



New Special Award Category!

It is with great pleasure that the awards committee brings a new special award category to you. Theresa Lyngso of Lyngso Garden Supply has been working with us to create a Sustainable Landscape Award.

Terry is at the forefront of educating contractors and clients about sustainable landscaping. She is very passionate about the idea of landscapes utilizing sustainable practices and creating healthy environments to improve carbon sequestration and water storage. In this new category, landscapes will be judged on sustainable practices such as the use of organic pesticides and herbicides, organic fertilizers and soil amendments, non-GMO plant material and practices to reduce soil compaction. Other elements will include, using organic compost, minimal exotic and invasive plants, minimal turf, wide diversity of native plants, nitrogen fixing crops to rebuild depleted soils and encourage microbial life in soil, minimizing soil exposure, contouring landscapes to retain water, and minimal hardscapes with maximum impervious surfaces.

We are very excited about this new award and look forward to judging this year's submissions. You can find awards applications online on the SFBA CLCA website. April 24th is the application deadline, so start planning now. We look forward to a very competitive year and a heavily attended Achievement Awards Banquet on Friday, June 26!

--KC Coverdell, Blue Sky Designs inc.

Thursday, March 19

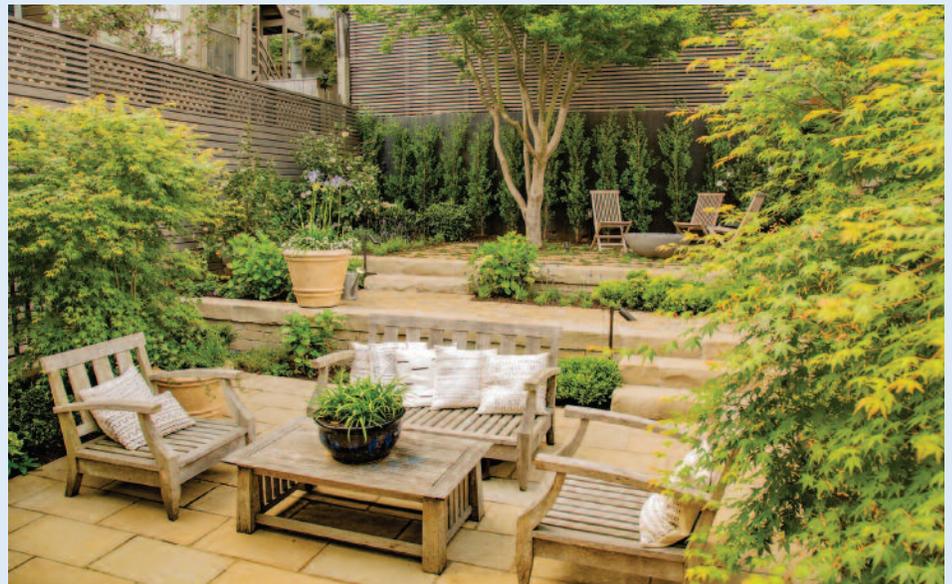
Landscape Panel Discussion

Let's talk about the state of the landscape industry. Join us on Thursday, March 19 for a landscape panel discussion featuring landscape contractors, designers and architects. Here is an opportunity to get your questions answered by the professionals.

Our landscape panel will talk about the many directions our industry is moving. Come ask question regarding installation, design, and new law that may be affecting you today. Come network, socialize, meet old friends, and make new friends! This event is intended for all green industry professionals including owners, managers, and field personnel. Please join us for an extremely informative workshop.

WHERE:	Celia's Mexican Restaurant 1850 El Camino Real, Menlo Park, Ca 94025
WHEN:	Thursday, March 19 5:30 pm – 8:30 pm
COST:	CLCA Members \$30 Students \$15
CONTACT:	Jeff Henninger at jhenninger@deltabluegrass.com
REGISTER:	Online at www.clcasfba.org

If you RSVP for an event and are unable to attend, you must cancel your reservation at least 48 hours prior to the event to receive a refund. If you do not cancel your reservation 48 hours prior to the event, you will be invoiced for the reservation and/or your fees will NOT be refunded.



The Pettigrew Residence by Frank and Grossman Landscape Contractors, winner of the Residential Installation Sweepstakes Award in 2019.



Alpine Landscape Receives John Redmond Memorial Award

Congratulation to Alpine Landscape for winning the “John Redmond Memorial Award” for Sakata Seed America in Morgan Hill during the CLCA Trophy Awards Program held in South Lake Tahoe in November 2019.

Alpine Landscape’s management program covers all necessary year round tasks from start to finish. Accurate landscape budgets with cost effective solutions are created for property managers annually. These budgets include operational expenses such as weekly service, irrigation maintenance, seasonal color, and tree care and also consider possible capital expenditure items such as renovations and enhancements.

Capital expenditure items are clearly presented through short or

long-term beautification plans to increase property values, drive down on-going costs, and enhance sustainability.

Our staff horticulturist works closely with our well trained crews and technicians to make sure seasonal tasks are completed on time, plant material is properly cared for, and all landscape contract specifications are being followed. Scheduling of tasks includes quarterly inspections of irrigation systems, seasonal color rotations,



tree care, pre-emergent for weed control, fertilization of turf, shrubs, and trees, as well as special fertilization of roses, camellias, and azaleas, and plant and pest identification as needed.

By having one point of contact, you can trust that any concern will be resolved quickly and efficiently.

In addition, we support all of our clients with a 24 hour emergency response. Landscape problems or emergencies can occur after hours or between service visits. When one arises, know that it will be taken care of quickly and professionally.



We Give Trees New Life

MARY STEWART
ISA Certified Arborist #WE-5805A
mary@bigtreesnursery.com
Cell 760-696-6593



BigTrees
NURSERY, INC.

12450 Highland Valley Road
Escondido, CA 92025
Phone 858-487-5553
Fax 760-888-1914
www.bigtreesnursery.com

Specimen Trees
Buy • Sell • Move

village nurseries
ROOTED IN QUALITY®
a division of



TREE TOWN USA®

CHARLES CATES
TERRITORY MANAGER - SAN FRANCISCO & SOUTH BAY AREA
6901 BRADSHAW ROAD, SACRAMENTO, CA 95829
916-364-2945 / ccates@villagenurseries.com
www.villagenurseries.com

The Future of Volunteering

By Jeff Henninger, Delta Bluegrass Co.



We're All In! Awards or Bust!

By Mike Hertzler, Awards Co-chair

The San Francisco Bay Area Chapter has entered its 48th consecutive year of beautification awards—each year a little different than the others. Each year the new, the veterans, and the bold put their best projects to the test to challenge themselves and their employees, to challenge their neighboring contractors, and, often, to celebrate their winnings. Sometimes it's one, more, or a wheelbarrow of achievements. Other times one may bring home a Sweepstakes Award. But, more often than not, we go home with a grin and the desire to improve that much more in order to bring ourselves to the table yet another year. Every company who enters into the awards program wins.

My life, through my family, often revolved around CLCA awards. Old burlwood 1st place clocks and actual trophies similar to those from soccer championships from the 70's continue to stand proud next to the newer versions. I will not allow them to collect dust as they remind me that my father's legacy and my interaction with other CLCA members have influenced me. Many of you know it is you. But, it was never ONLY the contractors.

Though the association revolves around the C-27, it's the associates (vendors) who bring another life to the table—often by simply setting up tables. Their interaction and the sharing of technology through products and education keep all of us at the top of our game, allowing us to present the best-of-best supplies, tools, materials, and technology to our clients' kitchen table when we make the sale. Associates have created a backbone to allow us to sustain healthy businesses. Associates have helped get us out of tough situations both with financial support and overcome challenges with our most tenacious clients.

The awards committee cordially invites all associate members who have interest in
(continued on page 5)

I attended the 2020 Leadership Conference on January 28 and 29 in Sacramento. The keynote speaker was Peter Houstle of Mariner Management & Marketing. He spoke of how to "Leverage 21st Century Volunteer Strategies to Maximize Member Engagement and Build Future Leaders. The definition of a volunteer is generally considered an altruistic activity where an individual or group provides services for no financial or social gain "to benefit another person, group or organization."

Volunteering is also renowned for skill development and is often intended to promote goodness or to improve human quality of life. Volunteering may have positive benefits for the volunteer as well as for the person or community it serves.

The CLCA provides skills-based volunteering that leverages the specialized skills and talents of individuals to strengthen the infrastructure of the nonprofit, helping build and sustain the capacity to successfully achieve our mission and/or individual success.

Peter spoke about 21st century volunteer development strategies, which create more flexible options for members and non-members to participate in the SFBA Chapter. By engaging in conversations with local landscape professionals not in our association, we can start to leverage passion and skills of our non-members and build our volunteer opportunities around individual interests and availability.

When developing volunteer opportunities, we need to consider where members are in their personal/professional life cycle and make volunteering convenient with bite sized tasks.

He also discussed different and new ways to engage members and volunteers suggesting the use of live streamed seminars, YouTube video's, and Podcasts.

We all need to become "Volunteer Talent Scouts" searching for new talent to back fill our board positions. Talk up the benefits of CLCA membership. Engage our members and get them involved - if only in a small way. The SFBA Chapter is a great group of landscape professionals, suppliers and friends. Please keep an open line of communication with me or any of our board members. Remember, We Are All CLCA!

Financing 101:

The Rule of 72 Compounding Interest

The Rule of 72 is a quick way to estimate how long it will take a sum to double--just divide 72 by your growth rate. Let's say you've invested in a mutual fund that is growing at 4% annually. Dividing 72 by 4 gets you 18; it will take you 18 years to double your money. Earning 7% annually? Your money should double in 10.3 years.

The rule works in reverse, too. If you're aiming to double your cash in eight years, divide 72 by 8, and you'll see that you'll need a growth rate of about 9%.

This trick can also help account for inflation. If inflation is averaging 3% annually (as it has been, historically), divide 72 by 3, and you'll see that prices are likely to double in about 24 years.

Partner Spotlight:

Devil Mountain Wholesale Nursery

Devil Mountain Wholesale Nursery was founded in 1995 to fulfill one goal: provide our community with better access to plants. Driven to overcome the limited plant palettes available to architects, designers, and landscape contractors, our founder Pat Murphy set out to find and procure whatever plants necessary to meet any-and-all design specifications with premium quality material. Today, we operate four locations across Northern California, where customers can find plants and trees (from 4" to 48"+), fertilizers, soils, mulches, stakes, and more.

Devil Mountain Wholesale Nursery is proud to serve our community not only as a wholesale broker, but also a grower. In 2006, we opened our growing ground in Clements to offer more possibilities and better quality to our customers. Our dedication to this industry extends beyond helping our customers succeed to supporting the creation of livable spaces.

Devil Mountain offers several carefully curated plant collections, created with the intent to help guide decision making in designing sustainable and regenerative landscapes. Our collections include Drought Devils, Erosion Control, Planting Under Oaks, Planting Under Redwoods, and more.

With 25 years of experience in the California nursery industry, we have developed an expertise in water efficient plant varieties and are committed to carrying the most diverse selection available in the trade. Each variety found in our Drought Devils collection meets Water Use Classification of Landscape Species (WUCOLS) requirements for "low" or "very low" water use and Bay-Friendly/ReScape California's standards for sustainable landscaping.

Devil Mountain Wholesale Nursery is dedicated to the knowledge and education of our customers. We are proud to offer workshops that focus on creating bay-

friendly designs and that address the vulnerabilities of modern landscapes and how we can mitigate these through plant selection and design, including in areas affected by wildfires, and landscapes for future climates. Our website also offers educational brochures to the public, as well as an active blog discussing gardening topics and cultivars.

Sharing knowledge with our community is one way that we give back, and we take pride in the extensive knowledge and experience of our sales team. Our mission is to help your landscape designs come to life, and support designs that help make our state a beautiful place to be, today and into the future.

For questions or to request a quote, please contact Devil Mountain Salesperson and longtime CLCA SFBA member, Mark Takeda, in our San Ramon store: (925) 829-6006, x112 | mtakeda@devilmountainnursery.com



CLCA
GET INSPIRED WITH MASONRY

MASONRY SHOWCASE
THURSDAY, APRIL 30
11:30 am – 4:00 pm

PBM MASONRY SHOWROOM
2490 Charleston Road
Mountain View, CA 94043

- Learn about porcelain installation best practices
- Sample polymeric sands, tools and more
- Check out NEW Brick + Stone Colors & Cuts
- Complimentary Food & Drink
- Fabulous Raffle Prizes

REGISTER TODAY
RSVP ONLINE WWW.PBM1923.COM OR EVENTS@PBM1923.COM

PBM Peninsula Building Materials Co. **www.pbm1923.com**

Low Voltage Lighting Workshop

On Thursday, February 13, members of the CLCA SFBA chapter convened at Par 3 at Poplar Creek in San Mateo to learn about low voltage lighting.

The workshop was taught by industry experts Jeff Calhoun from FX Luminaire, Mike McPerson from Vista Professional Outdoor Lighting, and Rick Zinn from Unique Lighting. Attendees were able to ask questions, learn time saving tips, and get advice on how to use these products!



Above right: Chapter President Jeff Henninger introduces the speakers.

At right: Jeff Calhoun from FX Luminaire, Rick Zinn from Unique Lighting, and Mike McPerson from Vista Professional Outdoor Lighting.



Above: Zach and Pat Coney.



Above: Girvin Peters, Vivian, Sam Whitney.



At left: Nicki Fox and Vicky Parrot.

(continued from page 3: Awards) supporting the greatest landscape industry association to sponsor an award at the ceremony on Friday, June 26 at the University Club of Palo Alto. Information on this can be found on our website at www.clcasfba.org/whoweare/#Partners. Please ask your company to be represented by sponsoring an award category and presenting the award in person this June. We encourage all who sponsor either by Diamond Partner or an achievement awards a la carte to be present during the event.

Awards sponsorships may cost a little more this year, but the committee has agreed to add a little twist to it. This year all sweepstakes awards will go into a lottery for those who sponsor a regular or special award. Many of you may have the opportunity to present and be named with your purchased sponsorship AND a sweepstakes award at no additional cost! We are planning to draw and announce these winners during our regular dinner meeting in May.

For those who will challenge themselves by entering this year: May the wind of success push you to the podium. For those who will simply attend for friendships and recognize the entrants: Thank you for your new and continuing support of our awards program. And, for those who join us in recognition and a certain camaraderie as a supplier or landscape-related service: Our hats are off to you for your continuing support through thick and thin.

Welcome all to the upcoming CLCA-SFBA 48th Annual Achievement Awards! Join us for a Night at the Oscars! To enter a project, download the entry form at www.clcasfba.org/landscape-awards/.

Member Benefit: Personalized Employee Handbooks

CLCA, along with the California Employers Association, has compiled a new, first-of-its-kind employee handbook written specifically for employers in the landscape industry.

•Use of company vehicles •Working with subcontractors •Inclement weather call-in
The handbook is in an easy-to-use Microsoft Word format, which you can fully customize to fit your company's size, needs and special programs. The result is an accurate and up-to-date employee manual, one of the best defenses available against employee job actions and lawsuits.

The handbook includes all required state and federal policies, as well as policies that apply to your every day work world. Call (800) 448-2522. Available in English & Spanish

2020 SF Bay Area Chapter Contacts

CHAIRMAN OF THE BOARD

GABRIEL THOMAS (408) 482-0700
Three Rivers Landscaping
gthomas@threeriverslandscapeservices.com

PRESIDENT

JEFF HENNINGER (925) 698-8295
Delta Bluegrass jhenninger@deltabluegrass.com

VICE PRESIDENT / MEMBERSHIP CHAIR

KENNETH COVERDELL (650) 533-7346
Blue Sky Designs Kc@blueskydesigns@gmail.com

TREASURER

JUAN CARLOS ESPARZA (408) 642-8907
Urban Scapes urban.scapes@outlook.com

SECRETARY

VLAD KHROLOR (650) 368-7400
Skyline Landscape
Vlad.SkylineLandscape@gmail.com

ASSOCIATE LIAISON

MARIN VILLALPANDO (408) 586-9292
Zanker Recycling marin@zankerrecycling.com

AUXILIARY PRESIDENT

LESLEY PETERS 650-941-4093
Girvin Peters Landscape gpland@sbcglobal.net

VICE PRESIDENT / MEMBERSHIP CHAIR

GIRVIN PETERS (650) 948-7260
Girvin Peters Landscape gpland@sbcglobal.net

AUXILIARY TREASURER

RICK CAMIN
Camin Landscaping rick@caminland.com

AUXILIARY SECRETARY

VICKY PARROTT victoriala@att.net

BAY BREEZE EDITOR

JERRIE BEARD (530) 621-1701
Jerrrie Beard & Associates jsb@beardassociates.com

CLCA State Headquarters

1491 River Park Drive, Ste. 100
Sacramento CA 95815-8899
(916) 830-2780 • (800) 448-2522
(916) 830-2788 Fax • email: hq@clca.org

CLCA Mission Statement

The California Landscape Contractors Association serves the interests of its members, promotes professionalism, and advances public awareness of the landscape industry.

The CLCA SFBA Chapter newsletter is published monthly. Copy and advertising deadlines are the 10th of the month preceding publication. Please send all copy, black & white photos, line art and ad materials to: Jerrrie Beard & Associates, PO Box 7, Pollock Pines CA 95726. Emailed submissions are welcome at jsb@beardassociates.com. For information on advertising and rates, contact Jerrrie Beard at (530) 621-1701.

Articles submitted are subject to approval and modification. Chapter or Editor are not liable for misprints or errors, and do not necessarily agree with opinions expressed in byline articles. Articles may be used by other CLCA chapter newsletters, giving proper credit to their source.

Auxiliary Report



Where is the rain? In my article this time last year, I was complaining that it was cold and wet. This year not much rain in sight. Love the warm

temperatures, but I'm sure it will wreak havoc on my spring garden.

The Auxiliary had a great meeting on January 28 at Ristorante La Scala. Thank you to Marin Villalpando, Zanker Recycling, for paying for dinner. I appreciate your generosity. Here is a recap of the meeting:

- We approved a budget for 2020.
- Our monthly basket list is almost full. May is the only open slot. If you are interested in making a basket for the Chapter's May meeting, please email me at gpland@sbcglobal.net. I don't have any details for the May meeting yet. I will update everyone when I have more information.
- We approved a name change to one of our LEAF funds. The John Lyngso Honorarium fund will be changed to the John and Mary Lyngso Fund. I will be sending a letter to CLCA headquarters to initiate this change.
- We approved making a \$750 donation to LEAF, benefiting the following funds:
 - \$250 - Mas Tsuda Memorial Fund
 - \$250 - Joe and Sally Tanouye Memorial Fund
 - \$250 - Steve Whitehill Memorial Fund
- We have booked Cuesta Park in

Mountain View for Sunday, September 13 for the Chapter Picnic.

- The Auxiliary potluck will be Saturday, August 15 at the home of James Walker. Thank you James for volunteering to host us again.
- Our next Auxiliary meeting will be Tuesday, May 19 at a time and location still to be determined.

Thank you everyone for coming to the meeting. We couldn't accomplish anything without your support. I look forward to our next meeting. Thank you again to Marin for your continued generosity to the Auxiliary.

The February dinner meeting at the Par3 Restaurant at Poplar Creek Golf Course in San Mateo was a small and intimate gathering. Nonetheless, the Auxiliary raised \$175 in the raffle benefiting LEAF. Thank you everyone for your support. Some of you supported more than once! Double thank you! The winners in the raffle were:

- Girvin Peters won the Valentine gift donated by Jeff Henninger of Delta Bluegrass
- James Walker won the Valentine's themed basket by Vicky Parrott. Again, thank you everyone who bought tickets. The students who receive scholarships from LEAF thank you and appreciate your generosity.

We will be away for the March meeting. So, I may not see you until April. Hope your transition to daylight savings is a smooth one, happy St. Patrick's Day and happy spring!

Lesley Peters



**LANDSCAPE CONTRACTORS
INSURANCE SERVICES, INC.**

Member owned. Service focused.

ELLEN MONTALBANO
ACCOUNT EXECUTIVE

CA LIC # 0755906

1835 N. Fine Ave.
Fresno, CA 93727

emontalbano@lcisinc.com
www.lcisinc.com

P (800) 628-8735 Ext. 508
C (650) 492-1774
F (800) 440-2378

Specialized Insurance & Business Services for Members of the Green Industry

Partners for Success

By Marin Vallalpando

Thank you to all the companies who have stepped up in 2020 to support the CLCA San Francisco Bay Area Chapter. Your generous support goes a long way in helping us provide top quality events to our chapter throughout the year.

If you would like to help support our chapter by becoming a partner, please look over the Partners information at www.clcasfba.org/whoweare/#Partners or contact me, Marin Vallalpando at 408.586.9292 or email marin@zankerrecycling.com.

All of our chapter events are made possible by the generous support of our many sponsors. Please thank them for their commitment to our chapter both with an "atta boy" when you see them, and also by supporting their businesses.

Diamond Partners



Platinum Partners



Gold Partners



Achievement Awards Sponsors

Garden Tour

- Landscapia

Student Sponsors

- Girvin Peters Landscape

KURAPIA

Utility Groundcover

LARGEST PRODUCERS OF KURAPIA SOD ON THE PLANET

 60% LESS WATER	 DELTA BLUEGRASS CO.	 MOWING OPTIONAL
 NATURAL POLLINATOR	 PREVENTS SOIL EROSION	 SURPRESSES WEEDS

REVOLUTIONIZING LANDSCAPE MANAGEMENT

www.deltabluegrass.com
800.637.8873

C-27 752734

LYNGSØ

Delivery, rental trucks, pickup, or direct shipping
Monday - Saturday 7 to 5, Sunday 8 to 4

www.lyngsogarden.com

650.364.1730
345 Shoreway Road, San Carlos CA 94070

Organic Lyngso Vegetable Blend, Landscape Mix, Potting Mix, Essential Soil, Roof Mix, Biotreatment Mix, Diestel Structured Compost & other quality composts, Arbor Mulch, Fir Bark, Ground Redwood Bark, Wood Chips, Mahogany Chips, Actively Aerated Compost Tea, Down to Earth Organic Fertilizers, Random & Dimensional Flagstone, Custom Fabricated Stone, Bluestone, Limestone, Sandstone, Quartzite, Slate, Landscape Boulders, Wall Rock, LedgeStone, Decorative Gravel & Pebbles, Decomposed Granite & Path Fines, Construction Sand & Aggregates, Stone Fountains, Garden Ornaments & Pottery



~KURAPIA~

NEW

DROUGHT TOLERANT GROUND COVER SOD

- A turfgrass alternative changing the industry
- No need to sacrifice lawns to save water on landscape
- Grows low to the ground rarely exceeding 1"
- Dark green year round, and if left un-mowed produces small white flowers May-November



WEST COAST TURF

Ask us about other water saving turfgrasses, too!

westcoastturf.com
888/893-8873



Your success. Our heritage.

- **Grower and broker since 1869**
- **Serving landscape professionals**
- **For one plant to an entire installation**
- **Delivery right to your job site**
- **Subscribe to our email Newsletter**



Pacific Nurseries

www.pacificnurseries.com | 650.755.2330




zanker
landscape materials

90+ Materials
Best pricing in town
Recycled Products
We Deliver



zankerlandscapematerials.com

705 Los Esteros Rd, San Jose, CA, 95134
408.586.9292 | 408.515.6330