

2009

Landscape Nova Scotia Horticultural Trades Association



Landscape
Nova Scotia

Annual General Meeting Reports



Agenda - 2008 Minutes - 2009 - 2010 Budget - 2008 - 2009 Financial Report
Executive Director's Report - Committee's Reports

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Landscape Nova Scotia Horticulture Trades Association

AGENDA

Annual General Meeting,
Burnside Room, Ramada Hotel
Wednesday, December 2, 2009
1:30 pm – 4:00 pm
Meeting Call to Order (1:30 pm)

Welcomes & Introductions
President's Remarks - (Scott Mosher)

1. Approval of Meeting Agenda

2. **Approval of Minutes** - November 24th, 2008 Annual General Meeting

3. **Business Arising from Minutes** - November 24th, 2008 Annual General Meeting

4. **Financial Report:** Presented by Scott Mosher for Peter Bugden (Treasurer)

- Financial Report 2008 – 2009
- Budget Report 2009 – 2010

5. **Committees & Reports** - Discussion and feedback on written reports already distributed

- Executive Director's Report: Pam Woodman

(Membership & Marketing, CNLA, Certification / ARCC, HortEast, Education, Garden & Patio Show, Garden Centre, Specifications, Environment and AALD)

- Membership & Marketing Committee: Carol Goodwin
- CNLA Report: Doug Conrad
- Certification / ARCC Report:: Doug Conrad / Christene LeVatte
- HortEast Report: Doug Conrad
- Education: Kirk Fletcher
- Patio & Garden Show: Russell Beakhouse
- Retail Garden Centre: Robin Godfrey
- Specifications: Stan Kochanoff
- Environment: Jeff Morton
- Atlantic Association of Landscape Designer's Report: Linda van Vulpen

6. New Business

- ACLE Update (brochure separate)
- New Date – Awards of Excellence
MOTION – moved by Carol Goodwin on behalf of the Membership Committee that the deadline for entries into Awards of Excellence be moved to the end of January of each year and that the Awards of Excellence be presented at the March General Membership Meeting.
- LNSHTA Strategic Plan Update for 2009
- CNLA 2% Annual membership Dues increase / CNLA Support

7. Election of 2009 Directors & Officers

8. **Adjournment** – Please join us for our Awards of Excellence Gala at 7:00 pm. President Reception at 6:30 pm

LANDSCAPE NOVA SCOTIA HORTICULTURE TRADES ASSOCIATION

2008 ANNUAL GENERAL MEETING MINUTES

November 24th, 2008
Westin, Nova Scotia

Attendance: Robin Godfrey, Scott Mosher, Paul MacPhee, Peter Bugden, Doug Conrad, Carol Goodwin, Kirk Fletcher, Russ Beakhouse, Kevin McGinnis, Craig Roberts, Ryan Streach, Clinton Pinks, Pam Woodman, Alan Streach, Linda VanVulpen, Sandy Robertson, Michael Pinks, Stan Kochanoff, Jeff Morton, Kari Hjelkrem, Michelle Muis, Jamie Lowe, MaryAnne Elliott, Morgan Cronin, Trevor Campbell, Gorden Zwicker, Tim Jansen, Karen Verboom, Jim Verboom, Adam Cooney, Tracey MacKenzie, Julia Ricottone.

Guests: Victor Santacruz (CNLA), Liz Klose (CNLA), Alanna Wolf (HortProtect), Sara Munshaw (HortProtect), Gerry Callaghan GL. Callaghan Accountants, Jim Landry (LNB), Kevin Nauss (LNB)

Regrets: Rebecca Wetseelar (CNLA), Michelle Gregory (CNLA)

MEETING CALL TO ORDER (5:15 pm)

WELCOMES & INTRODUCTIONS

- Robin Godfrey (President) Welcomed members and acknowledged guests. Guests include: Victor Santacruz and CNLA staff are present, Jim Landry (LNB), Kevin Nauss (LNB), and Gerry Callaghan, GL. Callaghan Accountants.

I. APPROVAL OF MEETING AGENDA

Robin asked for a motion for the Approval of the Agenda
Moved by Sandy Robertson / Seconded by Russ Beakhouse
Motion Carried

2. APPROVAL OF MINUTES - November 29th, 2007 Annual General Meeting

Robin asked for a motion to approve the Minutes of November 29th, 2007 AGM as circulated.
Moved by Sandy Robertson / Seconded by Carol Goodwin
Motion carried

PRESIDENT'S REPORT / REMARKS - (Robin Godfrey)

- Robin Godfrey talked about the recent changes with office over the last 6 months and it's implications for the future. New changes include a new office location and introduced the new full-time Executive Director, Pam Woodman. Discussed Pam's role as ED and how these new changes will benefit the membership and the future of the association.
- Discussed the launching of the new 2009 Membership Directory in the new year.
- LNSHTA has been in discussion with NS Office of Economic Development about the possibility of obtaining rebranding funding. This will help LNSHTA change the image of the association to government and the public as a professional and green industry.
- Robin Godfrey echoed that these new changes and initiatives are important for the growth of the industry and the Association and that an exciting new year is ahead of the industry.

Moved to Accept President Report
Moved by Sandy Robertson / Seconded by Russell Beakhouse
Motion carried

Housekeeping

- Annual General Meeting Packages were distributed. Packages include: Financials 2007 – 2008, 2009 Budget, Executive Director Report, and Committee Reports.
- No set break, so refreshments are served throughout the AGM.
- Due to time restrictions it is asked that questions be asked during committee reports.
- Attendees were invited to join the membership for the Awards of Excellence Gala in the Atlantic Ballroom at 7:00 pm.

3. BUSINESS ARISING FROM MINUTES - November 29th, 2007 Annual General Meeting

- Sandy Robertson expressed concern about some action items not carried through. Specifications committee is one particular that has proved to be inactive.
- Stan K, chair of the Soils Committee responded by mentioning that there is a deadline (Jan., 09) to get the changes to the Soil Specs. Stan will be having a meeting in January 09 with the industry and representatives to HRM to discuss any issues or changes.
- Sandy Robertson expressed disappointed that nothing is happening with the Education Committee. Events were cancelled from lack of interest. Robin Godfrey communicated the association will move forward with event even if it loses money.

4. FINANCIAL REPORT: Submitted by Peter Budgen (Treasurer)

- Financial Report 2007 – 2008 (AGM Package)
Gerry Callaghan presented an overview of financials gave report.
- Budget Report 2008 – 2009 (AGM Package)
Peter Budgen presented an overview of budget 2009.

Michael Pink raised the issue about the revenue surplus and asked how it will benefit members. Victor conveyed that is important to grow revenue and that government likes to invest in NGOs with money.

Stan Kochanoff asked about the HortEast revenue. And asked about how it will be split? Doug Conrad (chair of the HortEast committee) communicated that a small portion goes to LNL based on participation and the remainder will be split 50% / 50% with LNS and LNB.

Michael Pink pointed out a surplus of revenue that has been sitting in the ING Direct Account for quite some time. Michael requests to keep the money in the ING Account to being restricted and to be spent only at the judgment of the membership.

Motion to approve the 2008 Financial Statements as presented.

Moved by Michael Pink
Motion carried.

Peter Budgen moved to use Gerry Callaghan's services for Financial Reviews for the next 2 yrs.

Moved by Sandy Robertson
Motion carried

5. COMMITTEES & REPORTS - Discussion and feedback on written reports already distributed

Education Committee Report: Submitted by Kirk Fletcher (committee chair)

- Reported results of a survey that was conducted in October 2008. There was concern of the low response rates. The question was then asked if we should base the future on the education committee on 25 responses.
- Sandy Robertson talked about funding that NS Federation of Agriculture provides funding support for some initiatives. Jeff Morton responded that the NS Federation of Agriculture has funding for projects for but LNS initiatives do not qualify for this funding.
- Red Seal Program: Doug Conrad reported that things are moving along with the Red Seal Ad Hoc Committee.
- Unemployment Insurance (EI) is an issue that the membership wants to bring up. Victor talked about the new developments of the Red Seal Program and that there will be new developments with EI in the future. Victor also thanked the industry for making this possible.
- In the 2009 budget it was predicted that there would be a surplus that has been not allocated to any one project. The board created an Opportunity Funding for committees to submit proposals to the boards to access the funding. The Opportunity Funding deadline is Feb 28. Scott encouraged committees to think of a project.
- Kari Hjelkrem asked about the status of the membership numbers of the Greenhouse Grower's Association and Robin responded that the membership is shrinking.

Government Liaison Committee Report:

Although no report was submitted, Robin Godfrey communicated that Alan Streach will take the lead with this committee. However, Alan wants a response from the membership to take industry related issues to the government. There will be an email distributed to the membership offering the opportunity to submit any industry related issues for Alan Streach to take to government. This will take place in January 2009.

All Committee Reports can be view by visiting the Landscape Nova Scotia website or by contacting the Landscape NS office.

- **Membership Committee:** Submitted by Carol Goodwin
- **Awards of Excellence Committee:** Submitted by Carol Goodwin
- **Certification Committee:** Submitted by Doug Conrad
- **CNLA Report:** Submitted by Doug Conrad
- **HortEast Report:** Submitted by Doug Conrad
- **Patio & Garden Show:** Submitted by Paul MacPhee
- **Retail Garden Centre:** Submitted by Robin Godfrey
- **Specifications:** Submitted by Stan Kochanoff
- **Atlantic Association of Landscape Designer's Report:** Submitted by Linda van Vulpen

Motion to approve all committee reports

Peter Bugden / Seconded by Russell Beakhouse

All in favour,

Motion carried

6. NEW BUSINESS

• Evaluation of LNSHTA Membership Dues Structure

Scott Mosher to present an Evaluation of the Membership Due Structure for 2009.

Scott talked about streamlining dues. It was recommended that the Intro Member option be taken out as an option. Scott stressed that this was no fault of the membership, however only 4 members pay over are claiming the larger revenues associated with the higher membership fees. Scott remarked that this isn't fair and the honour system isn't working. If members were paying the fees that were associated with the company's true revenue category, the association's revenue would increase dramatically.

Sandy also noted that these companies with larger revenues categories assist Landscape NS in other ways, such as events sponsorship etc. Jeff Morton wants the membership fees to be fair to all members. Peter Bugden confirmed that this is just a way to be fair to all members. Scott mentioned that this change wouldn't take affect till 2009 - 2010.

Motion: Michael Pink moved that for 2009 - 2010 fiscal membership fees will be set for active members at an equal rate per member. However, the total revenue amount generated should not exceed the 2008 - 2009 membership revenue within a reasonable amount.

Stan Kochanoff seconded

All in favour,

Motion carried

Reviewing Strategic Plan in 2009

Sandy Robertson mentioned that board isn't following the strategic plan and feels that "the ball was dropped". Doug Conrad suggested that the board reviews the strategy plan and he feels that the plan hasn't been followed. Scott Mosher mentioned that some things were done or ongoing. Robin Godfrey mentioned that the Education Committee has been reactivated and social events have been completed and more are to be planned.

Motion: Scott Mosher to review the LNSHTA Strategic Plan in 2009 and present the review and any updates to the membership.

7. 2009 ELECTION OF DIRECTORS & OFFICERS

Conducted by Russell Beakhouse, Nominating Chair

There were two vacancies and two nominations (Laura Coupar, (Elmsdale Landscaping) and Wayne Burke, (Underground Irrigation Systems).

The Nominating Committee will put forward the Slate of Directors for 2009.

Motion to close nominations for Directors. (Robin Godfrey, Scott Mosher, Paul MacPhee, Peter Bugden, Carol Goodwin, Craig Roberts, Doug Conrad, Kirk Fletcher, Kevin McGinnis, Ryan Streach, Laura Coupar, Wayne Burke.)

Motion to close nominations for Board of Directors
Kari Hjelkrem / Seconded by Carol Goodwin
Motion carried.

The above noted directors were acclaimed for 2008 - Congratulations to all!

Executive Director's Report

Pam Woodman asked if there were any questions to the Executive Director's report (report attached). Sandy Robertson communicated to the group that he welcomes the new Executive Director and hopes that the membership and board supports the new ED in future.

Guests were invited to the Awards of Excellence Dinner and Gala.

Motion to adjourn meeting at 7:10 pm.
Seconded by Sandy Robertson



Scott Mosher, President



Pam Woodman, Executive Director

Date: January 14, 2009

**LANDSCAPE NOVA SCOTIA HORTICULTURAL
TRADES ASSOCIATION**

FINANCIAL STATEMENTS

10/31/09

(UNAUDITED)

LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION
NOTES TO UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED OCTOBER 31, 2009

1. Purpose of Association

The purpose of the association is to present the interests of its members to both the government and public in a professional and clear manner, improve industry standards and provide continuing education and certification while helping Nova Scotians keep their landscape beautiful, functional and sustainable.

2. Significant accounting policies

Capital Assets

The association expenses office and computer equipment in the year purchased. During the year \$3,058 of computer equipment is expensed. The comparative figure for 2008 was \$nil.

Revenue Recognition

The association recognizes membership fees as earned commencing on the first day of the fiscal period. Revenues from programs and other contributions are recognized on completion or on receipt.

Measurement Uncertainty

The presentation of the financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reported period. Actual results could differ from these estimates.

Financial Instruments

The associations' instruments include cash, accounts receivables and accounts payable. Unless otherwise noted, it is managements' opinion that the association is not exposed to significant interest or credit risks arising from these financial instruments. The fair value of these financial instruments approximate their carrying value unless otherwise noted.

3. Prior Period Adjustment

A supplier's invoice in the amount of \$4,220 relating to the 2008 Garden and Patio Event was received late and not recorded in the 2008 financial accounts. The comparative figures for 2008 have been restated to reflect this error. The comparative figures affected are:

	\$
Event Centre Expenses	4,220
Excess Revenue (Expenses)	(4,220)
Accounts Payable	4,220
Surplus	(4,220)

LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION
NOTES TO UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED OCTOBER 31, 2009

4. Restricted Surplus

During the year, the Directors approved an amount of \$30,000 to be set up in a Legacy account to cover future capital projects. The expenditure of these funds is subject to the approval of the general membership. Interest income in the amount of \$44 was earned in this separate bank account during the year.

5. Income Taxes

The association is incorporated under the Nova Scotia Societies Act, and as such is a non-profit organization under Section 149(1)(l) of the Income Tax Act and is not subject to income taxes.

6. Comparative Figures

Certain of the comparative figures in the Statement of Operations have been changed to reflect the same groupings in accounts that were effective in 2009.

LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION
STATEMENT OF OPERATIONS
For the Year Ended October 31, 2009
(UNAUDITED- See Accompanying notes)

	2009	2008
	\$	\$
REVENUE		
MEMBERSHIP	52,550	47,105
EVENT CENTER	79,194	64,710
ORGANIZATION REVENUE	24,815	27,220
OTHER REVENUE	5,909	9,067
TOTAL REVENUE	162,468	148,102
EXPENSES		
COMMITTEE EXPENSES	10,335	9,024
EVENT CENTER EXPENSES (Note 3)	17,555	17,250
ORGANIZATION EXPENSES	31,647	30,506
MANAGEMENT EXPENSES	57,476	48,885
OTHER EXPENSES	30,989	29,043
	148,002	134,708
ADMINISTRATIVE EXPENSES		
Telephone/internet	2,783	2,197
Professional Fees	1,500	1,765
Postage/Courier Expense	1,229	1,163
Computer Maintenance	60	212
Office Equipment and Software	3,058	84
Office Expense	2,469	2,833
Stationary	1,430	586
G&P Insurance	808	679
Directors Insurance	1,359	1,203
Bank charges including credit cards	1,741	2,533
Miscellaneous	399	578
TOTAL ADMINISTRATIVE EXPENSES	16,836	13,833
TOTAL EXPENSES	164,838	148,541
EXCESS OF REVENUE (EXPENSES) FOR THE YEAR	(2,370)	(439)

LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION
STATEMENT OF CASH FLOW
For the Year Ended October 31, 2009
(UNAUDITED – See Accompanying notes)

	2009	2008
	\$	\$
Cash provided by (used in)		
Operating Activities		
Excess of expenses over revenue	(2,370)	(439)
Change in non-cash working capital accounts		
Accounts receivable	8,040	389
Prepays	0	114
Accounts payable (Not	2,044	11,938
Deferred revenue	(4,700)	(21,407)
	5,384	(8,966)
Net change in Cash	3,014	(9,405)
Cash, Beginning	89,746	99,151
Cash, Ending	92,760	89,746

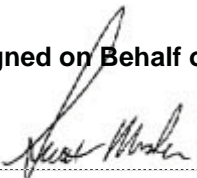
LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION
STATEMENT OF CHANGES IN NET ASSETS
For the Year Ended October 31, 2009
(UNAUDITED – See Accompanying notes)

	2009	2008
	\$	\$
Members' surplus, beginning		
As previously reported	80,434	76,653
Prior period adjustment (Note 3)	(4,220)	0
As restated	76,214	76,653
Excess of revenue (expenses)	(2,370)	(439)
Members' surplus, ending	73,844	76,214
	=====	=====


LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION
STATEMENT OF FINANCIAL POSITION
As at October 31, 2009
(UNAUDITED- See Accompanying notes)

	2009	2008
	\$	\$
ASSETS		
CURRENT ASSETS:		
Cash on hand and in the bank	92,760	89,746
Accounts Receivable	43,796	51,836
	136,556	141,582
	136,556	141,582
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:		
Accounts payable (Note 3)	17,037	14,993
Deferred revenue	45,675	50,375
	62,712	65,368
NET ASSETS		
Internally restricted for Legacy Fund (Note 4)	30,044	0
Unrestricted	43,800	76,214
	73,844	76,214
	136,556	141,582

Signed on Behalf of the Board



 President



 Treasurer

Landscape NS
BUDGET 2009 - 2010

Budget 2009 - 2010

REVENUE

MEMBERSHIP

Membership- Full Member	\$	54,925.00
Membership- Afilliate Member	\$	675.00
Membership- Introductory		
TOTAL MEMBERSHIP	\$	55,600.00

EVENT CENTER REVENUE

Garden & Patio Show	\$	35,000.00
Auction Revenue	\$	3,000.00
Awards of Excellence Revenue	\$	8,000.00
Awards Program (dinner)	\$	2,500.00
Rodeo Revenue	\$	-
Annual Golf Tournament Revenue	\$	8,000.00
Oktoberfest Revenue	\$	-
Social Events Revenue	\$	-
Hort East Revenue	\$	17,500.00
TOTAL EVENT CENTER	\$	74,000.00

ORGANIZATION REVENUE

Newsletter Revenue	\$	1,500.00
Directory Revenue	\$	25,000.00
Education Revenue	\$	2,500.00
Growers Revenue	\$	-
Other Organization Revenue (NEW)	\$	1,000.00
TOTAL ORGANIZATION REVENUE	\$	30,000.00

OTHER REVENUE

CNLA Insurance Rebates	\$	1,200.00
CNLA Provincial Rebate	\$	-
CNLA Travel Reimbursement-ED	\$	2,000.00
<i>CNLA Total</i>	\$	<i>3,200.00</i>
Atlantic Region Certification	\$	-
CNLA Member Benefits Rebate	\$	-
OA Professional Dev.-CLP Test Fee	\$	-
<i>Total Professional Development</i>	\$	<i>-</i>
Interest Income	\$	2,000.00
TOTAL OTHER REVENUE	\$	5,200.00

TOTAL REVENUE	\$	164,800.00
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EXPENSE**COMMITTEE EXPENSES**

OA Marketing-Association Packages	\$	-
Marketing Website	\$	500.00
Marketing- Advertising	\$	2,000.00
Marketing- Brochures	\$	500.00
Marketing- Decals	\$	-
Marketing Committee -Meetings	\$	250.00
Marketing-Awards Program	\$	1,000.00
<i>Subtotal- Marketing Committee</i>	\$	<i>4,250.00</i>
Growers Committee	\$	375.00
Soil Committee	\$	375.00
Spec Committee	\$	375.00
Environmental Committee	\$	375.00
Education & Seminars	\$	2,500.00
TOTAL COMMITTEE EXPENSES	\$	8,250.00

EVENT CENTER EXPENSE

Garden & Patio Show-Rent	\$	8,000.00
Garden & Patio Show-Signage	\$	-
Garden & Patio Show-Display (incl fork lifter)	\$	650.00
Garden & Patio Show-Meetings	\$	200.00
Garden & Patio Show-Administrative	\$	250.00
Garden & Patio Show-Rentals	\$	150.00
Garden and Patio - Electrical	\$	4,500.00
Garden & Patio-Advertising	\$	-
<i>Garden & Patio Total</i>	\$	<i>13,750.00</i>
Rodeo Expenses	\$	-
Annual General Meeting	\$	1,500.00
Awards Gala	\$	5,500.00
Grant Mosher Memorial Golf Tourn.	\$	6,000.00
Hort East 2008	\$	-
EVENT CENTER EXPENSE TOTAL	\$	26,750.00

ORGANIZATION EXPENSES

Exective Director-Meeting	\$	250.00
President's Meeting	\$	250.00
Directors Meetings	\$	1,000.00
Membership Meetings	\$	1,000.00
<i>Meetings Total</i>	\$	<i>2,500.00</i>
Newsletter Print Costs	\$	900.00
Newsletter Postage	\$	100.00
<i>Newsletter Total</i>	\$	<i>1,000.00</i>
Landscape Directory - (Dev & Print)	\$	10,000.00
Landscape Directory Postage	\$	3,000.00
Directory Consult Comm - DO NOT USE 09	\$	-
<i>Landscape Directory Total</i>	\$	<i>13,000.00</i>
TOTAL ORGANIZATION EXPENSES	\$	16,500.00

Budget 2009 - 2010**MANAGEMENT EXPENSES**

Salary & Wages	\$	48,500.00
CPP Expense	\$	-
EI Expense	\$	-
Health & Benefits Plan Expense	\$	6,500.00
Vacation Pay Expense	\$	-
Consultant Fees ED - DO NOT USE 09	\$	-
Office Administrator/Accounting	\$	2,500.00
TOTAL MANAGEMENT EXPENSES	\$	57,500.00

ADMINISTRATIVE EXPENSES

Telephone / internet	\$	2,750.00
Professional Fees	\$	2,000.00
Postage/Courier Expense	\$	1,500.00
Computer Maintenance	\$	250.00
Office Equipment and Software	\$	250.00
Office Expense	\$	2,500.00
Stationary	\$	500.00
G&P Insurance	\$	800.00
Directors Insurance	\$	1,300.00
Bank Fees	\$	250.00
Interest Expense	\$	-
Credit Card Expense	\$	1,750.00
Bank Reconciliation	\$	-
Bad Debts	\$	-
Local Travel	\$	1,500.00
Rental Expense (office)	\$	7,800.00
General Association Marketing		
General Website & Communications	\$	600.00
General Promotional Material	\$	1,000.00
<i>General Association Marketing Total</i>	<i>\$</i>	<i>1,600.00</i>
Storage Space	\$	300.00
Miscellaneous	\$	750.00
TOTAL ADMINISTRATIVE EXPENSES	\$	25,800.00

OTHER EXPENSES

LNSHTA Rep - CNLA Meeting	\$	-
CNLA-ED Travel	\$	2,500.00
CNLA Membership Dues	\$	19,920.00
<i>Total CNLA</i>	<i>\$</i>	<i>22,420.00</i>
Urban Pest Management Council	\$	-
Communities in Bloom	\$	500.00
Institutional Awards (NSAC & NSCC)	\$	1,800.00
Scholarships (Ray Webber)	\$	500.00
Institutional Support	\$	1,500.00
Merchandise Expense	\$	250.00
Certification	\$	2,000.00
Skills N.S. Sponsor	\$	500.00
TOTAL OTHER EXPENSES	\$	29,470.00

TOTAL EXPENSE	\$	164,270.00
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NET INCOME	\$	530.00
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Executive Director's Report

Submitted by Pam Woodman

Landscape Nova Scotia's mission is to promote high standards in product quality, professional service and conduct in the horticultural trades industry; and to encourage the use of Association members by the public. Your board and Executive Director of Landscape NS has had a busy year doing just that.

The office is well visited, and a busy resource centre for the members as well as some non-members. The LNS office receives regular visitors to:

- search for information about the industry,
- gather information about membership and benefits,
- pay and register for events,
- hold committee meetings or
- just chat about the industry.

Each year, associations and its memberships face new challenges and 2009 was no exception. With the recession hitting Canada, the industry in Nova Scotia has remained somewhat strong. In true Maritime fashion, Landscape NS has decided to make the best out of a bad situation and capitalize on these difficult times.

The Landscape NS office board and staff has been attacking these challenges while continuing to fulfill its mission by:

1. Promoting the association and its membership;
2. Providing training and information opportunities to the membership through collaboration with other associations and government;
3. Lastly, representing LNS and the industry at events when issues arise within and outside the industry.

Promoting Landscape NS and its membership

Directory – Landscape NS continues to publish the annual Atlantic Canada Landscape Directory. The deadline for the 2010 issue is coming up soon in December. If you are a regular advertiser or wish to advertise and have not sent in your booking form, we encourage you to get it in soon. Advertising rate sheets are available on the Landscape Nova Scotia web site.

Canada Home Renovation Tax Credit - Due to the efforts of CNLA, Landscape NS had the opportunity to promote the Home Renovation Tax Credit. LNS took this opportunity to promote the professionalism of our members and our Award of Excellence winners. It was our hope that these marketing initiatives will create awareness with the public about the association and the professionalism of the membership.

Website – Recent revisions to the Landscape NS website have been made over the past year. It is our hope that more structural changes will take place over the next year to simplify the web site for the general public and for you.

Benefits of Green Space – According to industry report, 'Benefits Derived from Ornamental Horticulture Products' (located on the Landscape NS website) there are valid environmental, economical and social benefits to green spaces and this industry. It is the hope of the marketing and membership committee that these benefits of the landscaping industry become obvious to the public.

Training Opportunities / Information Sessions

Providing opportunities:

- Learn to Sell your Services to Government Workshop
- Business to Business Workshop between LNS and ESANS
- Whistler Environmental Sustainability Information Session
- Continues to work with NSAC and NSCC to promote programs that will enhance the industry.
- Continuation of the GreenNScene
- The office continues to promote related industry news and events

Involvement with Events and Issues

As your Executive Director, I represented the association and the membership at events such as:

- 2009 Garden and Patio Show – Spring Ideal Home Show
- 2009 Fall Ideal Home Show
- Annual Grant Mosher Golf Tournament – Book your spot for 2010 - (Aug 5th)
- Poker Run in July
- Participating in quarterly commodities meetings with the NS Federation of Agriculture.
- Outreaching activities through Meet and Greets in Cape Breton and South Shore
- Atlantic Green Forum in St. John's, Newfoundland
- Build Green Atlantic
- Business to Business Networking Event between LNS and ESANS
- Government Relations Activities:
 1. Met with Minister of Agriculture (April, 09). Provided the Minister with an update on the industry.
 2. Landscape Nova Scotia's President and Executive Director along with representatives of the Plant Health Atlantic met with the New NS Minister of Environment, Sterling Belliveau, and senior staff to discuss the future direction of Nova Scotia's NDP government regarding environmental pesticides regulations affecting the landscaping industry.

Moving Forward

- Continue to build relationships with other associations to provide information sessions and workshops that may benefit the membership (examples include: environment and construction)
- To continue to attend industry events to promote our association and membership
- In 2009, LNS has a fair increase in new members. This is a result of attending industry events and building relationships with current and potential members. It is hoped that this trend will continue.
- Continue to work with government on issues that affect our industry, such as pesticides.
- With the committee support, I'd like to promote educational programs such as certification and apprenticeship. And to show my support for the industry, I'm willing to become a certified myself.
- Work with the LNS committees and continue to build more effective services and programs for our members.

It has been a very important year for myself as your new Executive Director. I had the opportunity to meet and / or work with a good number of the membership, CNLA and the other provincial associations over the last year. I hope as your Executive Director I've earned your trust and I am looking forward to another great year working with this industry.

Marketing and Membership Committee Report

Submitted by Carol Goodwin

Several new initiatives were carried out in 2009:

I. Marketing

- Radio Advertising A radio ad campaign was launched with News 95.7 Radio to promote the Home Renovation Tax Credit and how it applied to landscaping, the broadcast area covers 80% of membership.
- News 95.7 offered a low promotional fee for LNS members who wished to advertise through radio during the LNS campaign. Eleven companies took advantage of the offer.
- Placed large ad in Chronicle Herald. A province – wide ad in the Chronicle was run promoting the Renovation Tax credit & LNS members.
- Advance Magazine (promoting members)
- Atlantic Business Journal – Quarterly ads and articles (promoting members)
- Advertising campaign in Saltscapes magazine Home Show edition promoting tax credit & members.
- Tax Credit Brochures – (promoting tax credit) available to members upon request.
- Advertisements were run in local papers for Awards of Excellence winners, letting their clientele know about their achievements. Ads were placed in the Lighthouse News, Valley Advertiser, Enfield Weekly, Truro Daily, and Chronicle Herald.
- Radio ads were also used to promote Awards of Excellence winners. In addition, there was improved coverage in the direc

tory of the Awards of Excellence.

- Restyling of the Membership directory to make it easier to use.

2. Sponsorship – New Structure has been proposed for a Sponsorship program for LNS in an effort to coordinate the year's event requirements.

- Purpose is to give the members that are regular sponsors of different events the opportunity to give an annual sponsorship so that they would be guaranteed sponsor of all events at some level of their choice.
- To reward sponsors with a package that offers them value for their sponsorship dollar.
- The new sponsorship level breakdown proposal is attached.

3. Marketing Feedback

Feedback to the LNS office regarding marketing initiatives have been mainly positive. On average we get 2 - 4 calls a week from the public to the office looking for landscaping information because of the radio advertising on News 95.7. Many LNS members took advantage of additional advertising opportunity by securing ads for their own companies.

Concerns from Cape Breton members came to the office's attention in May. It was felt that CB should receive additional advertising since that area wasn't completely covered in the radio ads.

4. Membership

- Members were notified of upcoming events that are not run directly by the Association, but were of interest.
- Improved cooperation with LNB to promote association activities of both LNS and LNB to all members.
- Improved cooperation with Greenhouse Nova Scotia to promote association activities of both LNS and GNS to all members.

Member events held in the past year included:

- Workshop on Soils and Soil Mixes for the Landscape Projects In Nova Scotia
- Sustainability Learning Session
- Meet and Greet series – Summer get together events were held in Sydney and Bridgewater in an effort to spend time with members on their own turf.
- Annual Golf and BBQ and a Poker Run

CNLA Report

Submitted by Doug Conrad

The following report is taken from the reports submitted for the meeting with my comments from activity at the meeting. The full reports are available through the LNS office.

Summary of activity of CNLA from President's report:

Home Renovation Tax Credit (HRTC):

In the weeks leading up to the announcement of the 2009 Federal budget, the honorable Jim Flaherty (Minister of Finance) requested industry consultation. The CNLA responded by providing Minister Flaherty with an action plan to stimulate the Canadian economy by investing in green infrastructure. The HRTC has been well received.

Economic Impact Study:

The Canadian Ornamental Horticultural Association (COHA) is a strategic alliance of three broad-based organizations: the CNLA, the Federation Interdisciplinaire de l'Horticulture Ornementale du Québec and Flowers Canada Growers. COHA, thanks to funding provided by Agriculture and Agri-Food Canada instigated a study of "The Impact of Ornamental Horticulture on Canada's Economy" Based on that study it was shown that Ornamental's contribute \$14.6 billion to Canada's economy.

At a meeting of the Ornamental Working Group (OWG), which I attended in July, there was discussion about the word ornamental as not effectively describing our sector. The CNLA board expressed similar concerns and both groups are looking into changing ornamental to something more appropriate.

International focus:

International Garden Center Association (IGCA) has been and continues to be managed out of the CNLA office. The aim of IGCA is to provide networking opportunities to garden centres in 16 countries and provide a forum for garden centre associations to meet,

share and benchmark. A result of this networking has led the Garden Centres Commodity group to pilot an inspection program that has received great feedback from the participating garden centres.

CNLA is well represented at the International Horticulture Producers Association (AIPH). Vic Krahn is the AIPH Vice-Chair, Owen Vanstone (Growers Chair) as our country representative and Victor Santacruz is the Green City Committee secretariat. AIPH is the world leader in ornamental horticulture production networking, statistical exchange and is the governing body that provides the authority over floral expositions world wide, attracting millions per year. It provides incredible press and promotion to our industry worldwide.

The European Landscape Contractors Association (ELCA) is an international association that has Europe, China, Canada and other international partners. It provides networking, employee exchange programs, government relations in Europe and access to programs and activities. The CNLA became a member last year and hopes to become more involved, learning from the European experience, to further political and public relations activities in Canada.

The North American Plant Protection Organization (NAPPO) is a tri-lateral organization with participation from industry, government and bureaucratic agencies representing Canada, USA and Mexico. CNLA has been an active participant and is represented by Bruce McTavish and Rita Weerdenburg.

National Focus:

The CNLA executive committee had seriously looked into the mutual opportunities in purchasing Communities in Bloom. CiB has been and continues to be a leading representative of the national, municipal and provincial gardens and landscapes. An agreement to have CiB come under the CNLA umbrella was not completed. The existing partnership will continue. CiB is struggling financially and wants CNLA support, but a mutual dollar figure could not be reached.

Vineland Research and Innovation Centre (VRIC):

The executive committee met with Vineland staff and directors on April 22nd at the research center in Lincoln, ON. We were extremely pleased with the progress of the renewed site and the presentation of the goals and direction of VRIC. CNLA continue to work closely with COHA and VRIC in meeting the long term goals and objectives of our members.

A motion to become a partner in Vineland was approved at the meeting. CNLA will have a one fifth interest in the group costing \$67,000. LNS should benefit from research that will be allocated under the cluster arrangement.

Atlantic Association Support:

The project for recruitment in the Atlantic provinces will end this November. The work of CNLA in the region, was well received and had many successes. CNLA assisted in growing the membership in the Atlantic Provinces, as well as assisting in many member events. CNLA played a role and leaves a good legacy with HortEast, as it is now better controlled and profitable to the Atlantic Associations. As our staff commitment and support concludes in the Atlantic Provinces, CNLA will continue to provide assistance and support on a project by project basis as needed and as resources allow.

If LNS wants this support to continue, a request has to be submitted to the CNLA.

Support offered to the Prairie provinces:

CNLA has been assisting SNLA and LMB with support in a similar fashion to the Atlantic Provinces. SNLA has increased their member events and networking opportunities as a result giving SNLA greater visibility in Saskatchewan. LMB has received support and created a profitable tradeshow that is proving to be a sustainable income source for the association. CNLA has assisted in growing the membership and hopes to continue to work with SNLA and LMB until next November in this capacity.

Landscape focus:

Due to meetings with the Canadian Council of Directors of Apprenticeship (CCDA), the application for the Interprovincial Standards Red Seal program for the landscape sector led to Red Seal status approval.

The landscape chair Bruce Hunter, CHT, CLD, CLP and Priorities Manager, Liz Klose, CLP have been working with Skills Canada and World Skills, making our sector more prominent partners and benefactors of the increased promotion of our industry to Canadian youth. Over 100,000 high school students were exposed to the landscape trade during the week of competition.

Landscape certification has seen tremendous recognition and growth through the provinces, CNLA has taken the lead in reorganizing this program and in doing so, is taking a more hands on approach with the provinces in meeting their requirements for centralizing the administration.

CNLA is now working more closely with CSLA (landscape architects). This new relationship allows CNLA to spread its influence and that of industry with specifiers, and eventually bridge the gap between the different partners in our industry. This is one of many

partnerships and links that CNLA is working on as directed by industry, and while it has been a long time coming, it should prove to be a beneficial working relationship in the long term.

Nursery focus:

Rita Weerdenburg (Growers' Manager) and staff are continually working to improve programs such as the Domestic Phytosanitary Certification Program (DPCP) and the Ramorum Nursery Certification Program. All growers' issues brought forward by the Canadian Nursery Certification Institute (CNCI), CFIA and the provincial associations are dealt with in the best interest of the national members.

Garden Centre focus:

Garden Centre Canada has commissioned Eve Tigwell to carry out 18 inspections in Canada for 2009. This is a great opportunity for a benchmark-based program that allow member garden centres, across Canada to comparatively review their standards and their overall professionalism of the industry. This is also the basis and may eventually lead to a garden centre awards program, that is currently being examined by the Garden Centre Commodity Group.

Member Services

Member programs revenue overall is down. This can be directly attributed to the recession. While for most members, business is up or status quo, many are withholding their capital expenditures until the economy starts to turn around. The committee anticipates a surge in equipment and vehicle purchases towards the end of August and early September.

LandscapeSafety.com and RBC are now endorsed suppliers. RBC have committed to participate in all provincial association trade-shows and as many events across the country as possible. (Approximately \$40,000 has been budgeted for this initiative). Customer financing options are now available through RBC for members that offer residential landscaping. Also available to the garden centres. Commercial financing is still in the works.

Insurance

The HortProtect program participation has grown steadily in 2009 balancing changes in premiums with variations in member participation. The continued soft market on the general side is worrisome especially as the CNLA group experience has been poor and brings into question long-term profitability for the insurers. Good experience on the Life and Health side has led to one of the best renewals in program history.

Environment

Plastics Recycling Project - The Laurier MBA team has completed their feasibility study. The final document was presented on July 19, 2009. The Environment Committee and Garden Centres Canada will work together to determine how to proceed. – executive summary available with report

Environmental Scorecard - Version 1.0 has been completed, and was launched via provincial associations (if they chose) on Earth Day. It was re-launched via a national email broadcast, and posted on the CNLA Website on June 24, 2009. There have been over 180 responses from across the country, and a number of positive comments from the members.

Environmental Benefits of Green Infrastructure - ANLA has put together a document asking the government to increase tax incentives in order to encourage consumers to purchase green products, because of the energy savings, and other positive impacts they have. The Environment Committee is working with the Political Action Committee to produce a similar proposal for the Canadian Government.

COHA REPORT TO CNLA

This report is an excellent illustration of the business end of CNLA working with funding, government and other related organizations

Growers' Canada Report

See report. Jeff Morton is the growers rep.

Human Resource

Red Seal Program- Occupational standards meeting were held over a week in March in Ottawa. Using the CAHRC developed standards as a starting point they fine-tuned the information over the week and came out with a more detailed version that will form the basis for Red Seal curriculum. The next step will occur later this year when HRSDC/CCDA assembles a group to develop the Red Seal Exam bank.

NOC Codes - Through CNLA's involvement in the Red Seal program, industry was asked for feedback regarding an update of NOC code 8255 (Landscaping and Grounds Maintenance Manager) and 8254 (Greenhouse and Nursery Manager). This included aligning the skills with the Red Seal standards as well as extensive work by staff in creating a comprehensive list of job titles to associate with 8255 and 8254 and updating educational prerequisites. Our feedback was so well received by HRSDC that they have promised to include CNLA in any future revisions (more in the next year). This allows us to better shape the definition of our industry, which is useful in funding applications and foreign labour definitions.

Foreign Worker Programs - The demand for temporary foreign labour has slowed down for the landscape sector. The slowing economy and high costs associated with the Low Skill program appear to be the contributing factors.

CNLA has been asked, via our involvement in the value chain roundtable, to sit on an agricultural foreign labour committee given that we are such a large user of the programs and have been, to this point in time, largely un-consulted. As users of foreign labour programs rises in the future we will be well positioned as an industry to effect positive changes.

On-the-Job Training - The OJT tools developed by CAHRC are now developed and available to CNLA members. CNLA is developing a plan to create a "Master Trainer" network across the country that would be charged with teaching the OJT method at local seminars. Staff is currently developing course descriptions, budgets, and a 3-day master trainer session for fall completion. The board approved a budget of \$30k to get this project started. It is intended to be cost recoverable and possibly a profit center for the provinces.

Hortcareers.com - We applied for funding through CAHRC. They accepted the proposal but have expanded the concept to cover all of agriculture. As it worked with another project proposal, CNLA agreed to blend the projects together in order to attempt to move it forward. Funding still needs to be approved by HRSDC, but there is some excitement about the project.

Job Futures Website - No response from HRSDC regarding our concerns. Without effective statistics to counteract their own it is very difficult to convince them an error has been made.

CAHRC - While the CNLA relationship with the CAHRC is still somewhat rocky, we have been able to narrow the source of our concerns to their Executive Director.

Through her direction:

- CAHRC suggested CNLA give up its director position to COHA in response to COHA's application.
- CAHRC staff did not reveal the fact they wanted to charge for the OJT materials until the last moment and initial pricing was high. After making it clear that we were their primary distribution path and providing feedback through the steering committee an acceptable agreement was reached.
- CAHRC wanted ownership of CHT Nursery/Retail if they helped fund new exam development. The Executive Director was dead set against CAHRC involvement even though the board was enthusiastic. We have since withdrawn the application at the request of the Certification Committee and other funding sources found.
- There is a reluctance to have Treasurer position included on Executive Committee, as this would give CNLA a leadership position. -The treasurer, Harold Deenen, from CNLA is now on the executive.
- With alliances, we are building support and are taking steps to create a more positive position for CNLA both with the CAHRC board and HRSDC staff.

Horticulture Value Chain Roundtable - At a July meeting, CNLA was able to help advocate for a two-day summit to address the HR needs for all of horticulture. The purpose and scope of the proposed two-day workshop is to develop and implement a labour strategy in order to achieve the stated 2016 Vision for the Canadian Horticulture Value Chain. Specifically, a labour strategy must be developed and implemented to ensure that an affordable and competitive labour supply is available to produce and handle Canadian horticulture products in competition with other international growers. The distribution and completion of pre-workshop preparatory material to invitees ensures the optimum output of this workshop. Scheduled for the end of October this will help position Ornamentals well with HRSDC as lead to the recognition of our capacity as a major employer in Agriculture

Atlantic Region Certification Committee (ARCC) Report

Submitted by Christene LeVatte / Presented by Doug Conrad and Christene LeVatte

Notes from the Chair:

It has been another productive year for Landscape Certification both in the Atlantic Region and across the country thanks to the combined efforts of our committees, volunteers, sponsors, provincial associations, the NSAC, the CNLA and our US counterpart, PLANET.

On behalf of the ARCC Committee, I would like to express our sincere thank you to all of our dedicated volunteers and valued sponsors who continue to support the ARCC. We thank both Landscape New Brunswick and Landscape Nova Scotia for their annual monetary contribution to the ARCC. We'd like to recognize the invaluable support and contribution of the NSAC, in particular, Tracey MacKenzie, Carol Goodwin and Jeff Morton, CHT. And finally, a huge thanks to Julia Ricottone, our Certification Coordinator and Joel Beatson, our National Certification Coordinator for the National Certification Committee/PLANET, both from the CNLA office, who continue to provide us with top shelf administration and management.

Certification Highlights include:

1. New branding of Certification with the Landscape Industry Certified logo.
2. CHT Administration to be centralized: all provinces, with the exception of Landscape Ontario, agreed to have the CNLA office take on all the candidate related administration for Certification. This will begin in 2010 with joint discussions on test dates taking place in the fall, to ensure there are minimum staff and resource conflicts. BC and Ontario typically run large tests in July.
3. Improved scoring system and an improved CEU / re-certification system.
4. Also beginning in 2010, there will be face to face national certification committee meetings to be held in conjunction with the CNLA Summer and Winter Board meetings. A small delegation will continue to attend the US meetings and PLANET will now send representation to select CNLA meetings. Each Provincial Association has a representative on the National Certification Committee.
5. Volunteer support for Certification remains strong across the country. With improved Judges Orientations and an organized succession to JTA's, there is a strong pool of judges and JTAs across the country and in the Atlantic Region.
6. The CHT Retail Exam is expected to be overhauled in 2010. The Certification Committee is currently working with the Garden Centres Canada Committee to secure funding for re-development of the manual and test for the retail sector.
7. Liz Klose, CNLA Landscape Priorities Manager and I recently met with the National Master Specifications Secretariat, the Construction Specifications Canada (spec writers) and several practicing CSLA members in Ottawa. Among Landscape Canada recommendations to this group was the addition of a CHT softscape and/or hardscape requirement to the appropriate landscape sections under Contractor Qualifications clauses. This was well received.
8. The ARCC governance, succession and testing/training/communications logistics with our respective provincial associations will be our next priority. This is expected to begin early in 2010.
9. Tentative CHT Test Date: April 23 -24th, 2010. This will be confirmed shortly.

And finally...we wish to thank Sandy Robertson, CLP who stepped down as ARCC Co-Chair in 2009. Doug Conrad, CHT, CLP, CLD has taken the position of Co-Chair and will remain as LNSHTA Representative to the National Certification Committee.

Christene LeVatte

Christene LeVatte CLP
Chair Atlantic Region Certification Committee



ARCC INCOME STATEMENT - April 1 2009 to October 31 2009

Revenue	
Provincial contribution [LNS and LNB]	\$ 4,000.00
Exams	\$ 3,559.52
Manuals	\$ 1,554.83
Sponsorship and Donations	\$ 4,223.45
Royalties	\$ 445.00
Total Revenue	\$ 13,782.80
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Expenses	
Test and travel expenses	\$ 11,725.01
PLANET	\$ 1,700.00
Manuals	\$ 1,206.82
Administrative costs	\$ 513.14
Total Expenses	\$ 15,144.97
<hr/>	
Net Income	\$ (1,362.17)

BALANCE SHEET - As at October 31, 2009

Asset	
Bank account held by CNLA	\$ 26,427.91
Bank Account held by Earth Craft	\$ 1,487.51
Total Asset	\$ 27,915.42
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Equity	
Current Earnings	\$ (1,362.17)
Opening balance Equity	\$ 29,277.59
Total Equity	\$ 27,915.42

Atlantic Region Certification Committee Structure

Christene LeVatte, CLP
Doug Conrad, CHT, CLD, CLP

Chair
Co-Chair

Atlantic Region Certification Committee Captains/Advisors

David Stenhouse, CHT
Joey Wynberg, CHT
Jenny Scott, CHT
Sandy Robertson, CLP
Ellen Ruddick, CLD

CHT (Installation) Captain and Past Chair
CHT (Maintenance) Captain
CHT (Retail) Captain
CLP Advisor
CLD Advisor

Atlantic Region Certification Committee

Jeff Morton, CHT
Doug Conrad, CHT, CLP
Carol Goodwin, NSAC
Tracey MacKenzie, NSAC
Walter Penney

ARCC Provincial Representatives to the CNLA

Brent Ayles, CHT
Jeanette French
Doug Conrad, CHT, CLD, CLP

NBHTA Representative
LNL Representative
LNSHTA Representative

Retail Sub Committee

Jenny Scott, CHT
Tim Tregunno
Jamie Ellison
Jeff Morton, CHT
Susan Mosher

Executive Directors

Pam Woodman
Jim Landry
Cle Newhook

LNSHTA
NBHTA
LNL

Test Administrator / CNLA Support

Julia Ricottone, BA (Honours)
Certification Coordinator
Canadian Nursery Landscape Association (CNLA)
Association Canadienne des Pépiniéristes et des Paysagistes (ACPP)
7856 Fifth Line South
Milton, ON L9T 2X8
Toll free: 888-446-3499 ext. 8615
Fax: 905.875.1840
julia@canadanursery.com
www.canadanursery.com

EDUCATION - a minimum of 16 of the required 24 CEUs from the following 4 education categories

Category	Description	CEUs
Educ1	Continuing education, conferences, and seminars presented by national, regional, or provincial green industry associations. Subject matter must pertain to the designation held Examples: Congress, CanWest, Garden Expo, Green Industry Show, HortEast, Manitoba Green Show, Pre-approved inhouse training etc. Documentation Required: Copy of event brochure or flyer with sessions attended indicated and proof of registration.	1 CEU per hour of instruction
Educ2	College/University course work College/University-sponsored distance or online learning Subject areas in business management or technical horticulture only Examples: Refer to college and university catalogs of courses offered in business management or technical horticulture. Documentation Required: Proof of completion (certificate or transcript)	2.5 CEUs per credit hour
Educ3	Education supporting green industry license completion or renewal. Requirements vary by province Examples: Contractor license, pesticide applicator license Documentation Required; Proof of completion or CEU statement	1 CEU per hour of instruction
Educ4	Successful completion of additional CNLA certification or specialty endorsement or other validated industry certification endorsement Examples: CLT who earns CLM gets 8 CEUs; CLP who earns CLT gets 8 CEUs; CLT in Softscape Installation who earns Turf Maintenance gets 4 CEUs Documentation Required: None, CNLA will verify the entry on the form	8 CEUs for earning a new specifications 4 CEUs for earning a new specialty

SERVICE - a maximum of 8 of the required 24 CEUs from the following optional service categories

Category	Description	CEUs
Educ1	CLT exam Judge or JTA participation on test day Credit is extended for test day only. Documentation Required: Documentation of participation from licensee with date/location of the exam	.5 CEU per hour on site
Educ2	Serving on Board of Directors or as a Committee Chair for national, regional, or state association. The affiliation of the association is not limited to the Green Industry. Documentation Required: Official Leadership Roster	.5 CEU per hour
Educ3	Official ICC Evaluator to CLT for set up and test day Credit is extended for both set up and test day. Documentation Required: None, CNLA will validate the entry on the form	.5 CEU per hour on site



HortEast 2009 Report

Presented by Scott Mosher

The 2009 HortEast Trade Show was an extremely successful event – with the move from a bi-annual to an annual show, the committee was very pleased with the turn out and participation at HortEast this year. This was the second year that HortEast has run with the new committee structure, with representation from Landscape New Brunswick, Landscape Nova Scotia, and Landscape Newfoundland and Labrador volunteers, and staff support from the CNLA office. The committee consisted of Kevin Naus (Chair) and Darrell Nameth with Landscape New Brunswick (with staff support from Jim Landry), Scott Mosher and Paul MacPhee with Landscape Nova Scotia (with staff support from Pam Woodman), and Jeanette French with Landscape Newfoundland and Labrador. Rebecca Wetselaar and Patricia Polo coordinated the show from the CNLA office, with additional accounting support from Lydia Couture-Comtois and graphic design support from Kim Burton.

The show was held at the Moncton Coliseum Complex, and delegates and exhibitors all commented on the convenient and central location of the venue. The show featured an excellent line-up of speakers, coming from across Canada, the US, and even Switzerland. Delegates commented that this was the best speaker program in the history of HortEast. While attendance was slightly down from 2008 (which was expected by the committee due to the shift to an annual event), most exhibitors commented that the quality of delegates had improved, and four of our biggest players (Sheridan Nurseries, Shaw Brick, Caterpillar and John Deere) all expressed that they had a great show. While the 2008 show featured a snow storm the Monday of HortEast, this year's show attendance could have been affected by the great weather that the Atlantic Region has experienced into Fall.

One tour with 30 people took place on Monday prior to the trade show, visiting Green Village, MacArthur's Nursery, the Molson Brewery, the Greater Moncton Sewerage Commission, and an Aquascape Pond at Stuart Gillies' home. Participation in a first-ever Landscape Workshop on Monday for both staff and owners (led by Mark Bradley of the Beach Gardener, Tracey Mackenzie of the NSAC, and Jim Paluch) was greater than expected – the workshops were well attended (117 participants) and extremely well received by participants. The committee has taken note of this high level of interest in staff training at HortEast.

The trade show was held on Tuesday and Wednesday and featured 101 booths (as compared to 120 in 2009), but with the addition of lounge areas on the show floor the show appeared to be full and was well decorated. There were 70 exhibiting companies, of which 22 of these exhibitors were new to HortEast (had not exhibited at the 2006 or 2008 shows). A number of sponsors were secured (Shaw Brick, John Deere, Atlantic CAT, Permacon, CNLA, Nova Tree, PinPoint GPS Solutions, Garden Centre and Nursery Magazine/ Greenhouse Canada Magazine, Envirem Technologies, HortProtect Insurance, Downham Nurseries, Plant Products, Green Village, Bremner Farms, and Chase Paymentech), as well as funding from the New Brunswick Agricultural Council.

We had 462 delegates register for the show (compared to 482 in 2008), outside of exhibitor booth staff. With approximately 193 exhibiting booth staff, we reached over 650 people registered for the trade show and conference. A silent auction was held during the trade show, with donations received by exhibitors. \$650.00 was raised and will be donated to Moncton HeadStart. Exams were held for CHT (written), CLP and CLD, and the ISA. Workshops were held by Plant Health Atlantic and Communities in Bloom. ISA credits were given to Arborists for attending seminars led by Gary Johnson, and CHT, CLP, CLD credits for all seminars.

The committee held an Early-Bird reception on Monday night that was well attended by exhibitors, sponsors, speakers and delegates in an effort to add more networking time to the show, in addition to our regular Kitchen Party on Tuesday night that had great attendance (as usual).

The profits from the show are anticipated around \$45,000.00 (includes \$6,000 of expenses for 2010 show - \$5,000 deposit on Cunard Centre and \$1,000 for 2010 start-up costs). We look forward to hosting HortEast again in 2010 at the Cunard Centre in Halifax, NS.

I would like to take this opportunity to thank our dedicated volunteers for their support of the show – we have held monthly conference calls leading up to the show, and their onsite help was invaluable.



Respectfully Submitted,
Rebecca Wetselaar, Manager of Provincial Relations, CNLA

Education Report

Submitted by Kirk Fletcher, Chair

Education committee : Kirk Fletcher (Chair), Carol Goodwin, Tim Amos, Tracey MacKenzie, Doug Conrad, Russell Beakhouse, Joe Biderman, Staff: Pam Woodman

The education committee met on November the 4th to discuss the training objectives for the coming winter months. It was felt as a committee that our focus this year will focus on modular training that supports the CLP and CHT training initiatives.

We had an aggressive schedule last year as listed below and the attendance numbers. We followed the board's mandate as it was handed down to us to host events regardless of numbers. This season however we are selecting only 2 or 3 training sessions that hopefully will attract good numbers. We as a committee and an association are not in the position to lose money on courses held. We managed to break even last year and have all intentions to do so again this year.

The courses that have gone ahead are as follows and these are the numbers:

Last Season's Sessions :

Survey Instrument/ Grading Drainage - 3
Natural Stone Workshop – 4 industry & 7 students
PICD Workshop – 5
Air brake Endorsement - 5
Sally Harvey's lectures for CLP - 5

This Season's First Session:

Salt Management Workshop - 20

There are a few members of the education committee that have been involved over the past year with the government. We as an industry committee have been involved with developing the apprenticeship program with in our province.

I will call on our Ad Hoc committee chair Doug Conrad at this time to give our membership an up date.

Thank you to those members that supported our sessions and to all other members please make room in your schedules for training this winter.

Respectively submitted,

Kirk Fletcher

Kirk Fletcher CHT Education Chair

Garden & Patio Show Report

Submitted by Russel Beakhouse

Committee: Russell Beakhouse – Chair, Paul MacPhee, Scott Mosher, Mark Thornton, Staff: Pam Woodman
Exhibition Park, Halifax, NS - Friday, March 26, 2010 – Sunday, March 28, 2010

What's New ?

We have enjoyed a very close relationship with Master Promotions over the years and continue to do so with the renewal of our contract with them. I am pleased to announce we have negotiated a 3-year contract that will take us through 2013. There will be no increase in our fees to Master Promotions in 2011 and a ceiling of no more than a 5% increase in 2012 and 2013, which is subject to rent and advertising costs incurred by Master Promotions. We did have an increase in our costs for 2010, which has been reflected in a modest increase of \$35 per 10'x10' booth space.

New Ideas

We're working closely with Master Promotions on new ideas that will draw more interest from the public and local media...we'll keep you posted.

Booth Costs for 2010

The cost for a 10'x10' booth space for 2010 is \$710.00 plus HST to members and \$1,135.00 plus HST for non-members.

Sales Pitch

The 2010 Garden & Patio Show is slated for March 26-28, 2010, when we hope winter will be over and the 2010 Horticultural season will begin. Very exciting!! This is our premier annual event, which not only generates necessary cash for our Association, but also enables our members to showcase their individual companies to huge crowds and potential customers.

For many of our member companies, participation in the Garden & Patio Show represents the kick-off to another season. This is an opportunity for business owners and their employees to talk to prospective buyers, about their products and services and ultimately build their businesses. Participants celebrate an end to a long winter and embrace a unique opportunity to jump-start the season with early sales, potential new prospects and that long awaited cash flow!!

CALL TODAY to reserve your space...463 0519 DON'T LET THIS OPPORTUNITY PASS YOU BY

Information you need to know

- Your booth must be paid for in full before you can set up
- You must provide proof of insurance to Master Promotions (see exhibitor manual)
- Complete the form listing personnel working in your booth (see exhibitor manual)
- You will receive 5 exhibitor badges per 100 sq ft of booth space
- Additional badges required will cost \$5.00 each (payable to Master Promotions)

What is included with my booth space ?

- Booth Drapery
- Aisle carpeting only
- Free fork lift service
- Listing in the Show Guide
- 5 exhibitor badges and exhibitor parking
- 100 sq ft multiples of booth space
- Electrical outlet

What you need to do prior to set-up

It is your responsibility to decorate your booth within the set-up time allotted to us.
Read your Exhibitor Manual so you won't run into surprises, which can create uncomfortable disputes.

Move-In / Move-Out

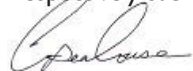
Set-up for exhibitors will be between Wednesday, March 24 – 8:30am – 6:00pm and Thursday March 25 8:30am – 6:00pm. Set-up must be completed by 6:00pm Thursday. Immediately following the show closing at 5:00pm on Sunday, you may start to dismantle your set-up. NOT BEFORE!!

Everything must be removed from the building by 12:00pm, Monday, March 30.

Please Note: The large bay doors to access our building will close permanently at 12:00pm on Thursday, so you must have everything you need for set-up inside the building before that time.

Volunteers - Help would be appreciated with the set-up and dismantle of the Landscape Nova Scotia feature areas. Please contact Pam Woodman 463 0519 or any of our Committee members to ask how you can lend your support.

Respectively submitted,



Russell Beakhouse

Specifications Committee Report

Submitted by Stan Kochanoff, LPP, MCIP, RCA # 427

Committee Members: Chair, Stan Kochanoff, Clinton Pinks & Kevin McGinnis

Committee Aims and Objectives: Representing LNS on The Joint Committee for Contract Documents and the Development of Municipal Construction Standards. The NS Engineers, The NS Road Builders, The Construction Association and Landscape Nova Scotia have representation on this Joint Committee.

Committee work to date

As reported at our March 12, 2009 general meeting, LNS hosted a workshop to review of our Soils Specifications on January 23, 2009 at the Holiday Inn in Dartmouth. We had an excellent turnout of soil producers and suppliers, representatives from HRM design and engineering staff and key LNS landscape construction and design members. Discussion centered around some concerns by HRM on soil consistency and quality being used in municipal contracts. There was some good discussion and suggestions made to improve our soil specs and to improve the Inspection process on municipal landscape work.

As a result of the meeting and some follow-up work by our committee and some very helpful assistance from the Agronomist at NSAC, Gordon Brewster, several changes were made for the 2009 landscape specs in the "Top Soil and Finish Grading" section. A new Soil Texture Triangle from the Canada Soil Survey committee was modified by Mr. Brewster and now appears in the Detail Section of the 2009 Municipal Standards Binder.

On behalf of LNS, I introduced a new landscape specification regarding The Protection of Trees on Construction Sites which was incorporated into the Standards Specifications for Municipal Services for 2009. Detail sheets for the protection of trees on construction sites were added to the detail drawing section to the binder as well

The Joint Committee on Standard Documents will hold their first meeting to review updates and revisions for the 2010 edition in late November at special one and half day workshop at Oak Island. Anyone with suggestions or recommended changes for our landscape specifications for next year are urged to contact our committee before the end of January 2010.



Respectfully submitted, Stan Kochanoff, LPP, MCIP, RCA # 427
Past President & Chairman, LNS Specifications Committee

Atlantic Association of Landscape Designers (AALD) Report

Submitted by Linda van Vulpen CLD

The 2nd presentation of the \$500 John Higgins Memorial Bursary was held at NSAC's recent Scholarship Banquet October 29, 2009. The recipient of this year's scholarship is Felicia Huckins of Grand Manan, NB, a 3rd year student of NSAC in B.Tech. in Environment Horticulture. The award also includes a membership with the Atlantic Association of Landscape Designers.

This award was established by AALD in 2008 to honour the memory of John Higgins, a respected professor of Landscape Horticulture at NSAC and in his last years at NBCC in Woodstock.

A field trip was not held this year but an AGM and training session will be planned for Jan/Feb 2010.

Respectfully submitted by,

Linda van Vulpen CLD
Past Chair and Liaison for AALD

