NEW

Laser Levels, Spot Elevations and Job Site Elevation Layouts

CLD

This is a seminar for all members of your construction and design team. Participants should dress for outdoor site measurement and spot elevation collection. The group will practice using laser levels and gathering information you will use back in class to translate into a site plan. Participants will leave with a better understanding of how simple planning and information gathering prior to construction will improve site efficiency and enhance results. **Participants should bring:** a scale ruler and calculator.

LC058 (Milton)

Date: Thursday, February 16, 2017

Instructor: Tony Lombardi, CLD, Dr. Landscape Inc.

Maximum: 14 participants



Bioswales for Designers and Landscape Contractors

Although not a prerequisite, this is the second in a series of advanced training for landscape designers and contractors who have attended the Rain Garden for Designers and Landscape Contractors seminar. This seminar will focus on design, construction and maintenance: soils, plants and long term management.

Upon completion, participants will be able to:

- Describe the functional characteristics and environmental benefits of bioswales.
- Know the five critical design elements of a bioswale.
- Evaluate the potential site of a bioswale and be able to complete a basic assessment of the soil, interpret soil data and evaluate bio-media for installation.

LC051 (Milton)

Date: Thursday, February 16, 2017

Instructor: Jeff Thompson, Thompson Environmental

Maximum: 25 participants



Carbon Neutral Landscapes

Are you and your clients prepared for the province to launch carbon cap and trade? This seminar presents the science and accounting process for determining who pays and who gets to sell carbon credits. This seminar is designed to guide landscape designers and contractors on designing and creating carbon neutral landscapes.

The seminar will focus on:

- Design, construction and maintenance: soils, plants and long term management.

Upon completion, participants will be able to:

- Calculate their net carbon use and environmental benefits of practices.
- Know the five critical design elements of a carbon neutral landscape.
- Evaluate existing landscapes to determine the actions necessary to achieve a carbon neutral landscape.
- Complete a basic assessment of landscape maintenance practices to determine net carbon savings on behalf of clients.

LC052 (Milton)

Date: Thursday, February 23, 2017

Instructor: Jeff Thompson, Thompson Environmental

Maximum: 25 participants



Permits and their Impact on Landscaping

CLD CLM

A half-day seminar for landscape designers and contractors who want to understand the different types of permits that impact their business. The instructor will go over how to obtain permits for projects — in the proper order, as well as the consequences of building without them, and what it will mean for their clients' projects. Participants will come away knowing how to design and build to comply with the required permits.

LBM096 (Milton)

Date: Thursday, February 23, 2017

Time: 9:00 a.m.-12 noon (Lunch not included)

Instructor: Jay Smith, Sketchworks Inc.

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants



Decks from the Ground Up

This seminar is for landscapers with a basic understanding of carpentry who want to learn how to build decks, guards and handrails that meet the Ontario building code, including proper joinery. The instructor will cover the safe use of carpentry tools and what is commonly used. Participants will learn proper deck construction, and how to build it so it lasts.

LC053 (Milton)

Date: Friday, February 24, 2017

Instructor: Jay Smith, Sketchworks Inc

Maximum: 25 participants



Rainwater Harvesting for the Professional

This seminar is intended to prepare landscape designers and contractors for assessing the potential for rainwater harvesting and designing systems to meet their client's needs.

This one-day seminar will focus on:

- Site assessment for rain water harvesting and estimating the potential harvest
- Ontario regulations, policy and building code as it relates to the collection and reuse of rainwater.
- Review risks to collecting and maintaining water for reuse.
- Estimating demand for water use.
- How to determine sizing and storage capacity.

Instructed by an accredited rainwater harvest professional, participants will come away with a better understanding of how to create rainwater harvesting systems for their projects.

LC054 (Milton)

Date: Thursday, March 9, 2017

Instructor: Jeff Thompson, Thompson Environmental

Maximum: 25 participants





LANDSCAPE DESIGN

Portfolio Preparations: Grading, Drainage and Construction Details

CLD

Technical drawings such as construction details, grading and drainage plans have presented some of the biggest challenges landscape designers and CLD candidates face when developing a conceptual design into a construction plan. The information required to clearly communicate the intent of a design for a landscape contractor can be challenging to determine. This one-day seminar will provide attendees with the opportunity to assess the technical information they should collect from a residential site before starting a design, and how to communicate their intent to a landscape contractor through complete and concise details and drainage plans.

Who should attend: CLD candidates who want to improve their portfolios and landscape designers who want to communicate how to build their projects in a professional style. CLD applicants are welcome to bring details and drainage plans and/or questions in relation to their portfolio submissions to review at the end of class.

What to bring: Imperial architectural scale, graph paper, pencils, and setsquares or laptop with CAD program.

LD027 (Milton)

Date: Wednesday, November 23, 2016

Instructor: Jen Cuddie, Tyler Speirs Design Build

Maximum: 12 participants



NEW - LD027-OT (Ottawa)

Location: Hockey Eastern Ontario 813 Sheppard Rd., Gloucester for directions only, call 613-224-7686

Date: Thursday, December 1, 2016

Instructor: Jen Cuddie, Tyler Speirs Design Build

Maximum: 12 participants

Green Walls 101: Systems Overview and Design

ISA GRP CLT

Presented by Green Roofs for Healthy Cities, this seminar will discuss design and construction practices for green facades and living walls, as well as the latest research findings on the environmental benefits of these technologies. Learn how to determine major functions and components of green walls, describe characteristics and assess various advantages of different green wall systems, understand market drivers encouraging green wall implementation in North America and how to design green walls for maximum benefits and LEED points. This seminar includes a detailed course manual.

EN007 (Milton)

Date: Tuesday, March 14, 2017

Time: 8:30 a.m.-12:30 p.m.

(Lunch not included)

Instructor: Representative from Green Roofs for Healthy Cities

LO Member: \$199 (plus HST)

Potential Member: \$225 (plus HST)

Maximum: 12 participants



NEW

Landscape Lighting 101

For the beginner or novice who is interested in learning more about landscape lighting, or is thinking of adding landscape lighting to their business offering. Participants will learn the first steps to understanding light and controlling it to advantage. By learning terminology and photometrics, you will be able to choose the proper light source for the job. Learn the difference between throwing light at something, and painting with light. Understanding electricity is key to a safe and reliable lighting system. Learning the relationship between watts, volts and amps is critical in a lighting system design. Participants will learn the what, why and where of design. What lamps to choose and where fixtures should be placed for the best results. Learn basic troubleshooting and how to minimize your callback time and maximize your efficiency. This is a full day, covering the basic knowledge you require to confidently design and install a professional landscape lighting job.

LC059 (Milton)

Date: Friday, March 24, 2017

Instructor: John Higo, Turf Care Products Canada

Maximum: 25 participants



Attendee testimonials:

- Great networking and relevant professional information —R.Nugeut
- Jen Cuddie is a fantastic instructor, should instruct more seminars for CLD

How to Use Dynascope

CLD

Dynascope is a CAD (Computer Automated Drafting) program for landscape designers and contractors. Its preset line weights and beautiful landscape symbols help convey your ideas to others in a clear, concise manner making quantity takeoffs and design changes almost effortless. This seminar is intended for landscape designers or contractors at all experience levels. At the completion of this two-day seminar you will have the skills and confidence needed to draft landscape plans on the computer.

Before attending: Participants must have the Dynascope program loaded and working on their laptops. A trial program is available through Dynascope at sales@dynascope.com. Dynascope experience is necessary and an understanding of the Windows operating system is important.

Participants must bring a mouse (corded recommended) with a scroll wheel for easier modeling and navigation. It is recommended participants allow time to review each night the material covered that day.

LD025 (Milton)

Date: Monday-Tuesday, January 23-24, 2017
Instructor: Beth Edney, CLD, Designs by the Yard
LO Member: \$250 (plus HST)
Potential Member: \$480 (plus HST)
Maximum: 12 participants



Consider continuing with LD036 Intermediate Dynascope

An Introduction to Landscape Design

CLD

Landscape Design: Presented as a creative, logical and orderly problem-solving process from preliminary investigation to final design preparations. This includes meeting the client, basic plan preparation and the application of basic design styles and themes. During this introductory hands-on seminar **participants are required to bring** an architect's scale, pencils, eraser, drafting tools, sketch paper, and calculator to be able to participate in undertaking a simple landscape problem.

This seminar is great for those looking to expand their existing landscaping design experience or to start learning landscape design as a career path but have had no formal design training.

LD001 (Milton)

Date: Thursday, January 26, 2017
Instructor: Chris Mace, Gelderman Landscape Services
Maximum: 25 participants



The Next Step in Landscape Design

CLD

This interactive hands-on seminar is for individuals with some experience in landscape design and are ready to move beyond the typical common landscape design approach. Through a case study, the group will work through a typical residential landscape design with not-so-

typical requirements. With some review of the design process a strong focus is placed on the exploration and application of less common form and style compositions.

Participants should bring their design tools, including an architect's scale, pencils eraser, sketch paper, design templates etc. as they will be expected to draw rough preliminary plants to scale.

LD032 (Milton)

Date: Monday, January 30, 2017
Instructor: Sabrina Goettler, Oriole Landscaping
Maximum: 25 participants



Introductory SketchUp

This seminar introduces new and inexperienced users to the basics of SketchUp, as applied to the activities of a landscape designer. The focus will be designing and communicating landscape design in three dimensions. Upon completion, you will be able to design simple landscape projects in three dimensions and present them as images.

Participants need to bring: laptops with SU2014, 2015 or 2016 (the free version) installed. Each participant should test the software prior to attending the seminar. **Each participant should also bring** a mouse (corded recommended) with a scroll wheel as this makes modeling and navigating much easier. **Link to download various versions of SU:** horttrades.com/sketchup-product-downloads

NOTE: Seminar will be taught through Windows O/S

LD024 (Milton)

Date: Friday, February 3, 2017
Instructor: Jeff Bonnett, Seferian Design Group
Maximum: 12 participants



Attendee testimonial:

- Jeff is really knowledgeable and patient! Good Class.
— Janet Ennamorato

Intermediate SketchUp for Landscape Design

This seminar is a follow-up to the Introductory SketchUp seminar, or for users who can competently model and present a simple landscape design. It will introduce participants to more sophisticated SketchUp skills and techniques as applied to the activities of a landscape designer, including basic terrain modeling, creating arrays, using layers, basic animation and general best practices. Upon completing this seminar you will be able to design and present professional-quality landscape design work using advanced modeling techniques.

Participants need to bring their own laptops and have SU2014, 2015 or 2016 installed. Each participant should also bring a mouse (corded recommended) with a scroll wheel as this makes modeling and navigating much easier.

NOTE: Seminar will be taught through Windows O/S

LD026 (Milton)

Date: Wednesday, February 8, 2017
Instructor: Jeff Bonnett, Seferian Design Group
Maximum: 12 participants



Professional Practice and Project Management: Managing Projects from Design to Completion

CLD

Taking a landscape project from start to finish while keeping client and contractor (or crew) happy is truly an art. Participants will learn how to manage projects, as well as expectations. Beyond designing a landscape plan or the craftsmanship to execute on site, we will focus on the behind-the-scenes skills needed to keep on track, maintain everyone's sanity and create successful projects that will generate future business for all parties; both designer and contractor. Discussion and assignments will deal with the fundamentals of project management, relationships with clients, contractors and consultants, office procedures, promotional practices. Landscape designers, novices wanting to learn how to get a project built or seasoned designers, wanting to make things more dynamic and efficient, should attend. Landscape contractors would benefit as well, as roles and relationships are a pairing both can benefit from managing more effectively.

LD035 (Milton)

Date: Thursday, February 16, 2017

Instructor: Sabrina Goettler, Oriole Landscaping

Maximum: 25 participants



Intermediate Dynascope

This two-day seminar gives landscape designers and contractors with Dynascope experience the opportunity to go further in efficiently drawing professional landscape plans on the computer. Instructed by a seasoned landscape designer, participants will learn how to save time creating quotes while impressing clients with unique features like plant catalogues, and tricks to saving time without compromising designs.

Participants need to bring: The Dynascope program loaded and working on their laptops. A trial program is available through Dynascope at sales@dynascope.com. Participant must bring a mouse (corded recommended) with a scroll wheel for easier modeling and navigation. It is recommended participants allow time to review each night the material covered that day.

LD036 (Milton)

Date: Wednesday-Thursday, March 1-2, 2017

Instructor: Beth Edney, CLD, Designs by the Yard

LO Member: \$250 (plus HST)

Potential Member: \$480 (plus HST)

Maximum: 12 participants



Attendee Testimonials:

- Beth is very knowledgeable and provides participants with skills and confidence — plus she's very patient and helpful. Great seminar!
- Best two days of learning ever!

LANDSCAPE MAINTENANCE

Landscape Maintenance

Week (LMW) Feb. 27 - March 3

CLT

This week-long program on a variety of maintenance topics will appeal to those with basic maintenance experience or new employees being introduced to the landscape maintenance industry.

Participants will come away with a better understanding of the wide variety of landscape maintenance areas their job will entail.



Landscape Maintenance Week Day 1: Maintenance and Safety of Tools and Equipment

CLT

This day will benefit new employees and is particularly suited for those with some industry experience.

Items covered include:

- Engine maintenance and theory
- Safety on operation and storage
- Difference between two and four cycle engines
- Service and maintenance of the equipment's main function
- Fuel, oil and lubricants
- Carburetor inspections and service techniques
- Discuss issues and myths of engines and their service requirements

Participants should come prepared for some hands-on learning. PPE (personal protection equipment), gloves, work boots, hard hat, eyewear, ear protection, etc., should be brought.

LM202 (Milton)

Date: Monday, February 27, 2017

Instructor: Ryan Dalli, Jet X Power Sports

Maximum: 12 participants



Consider continuing with LM203 Basic Landscape Maintenance Practices, LM201 Fundamentals of Customer Service and Safety, LM204 Annuals and Perennials in Landscape Maintenance and LM205 Landscape Maintenance General Standards and Expectations

Landscape Maintenance Week Day 2: Basic Landscape Maintenance Practices CLT



Day two of LMW continues to offer participants the opportunity to experience all that the landscape maintenance industry encompasses. During this full day, participants will be provided with the basic standards of the many areas landscape maintenance covers and much more.

Items covered include:

- Planning for the site, maintenance, scheduling and programming
- Research on plants to use
- Soil, ph and fertilizers
- Tree and shrub identification
- Common backyard blunders to avoid
- Common pests and diseases and what to look for (IPM)
- Weed identification

All content will provide foundation to support maintenance staff in maintaining aesthetically pleasing and beautiful landscapes

LM203 (Milton)

Date: Tuesday, February 28, 2017

Instructor: Bruce Peart, Gelderman Landscape Services

Maximum: 12 participants



Consider continuing with LM201 Fundamentals of Customer Service and Safety, LM204 Annuals and Perennials in Landscape Maintenance and LM205 Landscape Maintenance General Standards and Expectations

Landscape Maintenance Week Day 3: Fundamentals of Customer Service and Safety CLT



Vital to a successful operation, this portion of the Landscape Maintenance Week will go over the customer service and safety aspects of working in the landscape maintenance field. Participants will spend the first part of the day reviewing health and safety, including OHS, hazard assessment and controls, WHMIS, transportation safety and the MTO and vehicle and driver licensing. Finishing up the day, participants will review some key strategies for keeping your customers happy, including:

- Don't make promises you can't keep
- Listen to your customer
- How to deal with the complaints

This day will benefit new employees, lead hands and those looking to lead crews.

LM201 (Milton)

Date: Wednesday, March 1, 2017

Instructor: Jeff Lowartz, CLT, CSL Group

Maximum: 12 participants



Consider continuing with LM204 Annuals and Perennials in Landscape Maintenance and LM205 Landscape Maintenance General Standards and Expectations.

Landscape Maintenance Week Day 4: Annuals and Perennials in Landscape Maintenance CLT



Day four of LMW will be spent learning how to plan for site planting, review of locations, containers and conditions. The basics of plant identification for annuals and perennials will be covered, as well as optimal planting locations and care needs. The instructor will also discuss planting bulbs with year-round colour in mind, taking their sizes and foliage into consideration. Ornamental grasses will also be featured. This seminar is for all employees and those with some industry experience with maintaining annuals, perennials and grasses. Participants should come prepared for some hands-on learning.

LM204 (Milton)

Date: Thursday, March 2, 2017

Instructor: Bruce Peart, Gelderman Landscape Services

Maximum: 12 participants



Consider continuing with LM205 Landscape Maintenance General Standards and Expectations.

Landscape Maintenance Week Day 5: Landscape Maintenance General Standards and Expectations CLT



Wrapping up the week-long program, day five will go over the art of planting, pruning and turf grass.

Items covered include:

- Planting standards
- Site preparation
- Mulching and taking dormancy into consideration

There will be a hands-on learning demonstration on pruning; participants are welcome to bring their own secateurs.

Turf rounds out the day, including a standards review, discussion on turf types, when to seed and when to sod, and cutting guidelines.

This seminar is for new landscape employees and those with limited industry experience in the landscape maintenance field. Participants should bring PPE and be prepared for some outdoor hands-on learning.

PPE needed: gloves, work boots, eyewear, ear protection, etc.

LM205 (Milton)

Date: Friday, March 3, 2017

Instructor: Bruce Peart, Gelderman Landscape Services

Maximum: 12 participants



Improved Grounds Maintenance

CLT



This popular seminar is one you should consider attending before starting your season.

The magic behind every outstanding landscape is found in attention to detail. Knowledge is the key to quality work, and this seminar will unlock some of the theory and techniques needed to attain an eye-catching landscape. Learn how those who deliver superior results are not simply doing more of the same things everyone else does; they are doing things better. Explore the details and advanced techniques needed to deliver excellent landscape maintenance in today's changing landscape world.

LM002 (Milton)

Date: Friday, March 10, 2017

Instructor: Jeff McMann NDP, ISA, CLT

Mount Pleasant Group

Maximum: 40 participants

OPERATIONAL
EXCELLENCE



NEW - LM002-OT (Ottawa)

Location: Hockey Eastern Ontario 813 Shefford Rd., Gloucester for directions only, call 613-224-7686

Date: Tuesday, April 4, 2017

Instructor: Jeff McMann NDP, ISA, CLT,

Mount Pleasant Group

Maximum: 40 participants

T Attendee Testimonials:

- A very engaging speaker, presented the topic very well, would gladly listen to him present another time.
- Very knowledgeable, held my interest through the whole seminar, learned alot

PLANTS

NEW

Creating Sustainable Landscapes

CLT CLD



Low maintenance, chemical-free landscapes using Ontario's native plants — landscape maintenance is changing and clients are demanding more sustainable ways of caring for their properties. This seminar will provide environmentally sound solutions for landscape designers and contractors, discussing the wide variety of herbaceous and woody plant species for erosion-prone and problem sites. Native plant materials will be the focus in creating both functional landscapes and attractive private sanctuaries that support butterflies and birds. Participants will leave with a better understanding of how to incorporate native plants into their next residential or public landscape project.

LP006 (Milton)

Date: Wednesday, January 25, 2017

Instructor: Jeff Thompson, Thompson Environmental

Maximum: 25 participants

OPERATIONAL
EXCELLENCE



Consider continuing with LP001 Woody Plants:
Their Appeal and Uses in the Landscape

Annuals: Traffic Stopping Curb Appeal

CLT CLD CHT



Start the season with this great seminar for parks professionals, those new to maintenance companies or anyone wanting a refresher when it comes to planning and designing. Participants will find out how to use annuals in the landscape, whether to fill space until permanent plantings grow, or to get a big bang of all-season colour and interest in boulevard, commercial and residential gardens. Learn how to choose the best annuals for drought tolerance, colour combination, texture and size. Maintenance, plus new varieties, will be discussed. A packed day, you'll come away set to order, design, and install annuals better than ever before!

LP007 (Milton)

Date: Friday, January 27, 2017

Instructor: Charlie Dobbin, Garden Solutions

Maximum: 25 participants

OPERATIONAL
EXCELLENCE



Consider continuing with LP035 Annuals:
Let's Get Visual-Visual

Annuals: Let's Get Visual – Visual

CLT CHT



A half day seminar for maintenance companies, parks professionals, designers and lovers of annuals. Charlie will dig deeper into annuals, explaining how they can enhance those hard to work with spaces in residential gardens and parks. Spending time on new varieties and best maintenance practices, participants will leave with new ideas in above-ground gardening (raised beds, containers, rooftops etc), tropicals, edibles and flowering plants, along with tips to creating seasonal containers.

LP035 (Milton)

Date: Thursday, February 2, 2017

Time: 9:00 a.m. - 12 noon (Lunch not included)

Instructor: Charlie Dobbin, Garden Solutions

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants

OPERATIONAL
EXCELLENCE



Dig Deeper: Landscape Plants and How to Use them in your Landscape Job

CLT CLD CHT

Beginning with soil, then foliage texture, and moving through colour and beyond, plants (perennials, shrubs and trees) will be discussed and how to incorporate the right ones into your landscape projects. Factors such as benefits to biodiversity, native plants and natives, and even edible plants will be touched on. Participants will gain a better understanding of where to plant, soil conditions, sun and shade considerations, shape and size. Attendees will come away inspired and more sensitive to their uses in their landscapes. Many plants from Cacti to Crataegus to Coreopsis will be part of the presentation.

LP042 (Milton)

Date: Friday, February 3, 2017

Instructor: Sean James, Fern Ridge Landscaping

Maximum: 25 Participants



Consider continuing with LP043 Summer Colour in the Shade Garden

Xeriscaping: Selecting Drought-tolerant Plants for Landscape Projects

CLT CHT

This half-day seminar is for landscapers who wish to incorporate water conservation into their landscape and maintenance projects. Participants will learn which plants are drought tolerant as well as what steps can be taken to conserve irrigation and how to use it more efficiently. Matching plants to soil and exposure, along with creative ways to capture water such as rainwater harvesting, and a discussion of the benefits of xeriscaping will also be covered. Seminar is recommended for designers, contractors, and maintenance firms, along with parks departments.

ENO10 (Milton)

Date: Friday, February 10, 2017

Time: 9:00 a.m.-12 noon (Lunch not included)

Instructor: Sean James, Fern Ridge Landscaping

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants



Consider continuing with LC054 Rainwater harvesting for the professional

NEW

Planting for Pollinators

A seminar for contractors, maintenance, designers and garden centre staff participants: learn how gardens (both large and small) can be planned, planted and maintained to attract and support a wide

variety of pollinators. During the presentation there will be discussion on habitat requirements for a variety of pollinators, and what we as planners and care-takers can do to ensure these spaces will remain inviting to pollinators, and are also able to sustain them. Participants will take away an understanding of what, in addition to plants, pollinators need to survive, along with a list of plant material and gardening maintenance tips to ensure a healthy habitat needed to sustain these populations.

LP044 (Milton)

Date: Tuesday, February 14, 2017

Time: 9:00 a.m.-12 noon (Lunch not included)

Instructor: Paul Zammit, Toronto Botanical Gardens

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants

OPERATIONAL EXCELLENCE



NEW

Performance Perennials for Ontario Gardens

CLT CLD CHT

This seminar is intended to expand and strengthen an understanding of the cultural maintenance requirements of a wide range of hardy perennial plants suitable for Ontario gardens. Paul will draw from his personal home garden, role as director of horticulture at the Toronto Botanical Gardens and years of perennial retailing experience. Providing a plant list plus a list of preferred references, participants will take away a detailed description and understanding of a wide variety of choice perennials for both sunny and shady Ontario gardens. Participants should be prepared to take plenty of notes ... as Paul will share many personal tips and tricks.

Recommended for: Contractors, maintenance, designers and garden centre staff

LP045 (Milton)

Date: Tuesday, February 21, 2017

Time: 9:00 a.m. - 12 noon (Lunch not included)

Instructor: Paul Zammit, Toronto Botanical Gardens

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants

OPERATIONAL EXCELLENCE



Consider continuing with LP043 Summer Colour in the Shade Garden

Recognizing and Planting Unusual Perennials

CLT CLD CHT

Do you find you're struggling when recommending the right perennials to your clients? An introductory seminar for retail garden centre staff, landscape designers, contractors, and perennial lovers looking to know more. This half-day seminar will give participants a better understanding of how perennials grow and change through the seasons. How they differ from shrubs and annuals, and how light and water affect their



growth. Discussing unusual perennials for sun and shade, the instructor will take some of the mystery out of perennials so participants leave with the confidence to recommend the right plants to their clients.

LP041 (Milton)

Date: Wednesday, March 8, 2017

Time: 9:00 a.m. - 12 noon (Lunch not included)

Instructor: Robert Pavlis

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants



NEW

Summer Colour in the Shade Garden

CLT CLD CHT

Shade is one of the most difficult garden challenges. Focusing on the diverse range of desirable woody and herbaceous plants for the summer shade garden this half-day seminar highlights how to design with the suggested plants and their many combination possibilities with other plants and garden design.

The instructor will provide available resources for the discussed plants, where to find more information on shade gardening along with sustainability practices to ensure the plant selection is a success.

A seminar for landscape designers, contractors, maintenance, parks departments and general interest gardeners, participants will leave with more confidence in selecting and installing shade plants in their next landscape design project.

LP043 (Milton)

Date: Monday, March 13, 2017

Time: 9:00 a.m. - 12 noon (Lunch not included)

Instructor: Frank Kershaw

LO Member: \$62 (plus HST)

Potential Member: \$120 (plus HST)

Maximum: 25 participants



SAFETY AND FIRST AID

NEW

Five-day Joint Health and Safety Committee Seminar

Part One of this seminar is based on the NEW certification training program standard and is perfect for JHSC members within the green industry. Participants will receive interactive, instructor-led classroom training that encourages learning and networking. Industry-specific examples, videos and case studies make learning even more relevant. Certification training provides participants with a strong, consistent foundation in health and safety.

Upon completion, you will:

- Learn about the duties and responsibilities of employers, supervisors and workers as well as workers' rights.
- Learn about hazard recognition, assessment, control and evaluation.
- Learn about the legislative requirements of a JHSC and the functions, powers and duties of its members.
- Find out what the duties and responsibilities of certified members are and how to be an effective committee.

- Know the purpose and understand the principles for conducting effective workplace inspections.
- Learn about the legal requirements for reporting and investigating fatalities and critical injuries.
- Know how to find and use information in the workplace (e.g. statistics) and identify trends.
- Know how to access information and resources from health and safety organizations.

Part Two of this highly interactive and engaging two-day training focuses on strengthening participants' understanding of the RACE process (Recognition, Assessment, Control and Evaluation) so they could apply this to ALL hazards in their workplace, not just those covered in the course. Delivered by an experienced health and safety expert that knows the green industry and the risks you face.

Prerequisite: Certification part one training

Upon completion, you will: Have the knowledge, skills and tools to complete the requirements of part two training under the new certification standards.

LBM103 (Milton) Five-day seminar:

Dates: Tuesday – Thursday, November 22-24,
Tuesday – Wednesday, November 29-30, 2016

Instructor: Kristin Hoffman, WSPS

LO Member: \$850.00 (plus HST)

Potential Member: \$950.00 (plus HST)

Maximum: 12 participants



Fundamentals of Fall Protection

ISA

This seminar introduces workers to the essentials of fall protection in Ontario. The seminar reviews provincial laws and requirements, and covers topics such as ladder safety, guardrails, aerial equipment and more – note: all those working at a height of 3 m, or 10 ft., require fall protection. The program also instructs attendees in the proper usage and inspection of fall arrest equipment, and also provides hands-on exposure to the most common fall arrest equipment found on job sites in Ontario today.

NOTE: Participants are also required to bring personal protection equipment (PPE), including hardhat, hand, ear and eye protection and CSA work boots as they may be required during this seminar.

NOTE: For new standard information, see horttrades.com/new-standard-information

LS019 (Etobicoke)

Location: Hertz-Matthews,

35 Claireville Dr., Etobicoke

For directions only, call 416-679-4173

Date: Friday, March 24, 2017

Details for above location:

Instructor: Bruce Hannah, Hertz-Matthews

Time: 9:00 a.m. – 1:00 p.m. (approx.)

(Lunch not included)

LO Member: \$150 (plus HST)

Potential Member: \$265 (plus HST)

Maximum: 10 participants



Emergency First Aid, CPR C and Automated External Defibrillation (AED) Certification

CLT CHT ISA

This one-day seminar is designed to give participants a general overview of first aid. Participants will learn how to think and react in an emergency until medical help arrives. This seminar is suitable for those working as first responders in their workplace.

Topics covered include:

- Preventing of disease transmission
- Airway and breathing emergencies
- CPR for adults and children
- Cardiovascular emergencies and strokes
- Spinal precaution
- Managing bleeds
- Shock
- Fainting and more
- AED (Automated External Defibrillator) training

First Aid is valid for three years, AED Certification one year; annual CPR certification is recommended.

LS0026 (Milton)

Same seminar two dates offered:

A) Friday, March 31, 2017

B) Friday, April 7, 2017

Time: 8:30 a.m. – 4:30 p.m.

Instructor: Representative from SAJE VitalSigns

LO Member: \$100 (plus HST)

Potential Member: \$215 (plus HST)

Maximum: 18 participants

NEW - LS026-0T (Ottawa)

Location: Hockey Eastern Ontario

813 Shefford Rd., Gloucester

For directions only, call 613 224-7686

Instructor: Representative from Ottawa Paramedic Services

Date: Tuesday, March 28, 2017

Time: 9:00 a.m. – 4:00 p.m. (Lunch included)

LO Member: \$110 (plus HST)

Potential Member: \$215 (plus HST)

Maximum: 18 participants

WHMIS 2015 GHS

ISA

By law, all workers must receive Workplace Hazardous Material Information System (WHMIS) training every year under the *Occupational Health and Safety Act*. During this session participants will learn current guidelines featuring the new safety data sheet formatting and labeling. The new approach to identification of categories, physical and environmental hazards will be presented, along with an in-depth overview of workplace chemicals and specifics related to: classifications – including pictograms which replace the former symbols related to labels and hazard class, identification and storage/use. Participants will come away able to identify and apply key responsibilities keeping them current in their work environment.



LS023 (Milton)

Date: Monday, April 3, 2017

Time: 9:00 – 10:30 a.m. (approx.) (Lunch not included)

Instructor: Representative from SAJE VitalSigns

Maximum: 25 participants

LO Member: \$45 (plus HST)

Potential Member: \$65 (plus HST)



Standard First Aid with CPR Level C

CLT CHT ISA

This two-day practical first aid course meets WSIB requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have one person with first aid training to assist injured workers. Participants should bring a blanket.

Topics covered include:

- Musculoskeletal injuries
- Spinal precautions
- Soft tissue injuries (bruises, burns, and frostbite, etc)
- Heat and cold temperature emergencies
- Poisons
- One rescuer adult/child/baby CPR
- Two rescuer adult/child CPR
- Adult/child/baby choking
- Barrier devices/pocket masks
- AED (Automated External Defibrillator) training

LS007 (Milton)

Date: Tuesday-Wednesday, April 4-5, 2017

Time: 8:30 a.m. - 4:30 p.m.

Instructor: Representative from SAJE VitalSigns

LO Member: \$130 (plus HST)

Potential Member: \$250 (plus HST)

Maximum: 18 participants



WATER GARDENING

NEW

Ponds and Waterfalls in Your Next Landscape Project

The seminar will provide good insight into designing your next water feature project. Participants will gain a strong understanding of how microbes and plants play a large role in maintaining water quality, as well as the effect fish have on water and how the nutrient and oxygen cycle affects water stability. A seminar for contractors, maintenance, designers and garden centre staff participants will leave knowing the materials needed to construct and install a wide range of water features. Participants will also become familiar with installing natural ponds that require no pumps or filtration systems, along with selecting the right equipment and supplies for the job.

LC061 (Milton)

Date: Monday, March 6, 2017

Instructor: Robert Pavlis

Maximum: 25 participants



CERTIFICATION

Qualified, trusted, recognized

Landscape Ontario is committed to recognizing standards of expertise in the landscape horticulture industry. Sector-specific certification programs help to promote competence and professional practices, resulting in industry-wide excellence and recognition of competence and professionalism by the consumer.



Landscape Industry Certified Manager (CLM)

This program is designed for owners and managers wishing to prove or improve their business skills. The Landscape Industry Certified Manager designation denotes competence in the challenging task of managing a successful business today. The written exam is based on seven core competencies. Study manuals are available. For more information visit horttrades.com/certification or contact Jason at jason@cnila-acpp.ca or call 1-888-446-3499, ext. 8620.



Landscape Industry Certified Technician (CLT)

This program allows individuals to demonstrate their competence in a variety of industry tasks. The Landscape Industry Certified Technician program is available for Softscape Installation, Hardscape Installation, Lawn Care, Turf Maintenance, Ornamental Maintenance and Interior Landscape professionals with a minimum of two years' experience (highly suggested). This program is an industry-developed program that sets and maintains standards for knowledge, skills and safety through written and hands-on tests. For more information visit horttrades.com/certification or contact Jason at jason@cnila-acpp.ca or call 1-888-446-3499, ext. 8620.



Landscape Industry Certified Retail Horticulturist (CHT)

The Retail Horticulturist designation is the only Landscape Industry Certified program specifically catered toward the retail garden sector developed by the industry. This recently updated, nationally recognized program was created for professionals to prove their competence in a variety of tasks and industry practices. This program proves and maintains standards for knowledge, skills and safety through both written and hands-on testing, with a mandatory continued education component keeping your skills and knowledge up-to-date! For more information visit horttrades.com/certification or contact Jason at jason@cnila-acpp.ca or call 1-888-446-3499, ext. 8620.



Landscape Industry Certified Designer (CLD)

Becoming a Landscape Industry Certified Designer will provide a designer with a means of proving to your clients that you not only have the necessary education and industry experience, but that you have written and passed an intensive exam and portfolio review process. Minimum experience to take this test is seven years. For more information visit horttrades.com/certification or contact Jason at jason@cnila-acpp.ca or call 1-888-446-3499, ext. 8620.

RECERTIFICATION



Professional Development seminars are approved for CNLA Landscape Industry Certified recertification CEU/CECs along with seminars noting affiliated associations. **ISA, GRP, IPM**

Seminars with noted certification acronyms will help prepare you for that Certification test:

CHT, CLD, CLM, CLT,



For information on tests, judging, sponsorship opportunities and more, visit horttrades.com/certification

ADDITIONAL CERTIFICATION OPTIONS



Accredited Green Roof Professional

As an accredited Green Roof Professional, you will be able to distinguish yourself in the marketplace with knowledge of the special requirements and challenges of green roofs from design through to maintenance. For more information go to greenroofs.org



Irrigation Association Certifications

Certified irrigation professionals are committed to managing water efficiently. The following designations can be achieved through the Irrigation Association

- Certified Irrigation Technician (CIT)
- Certified Irrigation Contractor (CIC)
- Certified Irrigation Designer (CID)
- Certified Landscape Irrigation Auditor (CLIA)
- Certified Golf Irrigation Auditor (CGIA)
- Certified Landscape Water Manager (CLWM)
- Certified Agricultural Irrigation Specialist (CAIS)
- Certified Agricultural Water Manager (CAWM)

For more information go to irrigation.org



The Snow and Ice Management Association (SIMA)

The Snow and Ice Management Association (SIMA) offers an industry structured certification exam, the Certified Snow Professional (CSP) exam, for those serious about running an efficient snow business. For more information visit sima.org



IPM Accreditation

Integrated Pest Management (IPM) is a process that uses all necessary techniques to suppress pests effectively, economically and in an environmentally sound manner. IPM employs a two-pronged approach: managing the plant environment to prevent problems and using thresholds to decide how and when to treat pests. For more information visit www.ontarioipm.com



International Society of Arboriculture

Pursuing an ISA Certification is a worthy goal that will help you advance your career in the arboriculture industry. The following designations can be achieved through ISA International:

- ISA Certified Arborist
- ISA Certified Arborist Utility Specialist
- ISA Certified Arborist Municipal Specialist
- ISA Certified Tree Worker Climber Specialist
- ISA Certified Tree Worker Aerial Lift Specialist
- ISA Board Certifies Master Arborist

For further information visit the International website, isaontario.com.

Also CEU (Continued Education Units) for the above accreditations can be obtained through various Landscape Ontario events/conferences/seminars. Keep your eye out for **ISA** beside our seminar/conference outlines.



Pesticide Technician Program

The Pesticide Technician Program licenses examiners to administer the Registered Technician Program, which verifies that individuals are able to apply pesticides safely. Email Tom at tsomerville@landscapeontario.com For more information, visit ptppic.org

THE GIFT OF APPRENTICESHIP



Governments are investing in training through the apprenticeship program, but employers must show support by recruiting and registering new apprentices every year. New apprentice candidates are needed across the province to show the MTCU that this industry needs and supports this program. Importantly, registrations now support the MTCU seat allocations for the next program season, but registration does not obligate you if the candidate does not go. For more apprenticeship FAQs, go to horttrades.com/oct-horticultural-technician



Horticulture is a Red Seal trade

The Horticultural Technician Apprenticeship Program is a Red Seal program recognized interprovincial qualifications of tradespersons who have completed all requirements of the Apprenticeship program, including in-school, and on-the-job

experience. Apprenticeship is a training program for people who want to work in skilled trades occupations. About 80% of apprenticeship involves on-the-job training. The remainder involves related theoretical training, delivered at an approved college.

Apprentices and employers benefit from apprenticeship training. Apprentices learn to become qualified trades people or journeymen while employers gain highly skilled employees with up-to-date knowledge and work techniques. Jobs in the horticultural trade provide challenging work and great careers. You earn while you learn! Red Seal trades are recognized across Canada and allow employers and employees to qualify for tax credits and incentive grants.

Employer incentive:

For more information on employer training tax credit go to: horttrades.com/employer-incentive

Employee incentives:

Employees qualify for various incentive grants, completion grants and new loans.

Go to: horttrades.com/canada-apprenticeship-grants

To find out more about the Horticulture Technician Apprenticeship program go to horttrades.com/apprenticeship

Landscape Ontario has started an apprenticeship/employer registry supporting employers/apprentices in their application/registration process. Please copy Alex Gibson (apprenticeship@landscapeontario.com) on your registration, so we can support this important effort.

SAFETY GROUPS PROGRAM 2017



The Safety Groups Program supports firms in developing an MOL-compliant safety program for their work places.

Advantages to participating in the program:

- An improved safety record and better prepared for audits
- A positive safety culture
- Mentoring and pooling of resources
- Sharing of best practices between member firms and sponsor
- Relevant guests and up-to-date information

A brief note on how the program works: Firms select five WSIB safety elements at the start of the year. Then representatives attend at least three compulsory meetings, working to put these policies and procedures in place by the end of the year.

For more details and to participate in the 2017 program, go to wsps.ca

OPPORTUNITIES IN YOUR COMMUNITY:

CONNECT WITH YOUR LOCAL CHAPTER



The Membership Department of Landscape Ontario invites you to join us at a local chapter meeting. The chapters are an important part of Landscape Ontario, helping to build local relevance and strengthen relationships between green industry members. Find out what learning opportunities are happening in your chapter by visiting the chapter webpage.

As a Landscape Ontario member, you are welcome to attend meetings in any of LO's nine chapters.

Durham

horttrades.com/durhamchapter

Golden Horseshoe

horttrades.com/goldenhorseshoechapter

Georgian Lakelands

horttrades.com/georgianlakelandschapter

London

horttrades.com/londonchapter

Ottawa

horttrades.com/ottawachapter

Toronto

horttrades.com/torontochapter

Upper Canada

horttrades.com/uppercanadachapter

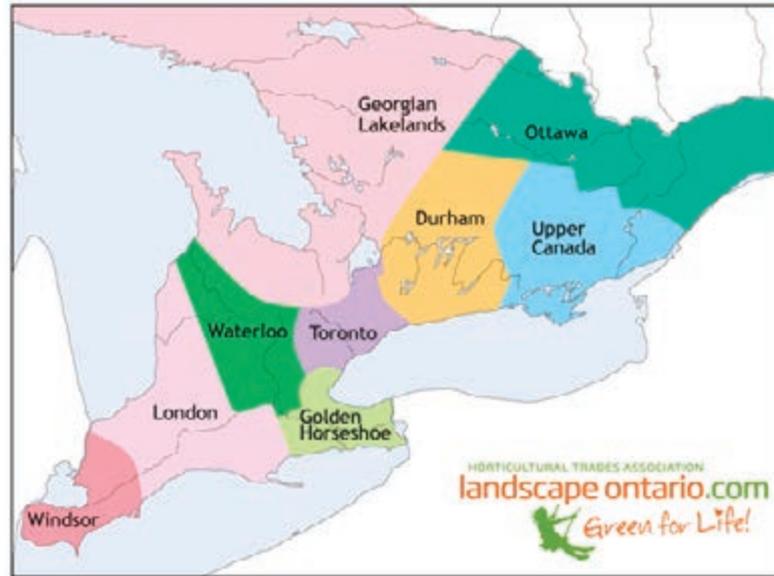
Waterloo

horttrades.com/waterloochapter

Windsor

horttrades.com/windsorchapter

For up-to-date information on upcoming chapter events and education opportunities, be sure to check Landscape Ontario's weekly e-news. Your staff members are welcome to sign up for free subscriptions to e-news; contact alindsay@landscapeontario.com.



CONFERENCES, SYMPOSIUMS AND EVENTS

For information on any of the events listed below please check the web address listed or contact the Landscape Ontario office at 1-800-265-5656.



Chapter Meetings and Speakers

September 2016 through April 2017

Attend monthly chapter meetings to hear guest speakers cover timely industry and business topics. For up-to-date information, check the LO website at horttrades.com or read the Events page in *Landscape Ontario* magazine.

Integrated Pest Management (IPM) Symposium

January 9, 2017

Landscape Ontario's Annual IPM Symposium will run on Warm-Up Monday (pre-trade show), in conjunction with LO's Congress Trade Show & Conference, at the Toronto Congress Centre. Full day of sessions with lunch and closing reception included. Attendees earn six CECs from the IPM Council of Canada. Find details on this one-day event at LOcongress.com.



Landscape Designer Conference

January 9, 2017

This event, hosted by LO's Designer Sector Group, is held on Warm-Up Monday in conjunction with LO's Congress Trade Show & Conference, at the International Plaza Hotel. A full day of sessions and times with event partners at the mini- trade show is followed by a networking reception – this event is a must-attend for Landscape Designers. Visit LOcongress.com for a complete schedule and speaker listings.

Peer to Peer Workshop

January 9, 2017

This workshop held in partnership with LO's Peer to Peer Network, features a round table format that will see business owners work together brainstorming and experimenting with applying new cutting edge leadership techniques - from the trenches to the back office of their business. This full-day workshop is held on Warm-Up Monday in conjunction with LO's Congress Trade Show & Conference, at the International Plaza Hotel. Visit LOcongress.com for more details.



CONFERENCES, SYMPOSIUMS AND EVENTS CONTINUED



Congress Trade Show and Conference

January 10 - 12, 2017

The Congress Conference will highlight trending green industry issues and best practices, for both business owners and their employees. With 30 sessions to choose from, including owners-only workshops, and life lessons at lunch, attendees have many options to expand their knowledge. Included with a conference pass are daily opening keynotes and buffet lunch. The show floor will also host 'Hardscape Live' where a daily live build with hardscape products will educate the audience as well as Speakers Corner, for a more intimate opportunity to learn more industry issues. All held at the Toronto Congress Centre, during the Congress trade show. Look for details at LOcongress.com.

Awards of Excellence Ceremony

January 10, 2017

This annual showcase has become known as the 'Oscars' of the Ontario green industry! The audience is treated to an educational pictorial of the best landscape, maintenance and design projects in Ontario. Held in conjunction with LO's Congress Trade Show & Conference, at the International Plaza Hotel.



Garden Centre Symposium

January 11, 2017

LO's Garden Centre Sector Group will host this annual educational event which has moved from the Garden Expo Trade Show in October to the Congress Trade Show & Conference in January. The morning will hold the Awards of Excellence Ceremony for the Garden Centre and Growers programs, and then see the audience participate in facilitated workshops. The event will end with a lunch and leave attendees time to visit the trade show floor. Visit LOcongress.com for more details.



Irrigation Conference

January 12, 2017

Stay on top of developments in the fast-moving landscape irrigation industry with this half-day event including lunch. Learn more about issues facing contractors. Held in conjunction with LO's Congress Trade Show & Conference, at the Toronto Congress Centre. Visit LOcongress.com for more details.

Landscape Lighting Conference

February 8, 2017

This annual event brings lighting contractors and suppliers together. Speakers highlight pertinent issues and regulations as well as new ideas and inspiration. New venue for 2017 will be Lionhead Golf & Conference Centre in Brampton. Visit LightingConference.ca for event details.



Growers Short Course

February 15, 2017

This full-day seminar is designed and priced to keep management and staff informed on the latest developments in the growing industry. Held at the Royal Botanical Gardens in Hamilton. Visit HortTrades.com for more details.



GreenTrade Expo Business Seminars

February 15, 2017

GreenTrade Expo, celebrating 24 years as the Ottawa Chapter's trade-only show, will once again be offering free business seminars. The day begins with a ticketed MTO contractor's breakfast and continues with free hour-long business related seminars throughout the day. Visit GreenTrade.ca for more details and registration.



Lecture Event

February 28, 2017

This annual Lecture Series is a gathering of landscape designers, architects, contractors and other industry professionals. This special evening is an excellent platform for sharing information and exchanging ideas. In 2017 the event will see the return of LO's Ground Management Sector Group with afternoon lectures, followed by a social atmosphere with dinner and an evening lecture from a Landscape Contractor and a Landscape Architect planned by LO's Landscape Contractor Group. The event will be held at the Fontana Primavera Event Centre in Vaughan. Visit LandscapeLecture.ca for details.



Canada Blooms Flower and Garden Festival

March 10 - 19, 2017

Canada Blooms will again be co-located with the National Home Show at the Enercare Centre in Toronto. The two powerhouse events, taking place side by side, create the single largest home and garden experience in North America. The theme for 2017 is "Oh! Canada" in honour of Canada's sesquicentennial; celebrating the 150th anniversary of Confederation. Canada Blooms is produced by Landscape Ontario and the Garden Club of Toronto. Visit CanadaBlooms.com for more information.



Growers Industry Auction

September 2017

Attendees have the opportunity to bid on the best plant material in the province. Free admission, tours and lunch compliments of our host. Proceeds are used for horticulture industry research and scholarships. Visit IndustryAuction.ca for more details.

SEMINAR REGISTRATION FORM



Professional Development Seminars 2016-2017

THIS FORM MAY BE COPIED. PLEASE PRINT CLEARLY.

SEMINAR FEE DETAILS

Landscape Industry and WSIP Certification Holders receive a reduced rate of \$110*

(ON 1 DAY SEMINARS ONLY)

LO/OPA Members \$125*

Potential Members \$240*

*UNLESS NOTED OTHERWISE IN SEMINAR DESCRIPTION.

Register online at www.horttrades.com/seminars

Q: Will I receive a confirmation notice by phone, fax or e-mail?

A: Only online registrations will receive an automatically generated confirmation/receipt. Others can safely assume they are registered if you have paid in full. Confirmations will not be sent out. You will be notified if a seminar is changed, cancelled or full.

Register by Jan. 1/17 for seminars held Jan. 1, 2017 through April 2017, and automatically receive a 10% discount!

Mail or fax with payment to:
Landscape Ontario Pro Dev Seminars
 7856 Fifth Line South
 Milton ON L9T 2X8
 Fax: (905) 875-3942

ATTENDEE OR COMPANY NAME _____

ADDRESS _____

CITY _____ PROV _____ POSTAL CODE _____

BEST PHONE # _____ FAX _____

E-MAIL _____ PLEASE SEND ME THE WEEKLY ENEWS BULLETIN

IS YOUR BUSINESS A LANDSCAPE ONTARIO MEMBER? ___ YES ___ NO

*MEMBER OF OPA? ___ YES ___ NO *ARE YOU CERTIFIED? ___ YES ___ NO

IF YOU ANSWERED YES, PLEASE CHECK WHICH CERTIFICATION YOU HOLD: ___ CLT ___ CLM ___ CLD ___ CHT ___ WSIP

| ATTENDEE NAME | COURSE CODE | DATE | FEE |
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|--------------------------|
| SUBTOTAL \$ _____ |
| HST \$ _____ |
| TOTAL \$ _____ |

PAYMENT: Registration forms must be accompanied with payment. DO NOT SEND CASH.
SEMINARS ARE NON REFUNDABLE. If an event occurs that prevents you from attending, please send a replacement.

VISA

MasterCard _____
 Card Number

AMEX

Cheque (Payable to Landscape Ontario)

Expiry Date _____ Name on Card _____

 Cardholder Signature



REGISTRATION INFORMATION

Important information regarding fees, locations, start times and registration

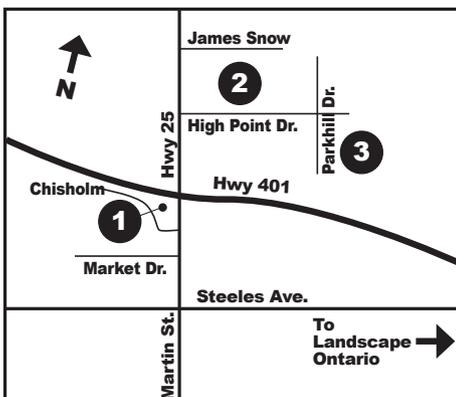
- Seminars are held at Landscape Ontario in Milton, except where noted.
- Seminars run from 9:00 a.m. to 3:30 p.m. and include lunch and coffee, except where noted.
Please notify us of any food allergies or dietary restrictions one week before your seminar.
- Registration fees: Unless noted in the description or on page 38, seminars are \$125 (plus HST) for LO members and \$240 (plus HST) for potential members. **Seminars are non-refundable**
- Registrations received before **January 1, 2017** for seminars held from **January to April 2017** will **automatically receive a 10% discount**. The discount will automatically be deducted when registering online. Online registrations **only** will receive an automatically generated confirmation/receipt. Registrations received by fax or mail using credit cards will be discounted when processed. **Cheques should be sent in already reflecting savings.**
- LO reserves the right to change or cancel seminars and instructors at any location at any time. Age restrictions may apply to some seminars.
- Registration form (see page 38) must be complete and accompanied with payment for the seminar(s) to be confirmed.
- For details regarding Landscape Ontario's accessibility policies see horttrades.com/accessibility
- Questions regarding guide content, contact Kathy at kathym@landscapeontario.com

WAYS TO REGISTER

- Online at our website horttrades.com/seminars
- Fax completed registration form to (905) 875-3942
- Email Kathy at kathym@landscapeontario.com
- Mail completed registration form and payment to:

Landscape Ontario Seminars
7856 Fifth Line South, RR 4
Milton, ON L9T 2X8
1-800-265-5656

Hotel Information



1 Best Western Plus
161 Chisholm Drive,
Milton, ON
Phone: 905-815-3818
or 1-800-780-7234
bestwestern.com

2 Holiday Inn Express
2750 High Point Drive,
Milton, ON
Phone: 905-876-4955
or 1-800-HOLIDAY
hiexpress.com

3 Home2 Suites by Hilton
8490 Parkhill Drive,
Milton, ON
Phone: 289-878-3800
home2suites3.hilton.com

Map to Landscape Ontario

Special Note: If you are using an electronic navigational system to locate Landscape Ontario, you must put Halton Hills in place of Milton.



HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com
Green for Life!

JOIN TODAY!

Here are just a few reasons why you should join Landscape Ontario:

- Professional Development Seminar Savings
- Networking Opportunities
- Available Resources
- HR Tool Kit
- Symposium and Events Discounts
- Cost Saving Benefits
- Government Relations
- Canada Blooms Ticket Discounts
- Subscription to *Landscape Ontario* and *Landscape Trades* magazines
- Awards of Excellence Program
- Congress and GreenTrade

For more details on these benefits and how to join go to [*horttrades.com/membership/categories.php*](http://horttrades.com/membership/categories.php)

Everything we offer helps you succeed on your path to prosperity!

An initiative of



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