

# Annual General Meeting 2023

Wednesday, January 11, 2023 | 8:00 AM

Delta Hotels by Marriott Toronto Airport & Conference Centre  
 International Ballroom



**All Landscape Ontario members are invited to attend the AGM, only Active and Honorary Life members are eligible to make a motion, second a motion, and vote.**

Buffet breakfast starts at 7:00 AM!

Agenda Item	Whom
1. President's Call to Order and Remarks	Lindsay Drake Nightingale
2. Introduction of the 2022 Board of Directors	Lindsay Drake Nightingale
3. Recognition of Landscape Ontario's Milestone Membership	Lindsay Drake Nightingale
4. Canadian Nursery Landscape Association Report <ul style="list-style-type: none"> <li>Greetings from Anthony O'Neill, CNLA President</li> </ul>	Jeff Olsen
5. Procedural Announcements	Lindsay Drake Nightingale
6. Additions to Agenda	Lindsay Drake Nightingale
7. Acceptance of Minutes from AGM, February 8, 2022	Lindsay Drake Nightingale
8. Business Arising from February 2022 AGM Minutes <ul style="list-style-type: none"> <li><b>Action:</b> Bring Indigenous Land Acknowledgement discussion back to Landscape Ontario Board of Directors</li> </ul>	Lindsay Drake Nightingale
9. Reports <ul style="list-style-type: none"> <li>a) President's Report</li> <li>b) Executive Director's Report</li> <li>c) Budgets &amp; Finance Report                             <ul style="list-style-type: none"> <li>September, 2021 – August, 2022 Audited Financial Statement</li> <li>September, 2022 – August, 2023 Revised Budget</li> <li>September, 2022 – August, 2023 Proposed Budget</li> <li>Appointment of Auditors</li> </ul> </li> <li>d) Annual Report Approval</li> </ul>	Lindsay Drake Nightingale Joe Salemi Jeff Olsen  Lindsay Drake Nightingale
10. 2023 Directors Positions & Representations <ul style="list-style-type: none"> <li>a) 2023 Executive &amp; Board of Directors</li> <li>b) Election of 2 Members-at-Large to serve on the Provincial Board of Directors</li> <li>c) Indemnify of Board of Directors 2023</li> </ul>	Lindsay Drake Nightingale
11. New Business <ul style="list-style-type: none"> <li>Proposed Changes to Landscape Ontario Bylaws: removal of gender reference</li> </ul>	Lindsay Drake Nightingale
12. Announcements	Lindsay Drake Nightingale
13. Meeting Adjourned	Lindsay Drake Nightingale

# 2022 President's Report



## Lindsay Drake Nightingale

The past year has certainly been one to "Define the Future" as is the theme of my presidency. I am particularly proud of the accomplishments that have been achieved by our Board of Directors, its various committees and sector groups, as well as the LO staff team. They were able to implement many items, including the following sampling: a virtual 2022 Congress show and conference and all that entailed; the Truth and Reconciliation statement developed by the Diversity, Inclusion and Belonging Committee; the expanding membership department that is working with chapters and the Membership Committee to meet their respective needs while encouraging growth; the Snow and Ice Committee and their passion to tackle industry norms head-on; the Peer-to-Peer Network transitioning from zoom meetings to in-person sessions and the programs evolution to meet the needs of the membership; continuing discussions and collaboration with the Ontario Association of Landscape Architects (OALA) to make both of our associations (and thereby membership) stronger; and our representation on the CNLA board to bring forth our unique Ontario perspective to the national board and its committees.

Landscape Ontario members were able to move out of the worst of the COVID pandemic. Many member companies had an exceptionally productive and profitable year despite labour shortage concerns. Our employees were able to pick and choose where they wanted to work and to receive a good working wage. They brought to the profession a need to recognize the need for "a living wage" so that companies pay accordingly and that the landscaping profession becomes a viable career choice.

Landscape Ontario chapters and sector groups were able to get back to in-person meetings and events. Golf tournaments were the norm for the summer of 2022. It was great to get back on the course with friends, colleagues and associates. Chicken roasts and chapter meetings had record attendance. People were glad to shake hands and network in person. We are all excited to walk the 2023 Congress trade show floor and chat with our suppliers and personally listen to our conference presenters.

The growth of Landscape Ontario continues with the strength of the workplace development programs like GROW, Employers of Choice, and the Apprenticeship program. LO will continue to encourage member companies to hire GROW participants and apprentices. These programs can only make the profession stronger.

Tony DiGiovanni's retirement. Wow! What a special event. The people that came out to recognize Tony's contribution to Landscape Ontario was outstanding. The landscaping community's love really came through for him. His transition to Joe Salemi as the incoming Executive Director has been seamless. Joe is now leaving his mark on the profession as he leads Landscape Ontario into the future.

I look forward to being your President for the next year!

Respectfully submitted,

### Lindsay Drake Nightingale

President, Yorkshire Garden Services Inc.  
President, Landscape Ontario, 2021-2022

# 2022 Treasurer's Report

## Jeff Olsen

The association continued to face significant challenges for a second straight year due to the COVID-19 pandemic. With the safety and well being of the staff, suppliers and the membership in mind, the Congress trade show and conference planned for early 2022 was unfortunately cancelled at the last minute. With the trade show being the largest income stream for the association and the added factors of inflation and market decline, the fiscal year ended with a deficit of \$382,081, of which 71 percent can be attributed to the unrealized losses due to market value adjustments of our investments.

As with any surplus, the deficit must also be allocated, in this case it has been allocated to the Horticultural Profession Development Fund.

On the plus side, membership once again saw a record increase due to several factors, including the implementation of several changes to the annual dues renewal process, including a new streamlined online membership application and automatic renewals by credit card.

As we began to distance ourselves from the seemingly ever-present shadow of COVID, it was encouraging to finally be able to meet with members once again as the association, chapters and sectors returned to holding in person events.

The association remains in a strong financial position due to the foresight and vigilance of it's dedicated leaders. With the return to an in-person Congress (and the coinciding 50th year celebration), I am very optimistic about the future growth and direction of our beloved association.

Respectfully submitted,

## Jeff Olsen

CEO, Brookdale Treeland Nurseries Ltd  
Treasurer, Landscape Ontario, 2021-2022

# 2022 Executive Director's Report



## Joe Salemi, CAE

This fiscal year will be noted in Landscape Ontario's history as one of the most challenging and rewarding at the same time. Our fiscal year started with hope as we were starting to bring staff back to the office after having everyone work from home for such an extended period of time with the threat of the pandemic easing up along with lockdowns and gathering restrictions. We were working full steam ahead to bring Congress back in-person, along with a backup plan should we have to back into lockdowns. Our workforce development team continued to push forward with our strategic priorities of solving the industry's labour challenges, attracting youth to the landscape trades, and providing training and professional development opportunities.

By late December 2021, the Omicron variant had reared its ugly head and had caused a significant spike in COVID-19 cases forcing our provincial government to implement increased measures to reduce its spread, which included limiting gatherings. We made the very difficult decision to cancel our in-person Congress Trade Show. Early on in our planning we had decided to offer full refunds to exhibitors should not be able to deliver Congress in person. After reaching out to all of the exhibitors and experiencing all of the stages of grief, we began the arduous process of issuing close to \$1.5 million in refunds. Less than halfway through our fiscal year, we knew as staff and board that we would need to be very careful with our expenses. Landscape Ontario's Congress Trade Show typically represents approximately \$2.5million in revenue, and with this being an especially trying time considering we were still in the pandemic, we had sold approximately \$2 million worth of floor space and sponsorship. The remaining \$500,000 had been earmarked for deferral for Congress 2023.

At the end of 2021, as a staff team, we agreed that our theme for the year would be 'Resilience'. We felt it was the most appropriate given all of the challenges we have experienced. What we would realize later, is that our collective resilience would be a precious resource.

We didn't let up on any of the work of the association. In fact, we continued to press forward on all strategic priorities. It was how the Landscape Ontario Board of Directors and staff family all rallied to come together for a common goal. To advance the landscape trades in Ontario and beyond.

Here is a brief summary of our industry advancement activities over the past fiscal year:

## Snow Liability Insurance Crisis

Snow and ice management contractors continued to experience record high increases in insurance premiums with many not being able to secure any insurance at all. We saw business owners having to get out of the snow services business altogether. Landscape Ontario's Snow & Ice Sector Group continued to work toward contractor



accreditation (ie. The New Hampshire Model of the Green Snow Pro Accreditation), continuing to support the efforts of developing a Snow Standard through the Canadian Standards Association. We have connected with the CSA and hopeful they will support this initiative. We continue to participate with the Ministry of Environment, Conservation, and Parks via a working group known as the Freshwater Roundtable.

## **LO COVID-19 Taskforce**

As this fiscal year winds down, the Landscape Ontario Covid-19 Task Force met just over 200 times over the course of the pandemic. This group had very difficult conversations, and made even harder decisions. As the pandemic is easing up and restrictions lifted, the LO Board of Directors has chosen to pause the efforts of the Covid-19 Task Force. We thank them for their tremendous commitment and effort.

Thank you to: Alan White (Chair), Jeff Olsen, Jon Durzi, Dave Wright, Peter Guinane, Margot Byers, Terry Childs, Lindsey Ross, James Riddell.

## **Highway of Heroes Living Tribute Tree Campaign**

This wonderful project has reached its goal of raising \$10 million to pay for the planting of two million trees to honour members of the Canadian Armed Forces. We are preparing to plant the final few trees on Remembrance Day 2022 at Fort York in Toronto. The next chapter of our work will be Canadian Trees for Life.

## **Canadian Trees For Life**

With the success of the Highway of Heroes Living Tribute the board, under the inspirational leadership of Mark Cullen, decided to use the experience, relationships and goodwill associated with the HOH project to create a new national foundation called Canadian Trees for Life. The goal is to work with community tree organizations, local and regional governments and local businesses across Canada to realize the federal government's 2 Billion Tree program. We look forward to promoting urban tree cover across the country.

## **Vineland Research and Innovation Centre (VRIC)**

Landscape Ontario has long supported the mandate of VRIC. We sponsored a permanent Horticulture Research Chair position. It was one of the best things we have ever done. Our small investment has been leveraged many times over. Dr. Darby McGrath is dedicated to enhancing the success of our sector.

Program focus:

- Enhance the evidence of horticultural products as natural solutions through active experimentation, testing and demonstration.
- Utilize new technologies and techniques across crops to create production efficiencies.
- Develop new practices for circular economy in horticulture by utilizing waste streams on the farm or transforming into value-added products.



Dr. McGrath's newest initiative is called Greening the Landscape Research Consortium. Landscape Ontario is proud to be a charter member. The consortium includes many partners focused on building the collective capacity of the urban tree value chain. Research priorities are based on the issues faced by members. The work will ensure that trees in the urban landscape are provided with optimum conditions for growth.

## Canada Blooms

Towards the end of this fiscal year, together with the Garden Club of Toronto, we continued to explore options on how we could run Canada Blooms for 2023. The reality was that we were well past the amount of time we would need to be successful. Another difficult decision to postpone Canada Blooms for another year was made.

## Box Tree Moth

Landscape Ontario continues to support the efforts to control Box Tree Moth. Over the last number of years, Landscape Ontario has been trying to control a local outbreak of this serious pest of boxwood in the southern Etobicoke area. There was an extensive program of scouting, door-to-door awareness activities and free spraying. Unfortunately, the pest has spread beyond Etobicoke and into the Niagara Area. This resulted in the shut down of all exports to the U.S. Growers have lost millions of dollars. Landscape Ontario is now working with CNLA, growers across Canada, and the Canadian Food Inspection Agency to develop control programs that would allow exports to continue. Here is some information about the moth.

## Landscape Ontario's Congress

Despite having to cancel our in-person trade show, Landscape Ontario continued to deliver a world class virtual conference. Through the tremendous leadership of Heather MacRae, LO's Director of Trade Shows & Events, our plan was always to have the conference remain virtual for this year as a way to ensure we had a mechanism to deliver on what the Landscape Ontario community was hoping for from us. The entire LO events team pulled together to deliver an excellent, value rich event. Following a short and much needed rest, the entire team began planning for Landscape Ontario's 50th Anniversary celebration at Congress 2023. No time was wasted as the team started selling booth space and sponsorship nearly right away.

## Landscape Ontario's Staff Family

Throughout the pandemic the Landscape Ontario staff family has grown. In fact, when I started with LO in April of 2020 there were 21 of us. Now as we wrap up the fiscal year we are 42 in what felt like a very short 2.5 year period. We owe much of our growth to our membership and our two provincial government grants, nearly \$4million worth. Early on in the pandemic, the LO staff leadership team made the conscious decision to lead with empathy and compassion. Because of this, we have continued to foster a culture of family, caring, and wellbeing. It is because of this culture we have all worked together to build that we are seeing such fantastic work being done.



In May 2022, we said farewell to Sally Harvey - LO's Director of Education & Workforce Development as she moved on to pursue her consultancy business. Landscape Ontario wishes her the most success in her next chapter.

In July 2022, we welcomed Courtney McCann, LO's new Director of Workforce Development. Courtney comes to us from the Career Foundation and specializes in workforce development for several skilled trades in Ontario. Her background is rich with the specific experience and skills that will see Landscape Ontario's workforce development efforts move forward with tremendous success.

This was the year that we would show our appreciation to Tony DiGiovanni for his commitment and dedication to Landscape Ontario through his 33-year career as he retires (although he really despises the use of that word). What he didn't realize is that a special committee of staff and board had been planning a special celebration for him. A celebration that would see nearly 400 people at the Landscape Ontario facility in Milton, ON. There were hundreds more that sent their well wishes.

It's because of Tony that I am with Landscape Ontario, it's because of him that many of us are part of this amazing community and organization. Tony, thank you for your commitment to the advancement of landscape horticulture in Ontario, thank you for your dedication to make Landscape Ontario the most successful landscape trades associations in the world, thank you for everything you have done for Landscape Ontario.

## **Landscape Ontario's Communications**

Throughout the pandemic, Landscape Ontario chose to double down on the communications that were provided to the entire community. We added a digital marketing specialist, and a multimedia journalist. We chose to become the news station for everything Covid-19 related. We also bolstered our digital presence through our websites and social media. We added a number of new advertising and sponsorship opportunities through our new digital channels as well.

Landscape Trades magazine continues to be Canada's premier landscape publication. A recent redesign is aesthetically-pleasing and has increased the size, making it easier to read. The social media efforts are second to none. Useful and interesting content is added daily to the websites and a number of digital products like e-news, Landscape Trades Essentials, partner posts and direct emails have ensured we offer content in a way that is relevant to our readers.

## **Workforce development**

Landscape Ontario has been very fortunate to receive a number of grants aimed at finding solutions to our labour shortage. The grants continue to be managed by Courtney McCann, Director of Workforce Development. Information on the programs will appear in the Workforce Development report, but I will take the opportunity to summarize them here.



### **GROW program**

The GROW program is made up of three activities designed to help businesses recruit and retain employees. Although it is only offered in the Greater Toronto, Hamilton and Muskoka regions, our goal is to expand it across Ontario. Presently, it is being piloted in these three locations.

### **New Entrant Training**

The program attracts new people to our profession. It provides six weeks of free, basic training before participants are available to employers. Over the last two years, we trained over 160 individuals.

### **Supervisory and Crew Leader Training**

This program is focused on developing outstanding employees into crew leaders and supervisors. Many studies have shown that training and a career path are excellent retention tools. Knowledge builds enthusiasm. 85 individuals completed the Supervisory and Crew Leader Training

### **Employer of Choice**

The third part of the GROW program is the Employer of Choice Program. 71 members attended the Employer of Choice program.

## **Apprenticeship Program**

To me, the Apprenticeship Program is a gift to the profession. In my view, every member of Landscape Ontario should enroll their staff in the Apprenticeship Program. The program will elevate the skills of your staff team at no cost to you if you use the government incentives. There are incentives for both you and your employees. I have personally observed lives change for the better. Employees have been awakened to the breadth of the profession based on this program. Employers have become better organizations because of the changed skills and attitudes of their team members. We are fortunate to be authorized by the government to register apprentices.

## **Record membership**

We are pleased to report that Landscape Ontario has enjoyed another record year of new membership applications. This is for a number of reasons, including the CNLA affinity programs, difficulty in obtaining insurance (except through membership), an appreciation for the work done to declare the industry essential and able to work during the pandemic. We look forward to welcoming these new members into the LO family.



## The future

The challenges we all faced this year were significant, but it was how we adapted in the face of those challenges and rose above to see what opportunities lie ahead for us. Our focus is renewed, our passion and our energy are stronger than ever. Landscape Ontario's board of directors continues to provide the strategic direction that will take our mighty ship forward through the stormiest of waters, of which our crew (staff family) will navigate with class, confidence, and grace.

Respectfully submitted,

**Joe Salemi, CAE**

Deputy Executive Director 2021-2022  
(Executive Director starting September 15, 2022)



# 2021-2022 Membership Report

## Joe Salemi, CAE

Landscape Ontario's membership team put in a tremendous effort this year working with Chapters and Sector Groups to drive membership engagement across the board. The team worked to support all of Landscape Ontario's Chapters and Sector Groups as they began to plan for both in-person and virtual events.

Much of the later part of 2021 was filled with too much uncertainty to get underway with planning in-person meetings and events. We focused much of our efforts on bolstering our member data system to streamline internal processes for new members and renewing existing membership.

As COVID-19 related restrictions eased, both Chapters and Sector Groups kicked into gear with planning their events for the remainder of the year. This included chapter meetings, social networking events, golf tournaments, conferences, and more.

## Membership by the numbers

Member, Professional Member, Certified Member, Sole Proprietor	2,018
Associate Member	581
Chapter Associate	582
Individual Member	94
Introductory Member	40
Satellite Member	63
<b>Total Members</b>	<b>3,378</b>

## Chapter Activity Report

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

### Durham Chapter

President: Jon Agg  
Vice President: N/A  
Past President: Norm Mills  
Treasurer: Carol Fulford  
Secretary: Carol Fulford  
Provincial Board Rep.: Christopher Muller  
Directors: Bruce Cullen, Scott Lloyd, Janice Shingler

Greetings LO Community!

There isn’t a lot to report from Durham, we have been fairly quiet during COVID, and are actually looking forward to our first event in many moons at Windreach Farm in October 2022.

We thank Chris Muller for his many years of help with our Chapter as a member, and the board rep, and we wish him the best in his future endeavours. We have also lost our Student Rep Rebecca Carpenter due to her Graduation from Durham College, and a career choice outside of the industry.

Unfortunately, we are still struggling to get things going again after (during perhaps) COVID. The main focus over the winter season will be to reflect on the future of our Chapter. I hope to engage other Chapter Reps and President’s in similar positions, to strategize a plan and help our respective groups move forward with renewed energy.

I still love the idea of the “mega-guest” that presents at the same time to all Chapters, and hopefully we can keep that idea going, but time will tell.

If you would like to be a part of our executive, volunteer at our next event, or just want more information on our Chapter: Please reach out!!!

Respectfully Submitted,

**Jon Agg**

Durham Chapter President, 2021- 2022

## Georgian Lakelands Chapter

President: Teresa Matamoros Vice President: Margot Byers  
Treasurer: Ken Dutka Secretary: Jordanna McCutcheon  
Provincial Board Rep: Margot Byers  
Directors: Don MacMillan Past President: Laurie-Ann Stuart



Georgian Lakelands Chapter 2021-2022 year in review: It's been a fantastic year of growth in our Chapter. With many new members and returning to in-person meetings, we hope to continue to grow. We were not able to complete as many Chapter events and meetings as we had hoped, but looking forward, we have some exciting events planned for 2022-2023.

### September 2021

Putting Challenge - We were in the planning stages of our annual Putting Challenge in Collingwood but COVID concerns forced us to cancel the event.

### October 2021

Annual BBQ - Again COVID concerns also prevented our annual summer BBQ.

### December 2021

Awards of Distinction - This was a fun filled evening at Casino Rama where we were entertained with memories of the past as we celebrated our 25th Anniversary as the Georgian Lakelands Chapter. Around 100 people gathered to reminisce, network and celebrate the Award Nominees and Winners.

### February 2022

Ski & Snowshoe Day - Our winter event was cancelled due to COVID concerns.

### March 2022

MTO Meeting - The ever popular MTO (Ministry of Transportation) meeting was well attended with 100 registered to learn the rules of the road from MTO Officer Hank Dubee at Tangle Creek Golf & Country Club. We also held our AGM meeting with the election of the new Board of Directors.

### April 2022

Designers Coffee Meeting - This meeting in Wasaga Beach was well attended with 14 Designers enjoying the day. There were a number of great speakers and lots of information. A great way to wake up our designers' creativity after the winter.

### August 2022

Several of our board members had the great pleasure of attending Tony's Farewell BBQ. Connecting with other members and listening to Tony play his gifted guitar with his band was an added bonus. We also toured the trial gardens with Roger Tschanz. A wonderful day all in all.

The Board of Directors continued to meet through Zoom in 2021 and 2022 and even managed a few in-person dinner meetings to continue planning events for our Georgian Lakelands Chapter.

Respectfully submitted,

### Teresa Matamoros

Chapter President 2021-2022

## Golden Horseshoe Chapter

President: Chris Church

Provincial Board Representative: Fran MacKenzie

Chapter Coordinator: Mary Thompson

Directors: John Bos, Dan Ebeyer, Jim Edmonds, Jeff Smith, Christopher Utter, Jacob Wallace, Fiore Zenone



The coronavirus pandemic has touched all our lives. For the Golden Horseshoe Chapter our first priority is the well-being of our members and doing what we can to limit the impact of the virus within our chapter. I would like to thank our LO COVID-19 Task Force for keeping us well informed.

Before I go into more detail on our chapter report for 2021/2022, I want to briefly outline our last event that took place on September 15 2022. It was our 30th annual chicken roast hosted by WPE. After a two-year break - what a night! - we had record attendance with over 400 people attending the event. It was great to reconnect with our chapter and their families. A special thanks to our board that pulled off one of our best roasts ever. Also, a very big thank you to the host sponsor WPE! Vince Borgdorff, Dan Vandenburg and their team really did an amazing job putting this event together. Their endless hours of coordinating the night really paid off, between the beautiful night and lots of activities it was a great success.

### July 2022

The annual Chapter Golf Tournament took place this year at Southbrook Golf & Country Club July 15 2022 . The 104 golfers and 125 attendees enjoyed the day at the golf course, a great meal and networking. The tournament was a success in large part to our amazing sponsors. Thank you for your support, it is truly appreciated.

### November 9 2022

Chapter hosted an all-members meeting on the implementation of Excess Soil Requirements and how this will affect all landscape contractors. We look forward to seeing our members in early November for this informative session at Vineland Research & Innovation Centre. Ontario is committed to setting clear rules supporting appropriate reuse of excess soils, and to working with municipalities and other law enforcement agencies to help put a stop to the illegal dumping of excess soil.

Respectfully submitted,

Chris Church  
Chapter President 2022

## London Chapter

President: Cindy Buelow

Vice President: Greg Schaafsma

Past President: Peter Vanderley

Treasurer: Carla Bailey

Secretary: Mike Lavigne

Provincial Board Rep.: Pam Cook

Directors: Hunter Beamish, Egon Bieg, Bill Degraaf, Lauren MacKenzie, Ryan Marshall



Our 2021/22 season kicked off with the Garden Makeover Project to honour frontline worker Lisa Fernandes, an outstanding Personal Support Worker in St. Thomas.

Thanks to all of our volunteers for their time and generosity which quickly saw the evolution of the project to include regrading, sodding, garden rejuvenation, water feature installation and seating areas.

Chapter member Bob Allen organized a "One Bench | One Tree" installation at St. Thomas Elgin General Hospital with the support of Beamish Landscape and Kettle Creek Landscaping. The organization supports hospital workers through the installation of a shade tree and bench in recognition of their dedication to our communities during COVID-19. Another installation through Clintar happened at London Health Sciences Centre-Victoria Campus in London.

We held a Holiday Social event in December at London's, The Factory. It was well attended: what fun to see everyone in person again! There were all sorts of games, but I think most folks spent their time catching up with each other - a wonderful success regardless.

The 6th Annual Plant Symposium, co-hosted virtually for the second time by London and Ottawa, was another big success with 210 paid participants, 19 schools and 500 students online. The Symposium has now become a Provincial function. We look forward to seeing what it can become with the wider platform and support of the whole organization. It's great to see how ideas get shared and evolve within the group.

In February, an online Trivia night with the Kahoot platform was held: good fun and fierce competition!

Over the past couple of years, our chapter has been working with Indwell, a not-for-profit organization providing deeply affordable, supportive, sustained housing for those in need. We pledged to provide the money necessary for the installation of gardens at their new housing facility in London, Embassy Commons. We were able to turn donated goods and services into cash at a Charity Casino event. LO members have raised \$140,785 for Indwell up to this point. We're so proud of our members.

We were able to hold a recognition ceremony for our retired Regional Chapter Coordinator, Wendy Harry, with the unveiling of a tree planted in her honour at the Elevated Park in St. Thomas.

Our Baseball Tournament saw six teams competing on a hot, muggy June day for the honour of being the top team. Thanks to our sponsor Permacon for the great lunch!

Our chapter supported Women In Landscaping with their second annual "Touch a Truck" event that sees families with children able to explore machines like loaders, skid steers, bucket trucks, dump trucks and boom vehicles in the hope of encouraging more folks to enter the green industries.



I would like to acknowledge Hunter Beamish who resigned from the board due to time constraints. Hunter's work on the board will be missed but he continues to contribute to the chapter. The London Chapter AGM saw the nomination of a new director to our board, Ryan Sandink from SiteOne. Welcome Ryan!

Thank you to my fellow board members, LO Head Office, the Provincial Board and associated committees for your continued dedication to our profession. Here's to a fantastic 2022/23 season.

Respectfully submitted,

**Cindy Buelow**

President, 2021- 2022

## **Ottawa Chapter**

President: Mary Stewart

Vice President: Cory MacCallum

Past President: Steve Neumann

Treasurer: Marc Carriere

Secretary: Michael Fulcher

Provincial Board Representative: Steve Neumann

Communications: Kim Kavanagh

Directors: Randi-Lee Bell, Ed Hansen, Thomas Hoyle, Joan Johnston, Stephanie LeBlanc, Steve Montcalm, Michael Willis

After a long absence and significant changes to the chapter's structure, some events and charitable campaigns resumed in the 2021-2022 year.

In November 2021, several members got together to build the Frontline Heroes front yard landscape plan. Our appreciation goes to the volunteers and suppliers who helped make the project a reality but mostly to Elise and Marc-Andre, and all the heroes whose hard work and dedication saw our community through such a trying period.

Also in November 2021, the annual Day of Tribute was held at Beechwood Cemetery in honour of the Canadian Military and their families. It was a morning of maintenance on the grounds by volunteer members from the chapter to tidy, plant and prepare for Remembrance Day ceremonies at the cemetery. Many thanks to Pete Campbell and all the volunteers who uphold this long-standing Ottawa Chapter event.

Ottawa Chapter Meeting – December 2021. This was our first in-person chapter meeting since Green Trade Expo in February 2020. We were grateful to see more than 50 members register for the event and we were so pleased to see some familiar and new faces. Ugly holiday sweaters were worn, donations were raised for the Sharing &



Caring Exchange and it was great to resume what felt like a regular event just ahead of the Omicron wave and holiday break.

In late December 2021, thanks to the hard work of Marc Carriere and the generous donations of members, over 80 families in the Ottawa area had access to the long-running program providing those in need with food hampers during the holiday season. Now in its 4th season as an Ottawa event, we hope to help over 150 families in 2022.

In February 2022, the Ottawa Chapter joined once again with the London Chapter to organize the virtual Plant Symposium. With numerous speakers, expert panels and record attendance, London's long-running event was hugely successful and reached a wider audience than ever before. We are excited for the 2023 hybrid event and the opportunity to expand the international audience.

In March 2022, we finally saw the return of the Ottawa Home and Garden Show and with it, Living Landscapes. Many members came together to build one large, communal garden. With thousands of plants, bulbs, water features, walkways and arches, the event breathes spring life into the Ottawa community. We were again pleased to see new and returning faces at the breakfast AGM before Living Landscapes opening where members were able to get a sneak peak at the gardens before the general public.

In 2022-2023 the Ottawa Chapter hopes to see a return to regular events, including the annual golf tournament, chapter meetings, Day of Tribute, Sharing and Caring, Green Trade Expo, Awards of Distinction, Living Landscapes and other events that continue to strengthen the Ottawa Chapter of Landscape Ontario.

Respectfully submitted,

**Mary Stewart**

Chapter President 2021-2022

## Toronto Chapter

President: David Milne

Vice President: Garry Reisky

Past President: Jonas Spring

Treasurer: Wendy Ladd

Secretary: Daniel Domingues

Provincial Board Representative: Pamela Cooze

Directors: Paul Barker, Siamak Bay, Lori Di Monte, Jon Durzi, Matt Gove, David Hllady, Raffy Hanimyan, Aaron Harpell, Skai Leja, Christie MacFadyen, David Mceldon, Shada Morris



Thankfully this past year has seen our lives regain a large degree of normality. Having spoken with a lot of people working in different aspects of our industry, the landscape and horticultural trade has never been busier. It will be very interesting to see what the next year brings our way.

We managed to hold a couple of in person Shop Talks this past year at Black Lab Brewing. It is always great to see new people come out to this event, and share thoughts and experiences with others in the trade. I hope that we can do more of these talks in the future and in different locations.

The Toronto Chapter hosted a Winter Social on December 2 at Landscape Ontario. I unfortunately was not able to attend, but by all accounts it was a lot of fun.

Our Chapter AGM was held March 9 virtually. As part of the meeting, there was also a great presentation on trees in the urban environment. The speakers were very knowledgeable and really engaged all in attendance. On October 12, 2022 we will be having a virtual chapter meeting, with the focus being on soil health.

In mid May, we went back to Participation House to do a Spring clean up. It was so nice to see that all of the work we had done the previous summer doing the garden makeover had been successful. The plantings looked really good, and all the bulbs that were planted put on an impressive showing. Thanks to all of you who helped that day.

On July 7, we held our golf tournament for the first time since 2019. Attendance was really good and all who participated had a great day. Next year is already booked and we hope to see even more people come out.

The Chapter continued the bursary program. This year we awarded over \$10,000 to many projects that promote, among other things, well being, environmental benefit and community growth.

Thanks to my fellow Toronto Chapter Board members. Your efforts are appreciated. We could not do what we do without the support of Landscape Ontario staff. Thank you! Finally, thanks go out to our Chapter members for supporting our events.

Respectfully submitted,

**David Milne**

Chapter President 2021-2022

## Upper Canada Chapter

President: Lisa Purves-Smith  
Vice President: Logan Cole  
Past President: Jesse Perrin  
Treasurer: Rhonda Derue  
Secretary: Pam McCormick  
Provincial Board Representative: Terry Childs  
Directors: Craig Williams, Jessica McGurn, Ryan Bostock, Chris Lamer



Plant Hope in 2021! Communities in Bloom and its affiliated partners declared 2021 as the “Hope is Growing” year and was often overheard being described as “Feeling like a big hug”. And we could all use a HUG! Many avid garden lovers, churches, municipalities and more planted yellow flowers, vegetables, trees and shrubs; with garden centers stocking the shelves with all the yellow they could find. Did you know that yellow is the international colour of hope? #hopeisgrowing

Our chapter kicked off the year in a big way with the much anticipated & long awaited golf tournament. On a beautiful sunny October day, Loyalist Golf and Country Club welcomed us back after a 2 year hiatus and it quickly sold out. Over 110 eager golfers spent the day celebrating their teams and fellow members successes. By the second hole, talk was already underway within the chapter executive about how to make next years even more successful!

It was at this event that I had the pleasure of meeting Joe Salemi face to face. He jumped right in to help us out and I knew instantly that he would regrow the Landscape Ontario organization into something bigger and better in the very near future with new faces & fresh ideas.

In December, Covid numbers were once again on the rise, and many chapter meetings/events/celebrations were being cancelled from day to day. Plans to attend Congress 2022 in person had to be put on hold and suddenly the event became virtual and online. Not an easy last minute decision for the organization and PIVOTING once again!

From our couch or office, we watched the 49th Awards of Excellence virtually on February 3, 2022 with several of our members being award winners in multiple categories! Congratulations to everyone who entered and special congratulations to our UCC winners: Lavish, Terra Vista Landscape Construction, Derue Designs and Lasting Impressions Landscape Group.

Of special note: the inaugural Neil Vanderkruk Award for Excellence in Design 2022 was given to Derue Designs for Serenity. Also receiving a Green Stamp Award for 2022 was Lavish for Stonehouse Wildflower Meadow.

March brought about the chapter AGM and elections. Our guest speaker was Sally Harvey from Workforce Development. She spoke to chapter members about various programs LO has to offer and how we as members can participate and/or become involved in. The UCC is looking to reinstate the apprenticeship program at Loyalist.

Many thanks to our outgoing executive and welcome to our new executive.

Our UCC is strong and in good standing, with plans underway to find a local project or two to champion in 2022. We have received several proposals from local organizations looking for help with their gardens or properties and we hope to fulfill the requests.

“The difference between the impossible and the possible lies in a person’s Determination.”  
– Tommy Lasorda

Respectfully Submitted,

**Lisa Smith**

Upper Canada Chapter President, 2021-2022

## **Windsor Chapter**

Report to follow.

# **Sector Group Reports**

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

## **Garden Centre Sector Group**

Chair: Michael Van Dongen

Members: Art Vanden Enden, Barry Benjamin, Diane Hutchinson, Kennedy Johnston, Kevin Jack, Perry Grobe, Anne Kadwell, Justin Cartella

It has been very relieving to see some of the things we took for granted before the pandemic return. While in the same breath, it has been reviving to see the continued strength of our industry, our sectors, the association, members and the community who have dedicated themselves to navigating the pandemic.

Our sector has seen many pivots, adaptations and reevaluations of everything we do. Fittingly, we have been taking the opportunity to evaluate many of the programs we offer, and are looking forward to assessing how Garden Centre’s can benefit from the Apprenticeship program, awards program and research programs - and how they can bring the sector together.



We were also thrilled to see some of the conferences returning, and focusing on networking, education and the best our sector offers. With the continued support of the Canadian Nursery Landscape Association, the Garden Centre Summit was held in Edmonton and was a great success. This was followed by the International Garden Centre Association who hosted their first congress in several years. The Netherlands in similar fashion, celebrated our industry, and showcased the strengths and values that come when we collaborate.

We are all really looking forward to the future, and as always we would love to have more members join us even for the sake of sharing and connecting when you can.

Respectfully submitted,

**Michael Van Dongen**  
Chair, 2021-2022

## **Growers Sector Group**

Report to follow.

## **Irrigation Sector Group**

Chair: Trevor Lively

Provincial board representative: Steve Macartney

Vice-Chair: Tyler Burnell

Members: Andrew Cordeiro, Chris Le Conte, Don McQueen, John Lamberink, Justin Comacchio, Natnael Taera, Paul Barker, Paul Prouix, Roy Neves, Steve Marysiuk, Steven Hernandez, Tony Serwatuk, Ian McMillian, Mo Von Roeder, Kyle King, Gerad Vanden Bussche, Michelle Von Roeder, Patrick Sirrs.

2022 was another busy season for the irrigation sector. Contractors continued to see strong demand for their services.

At the end of the 2021 season, the Irrigation Sector Chapter reached out to our industry to hear some of the biggest challenges they are facing so that we could narrow our focus on how we can support and improve our industry. As you may expect, Covid-19, product shortages and staffing were at the top of the list. In the spring, we hosted a live virtual HR round table discussion to hear from some of our industry leaders who have found creative incentives and systems to increase their retention and recruiting efforts. We had strong engagement from the attendees of this event and our chapter has committed to hosting more round table discussions in the future.

We had our long-time irrigation trainer, Lorne Haveruk, retire. Thank you to Stephen Hernandez and Pau Barkerl who stepped up to cover Lorne and host some training courses for our staff this past spring. Over the next few



months, our chapter will be working to revamp the training courses we offer to better serve the needs of our contractors.

Finally, I want to take one last opportunity to thank Tony DiGiovanni for all his support on behalf of our sector. We wouldn't have been able to accomplish many of our initiatives and programs without your support. We wish you all the best.

Respectfully submitted,

**Trevor Lively**

Irrigation Sector Group Chair, 2021-2022

## **Landscape Contractors and Hardscape Sector Group**

Chair: Joseph Morello

Provincial Board Representative: Peter Guinane

Members: Jason Gaw, Jurt Vanclief, Thomas Blatter, Ryan Bostock, Frank Bourque, Allan Kling, Ed Hansen, Jarrett Woodard, Jim Bender, Nick Lang, Shawn Giovanetti, Darcy DeCaluwe, Terry Childs, Blake Tubby

The Contractors Sector Group is getting back to normal with events as we emerge from the restrictions related to Covid. A big change this year saw our group grow with the Hardscape Committee joining with the Contractors Commodity Group. The two groups share many issues and priorities.

Our first event was an Open House in Ottawa in August at Hansen Lawn and Gardens. This was a fantastic opportunity for members to meet and discuss how to set up and run a landscape business. The date coincided with the CNLA 100th anniversary meetings and many members from across the country joined us. Hansen has been providing landscape services in Ottawa for over 30 years! Thank you to Ed Hansen and his staff for hosting the event. We hope to continue this program with more sites every year.

The 50th Anniversary of Congress is happening and our group is working to bring back Hardscape Live, Green Live and Drive Live better than ever.

Ongoing priorities revolve around improving the labour shortages and skills training experienced by LO members. There are many programs that have been developed by all levels of government and we will work to bring attention to these opportunities, most notably the GROW program run by Landscape Ontario.

Respectfully submitted,

**Peter Guinane**

Landscape Contractors and Hardscape Sector Group Board Representative, 2021-2022

## Landscape Designers Sector Group

Report to follow.



## Landscape Lighting Sector Group

Chair: Scott Sim

Provincial board representative: Jamie Riddell

Members: Carl Hastings, Conrad Monteiro, Don McQueen, John Higo, Ken Martin, Rob Redden, Ron Iserhot, Terry Childs, Jeff McGee, Tim Meijs, Cam Hansuld, Gerad Vanden Bussche, Steven Hernandez, Frank DiMarco

Looking back over the 2021-22 year as it relates to the Landscape Lighting Sector Group, we as a collective cannot help but feel a great deal of pride for what we have all accomplished together.

In the later part of 2021 I was elected as the new chair. Our group quickly got to work on some new initiatives. We began to create a Landscape Lighting Tool Kit, drawing from the great experience and knowledge of our members. The kit includes helpful tips for sales, design, service and planning. This living document continues to evolve, which will provide lighting and landscape professionals alike with useful guidance to continue to elevate the lighting industry right here in Ontario. Future topics will include installation best practices, pre-qualifying clients, working as a sub-contractor and documentation. We hope that this engages other contractors to provide suggestions for new tool kit subjects and to also influence them into joining our group! The tool kit can be found at: [HortTrades.com/lighting-sector-tool-kit](https://HortTrades.com/lighting-sector-tool-kit).

As COVID-19 still presented some very real challenges in the early part of this year, we elected to host The Lighting Town Hall as a virtual event. Our keynote speaker was Jason Sponzilli of Sponzilli Landscape Group, based out of New Jersey. He is an award-winning lighting designer whose company also offers landscape design - build, maintenance and snow removal. Jason brought a perspective that is relevant to many of our members, in that they design landscape installation projects that regularly incorporate landscape lighting. He also offered some valuable tips about the sales process as well as other business-related subjects. The event was well attended, and received positive feedback. We all are looking forward to getting together in person for an event in the new year.

I want to thank each and every member of our group for their willingness to share wisdom and better one another. Thank you to Jaleesa Rhoden, Joe Salemi and the rest of the staff at Landscape Ontario for supporting our sector. A HUGE thank you to Tony DiGiovanni for his many years of service to Landscape Ontario and its members. I can attest for myself - and many others - the value that you have added to this organization. All the best in retirement!

I would also like to acknowledge Carl Hastings for his years as the Chair of this committee prior to my tenure. I admire Carl for all of his insights and involvement, and will continue to call on him for assistance. Thank you. I am grateful for our list of achievements, and am incredibly optimistic about the new year and what it will bring for our group, the landscape lighting industry and the landscape profession as a whole. Keep on shining!

Respectfully submitted,

**Scott Sim**, Chair, Landscape Lighting Sector Group, 2021-2022

## Snow and Ice Management Sector Group

Report to follow.



## Turfgrass Management Sector Group

Chair: Gavin Dawson

Provincial board representative: Alan White

Vice-Chair: John McIntosh

Members: Kyle Tobin, Chris Lemcke, Rohan Harrison, John McIntosh, Chris Urquhart, Paul Gaspar, Isaac Bork, Mathew Hooper, Dr. Sara Stricker, Tim Tripp MSc, Dr. Michael Brownbridge, Tom Somerville, Kerry Whale, Scott Bowman, Brad Normand, James Walke, Jim Spencer, Mark Schneider, Brett Jeacle

The Turfgrass Management Group began 2022 with yet another successful IPM Symposium. This annual full day symposium occurs the day before Congress begins and has been widely regarded as an important educational and professional development event for our industry since 1965. This year's Symposium was again a virtual event drawing 251 registrants from all corners of the Green industry including professional lawn care, sports turf, golf, and municipal parks and public works. In addition, its recording was available for registrant replay or purchase for those that could not make the January 6 live showing. This year's topics included soil fertility, turfgrass endophytes, turfgrass management applied research, IPM in the garden, turf diseases, managing plant pollinators, and an update from the Ministry of Environment, Conservation and Parks. The virtual aspect of this Symposium has proven very popular given the increased accessibility it offers to many of those who can not travel to an in-person event. Moreover, the January timing of this Symposium has historically presented challenges for even local members to attend in-person given inclement weather.

The 2023 IPM Symposium will again be virtual on January 5. Scheduled topics include improving soil biology to reduce inputs, controlling invasive phragmites, IPM turf research update from the Guelph Turfgrass Institute, efficiencies in turfgrass nitrogen use and drought tolerance from endophytic microbes, invasive species ID and management, an IPM perspective on urban tree care, innovations in horticultural spray oils, and an update from the Ministry of Environment, Conservation and Parks. As always, Symposium attendance and the completion of an exam awards 6 CEC's towards annual IPM accreditation from the IPM Council of Canada. In addition, some sessions may qualify for ISA CEU's. Registration for the January 5, 2023 IPM Symposium is now available.

As the 2022 season got under way, we generally saw a slower spring development than in 2021. This delayed development continued through much of the turf management season. While conditions varied greatly across the province, we generally saw good turfgrass growing conditions with widely reported reduction in insect pest activity such as chinch bugs.

Several projects conducted by the Turfgrass Management Group in 2022, were motivated by this Group's recognition that the Ontario's Turfgrass industry must meet the challenge of operating in a changing world with changing business, regulatory and natural environments. Specifically, we see the need for improved knowledge transfer between research, industry and government. We also recognize a need for a raised awareness of the green landscape industry in terms of the economic, environmental and societal benefits it provides by producing and maintaining healthy turfgrass in Ontario. To this end, our Group worked with the University of Guelph (GTI) to



apply through OMAFRA's Agri-Food Innovation Alliance program for a Knowledge Translation and Transfer (KTT) Mobilization project, "Increasing benefit and sustainability of landscapes with better management through collaboration with the turfgrass industry". While this application did not prove successful, and efforts continue to pursue greater alliance with OMFRA to support the turfgrass industry, this initiative spawned a greater alliance between our Turfgrass Management Group and the GTI. In working with Dr. Sara Stricker at the GTI, three specific 2022 deliverables were established including: a video series on functional horticulture; a Landscape Trades article on turfgrass carbon sequestration; and a social media toolkit for turfgrass management companies on the educational awareness of the benefits of Turfgrass.

We look forward to seeing these projects come to life and additional endeavours in 2023 that will serve to grow the awareness of the many societal, environmental, and functional benefits of turfgrass and the prosperity of the turfgrass industry.

Respectfully submitted,

**Gavin Dawson**

Turf Management Sector Group Chair 2021-2022

Membership growth continues to be strong. We attribute this growth to our continued partnership with the Canadian Nursery Landscape Association and the great value through federal advocacy and the discount programs they offer (GM truck discounts, specialized insurance, etc). Over this past fiscal year, Landscape Ontario members saved over \$9 million! We continue to see new members as a result of the tremendous work done by the COVID-19 Task Force. Many companies who were not members were also provided with all of the resources produced through this task force, and as a result are now joining because they see the true value in Landscape Ontario.

Respectfully submitted,

**Joe Salemi, CAE**

Deputy Executive Director 2021-2022

(Executive Director starting September 15, 2022)

# Communications Committee



## Hank Gelderman

Members: Gerald Boot, Lindsay Drake Nightingale, Jeremy Feenstra, Mark Fisher, Bob Tubby, Nick Winkelmolten

The communications committee is proud of the work the staff has done to support every LO team. This includes extensive marketing support for LO events, including the development and execution of communications for Congress, the Awards of Excellence, chapters events, and much more. LO is all about getting together with industry peers and colleagues and the return of face-to-face events is critical to the association's long term success.

The communications team continues to utilize all the tools available – publications, email, social media, websites – to inform and engage members, the profession, and the general public. This is demonstrated in the sustained growth of LO's membership community over the last three years to record levels. It's clear the value of LO membership and everything the community has to offer is being effectively communicated to the landscape and horticulture profession.

The publications remain industry leaders in quality and their advertising revenues have stabilized after several challenging years. The advertising industry has shifted dramatically across every industry, however we are confident the combination of print and digital marketing products LO provides are strong, cost-effective solutions for clients looking to reach the landscape trades.

Landscapetrades.com received a redesign this year, and development of an improved online Source Book is currently underway. We hope members and the wider landscape industry will enjoy the new format, which has been designed to make it easier to find the latest articles and news.

I want to express my sincere gratitude to my fellow committee members for taking time out of their busy schedules to contribute to LO. This year, Marty Lamers stepped down from the committee after 30 years of service. Marty's contribution to LO over this period was remarkable. Thank you Marty. Laura Catalano also decided to leave the committee, and I want to thank her for her contribution as well. And finally, I would like to express my gratitude to the entire communications team for their hard work this year.

As we head into the new year, the committee would like to extend an invitation to LO members interested in communications and magazine publishing to join our group. If you would like to learn more about participating in the Communications Committee, please reach out to me at [hgelderman@gelderman.com](mailto:hgelderman@gelderman.com).

Respectfully submitted,

**Hank Gelderman**

Communications Committee Chair, 2021-2022