

AGENDA

2021 Annual General

Meeting January 20, 2022

Call to Order

1. Introduction, Welcome – Chris Janes (3 minutes)

Conflict of interest:

With respect to the agenda, does any member of the membership have any relationships or interests that could compromise, or be perceived to compromise, your ability to exercise judgment or decision-making independently and objectively with a view to the best interests of Landscape NS. Should a conflict of interest arise during the meeting, it must be declared immediately.

2. Approval of Meeting Agenda/New Business (Motion) (2 minutes)

3. Approval of Minutes (Motion) **pgs 2-7**

4. Business Arising from Minutes – January 12, 2021 – 2020 Annual General Meeting (10 minutes)

5. President's Report – Chris Janes (5 minutes) **pg 8**

6. Executive Director's Report – Jan Loner (3 minutes) **pg 9-10**

7. Treasurer's Report (Motion) – Steve Smith (5 minutes) **pg 11-13**

8. 2021-2022 Budget Approval (Motion) (5 minutes) **pg 14-17**

9. 2 Billion Trees & Vineland Research Update- Christene LeVatte – (10 minutes)

10. a) CNLA Report – Robin Godfrey **pgs 18-19**

b) Specifications Report –Clinton Pinks **pgs 20-21**

c) Government Relations - Christene LeVatte **pgs 22-32**

d) Education/Professional Development Report – Lauren Fry/Paul MacPhee **pg 33**

Motion for all reports

11. New Business

12. Election of Board of Directors/CNLA Representative 2021-2022

13. Adjournment





Landscape Nova Scotia 2020 Annual General Meeting

Minutes

Present:

Lauren Fry, Down to Earth Landscaping
Chris Janes, Clintar
David Hunt, Armdale Lawn Care
Laura Coupar, Elmsdale Landscaping
Sean Reid, Groundforce Property Services
Darren Loner, Down to Earth Landscaping
David Thompson, Weed Man
Paul MacPhee, MacPhee's Landscaping
Christene LeVatte, Highland Landscapes for Lifestyle
Liddy Wallace, Wallace Landscapes
Pam Baltzer, Heritage Landscaping
Paul Doggett, Battlefield CAT
Alexa Piche, Nutri Lawn
Steve Smith, Nutri Lawn
Anita Jackson, Anita Jackson Design
Barry Stone, Irri-Plus
Brad Burgess, Bird Stairs
Matt Giles, Nova Turf
Robin Godfrey, Lakeland Plant World
Dave Smith, Wilson's Equipment
Debbie, All Outdoors Landscaping
Stan Kochanoff, Environ
Glenn MacDougall, Enviro Masters

Call to Order -

1. Introduction, Welcome – Lauren Fry (3 minutes)

Conflict of Interest: "With respect to the agenda, does any member of the membership have any relationships or interests that could compromise, or be perceived to compromise, your ability to exercise judgment or decision-making independently and objectively with a view to the best interests of Landscape NS. Should a conflict of interest arise during the meeting, it must be declared immediately."

2. Approval of Meeting Agenda/New Business – Approved by Matt Giles and seconded by Steve Smith.

3. Approval of Minutes – Approved by David Thompson and seconded by Barry Stone. All in favour, none opposed. Motion passed.

4. Business Arising from Minutes – February 22, 2020 – None

5. President's Report – Lauren Fry: our year started with HortEast in NB, well attended and good feedback. Gave us good ideas for the future. Awards of Excellence that was also well attended with good feedback. Hopefully we can do some events this year as well. Started weekly calls with our membership during COVID, and Lauren, Christine and Jan participated in National COVID calls. One thing we did not do is revisit our Strategic Plan, should be a priority for the very near future. Will be spearheaded by our incoming President. Thank you to Executive for stepping in while Lauren took personal time off.

6. Executive Director's Report – Jan Loner: 146 paid members, 12 paid members. Membership static as we were still cleaning up our database. Awards on Excellence in February, had a great time, approx. 100 people to the Awards. Liddy Wallace and Sean Reid were new faces to the Board. Steve Smith did a sponsorship package for LNS. Goal was \$18k, reached \$17.5k. Held weekly COVID calls. Stopped them in summer because companies were so busy. We still use GoDaddy for email platform. Please check spam/junk folder as newsletters have great info in them.

7. Treasurer's Report – Unaudited statement: membership invoicing when they confirm makes for cleaner books. HortEast – variance because it was hosted out of Province (no expenses). G&P show didn't happen. Expenses: staffing arrangement changed, we do not receive money back from LNL. We qualified for wage subsidies which changed our financial outlook for the year. Admin expenses similar when taking out bad debt. Net income for last year equal to what we recovered in wage subsidies. We moved forward with a net income of about \$12k thanks to those. Motion to approve by Paul Doggett, seconded by David Thompson. All in favour. Motion passed.

8. 2020-2021 Budget Approval – Total membership is expected to stay the same. Sponsorship to be equal or close to what it was last year. So far, we haven't seen the uptake like we did last year. We have some money for awards of Excellence, have potential revenue for social events and hope we can generate some revenue from those events. Management wages decreased by \$5,500. Administration; small variations, fulfilled our bursaries. Increased expenses as we do not share with LNL any longer. We are not budgeting for wage subsidies, we may qualify in 2021 for them. Variance in staffing is directly related to subsidies. We could be in a position by losing \$12k, but Board didn't feel comfortable to suggest we could be in a better position in 2021. We hope to host HortEast in some format in November, but that will fall under 2021/22 year. Motion to approve the budget as presented: Laura Coupar, seconded by Matt Giles. All in favour.

9. Canadian Landscape Standards (CLS) Update- Christene LeVatte – Launched 2nd edition later than anticipated due to Covid-19. Significant amount of marketing sent to provinces. CNLA working on metrics between those who use CLS. This is on the CSLA web portal. CLS sets best practices and guidelines for major aspects of landscape & hort industry. Reference it in tender packages for your business. Sets your business apart – gives you a competitive advantage. Says your company designs, builds, & maintains to the national standard. CLS is embedded in 2 specific Canadian specifications: the Canadian National Master Construction Specification & the Standard Specifications for Municipal Services. That listing will be updated shortly.

Every member of CNLA, including gets a free digital download in French and English. Contact Jan Loner or Christene LeVatte for a copy. You can purchase a hard copy binder and purchase for \$150 + shipping.

Constantly under review constantly, it's a living document. Those who have downloaded it will get changes as they occur.

There is a list by Province – want to get together with Jan for member outreach/marketing.

Anita Jackson: Vineland – soil specs? Please contact Christene.

10. a) CNLA Report – Robin Godfrey

Two big items: 1) insurance as related to snow removal. Many companies can't get insurance. Become such an issue, LO got involved so it went to MLA. Put forward small members bills to Legislature. Slip & falls went from 2 years to 60 days. In NS it's 5 years, unless it's government property, then it's 6 months (or so). We should form an adhoc committee. Anyone who has a good relationship with an MLA, should approach them. Insurance is getting more expensive and getting less for money. We need to have changes with statute of limitations.

Robin and Jan will get together. Chris Janes will also be involved.

2) 2 Billion Trees – CNLA got involved, wants to be part of it. CNLA has been short listed for urban. COVID – Phil Paxton on Gov't relations call. What a great time to poke at 2 B trees. Not just a forestry initiative. Not possible for forestry to do alone. Did proposal and zoom with Nat Res Canada – 82-84% of Cdn pop lives in city. Impact of urban forest mitigate and adapts climate change issues. There are many benefits of urban forest. Met with Seamus O'Regan's office, now CNLA is delivery agent for 2B Trees.

This is HUGE for supply chain! Well done to those involved at the CNLA!

Stan Kochanoff: Has CNLA taken over Communities in Bloom? Yes. We need more garden centres in LNS membership to promote CiB.. CNLA acquired CiB, maintained integrity. Nothing in the structure has changed yet. The Board is now CNLA members.

Stan Kochanoff: Community applications through CNLA? Go through CiB.

Glenn MacDougall – is CNLA able to give out contracts for 2B Trees? End of Jan will application criteria... CNLA is applying to be deliverer but not sure how it's going to look yet.

CNLA will administer funds and management of contracts will happen on the ground. Too soon to tell, but will update. Garden Centres and Designers are underutilized so far but will be used in 2B Trees. Who is involved will need to follow CLS and be a member of LNS.

Stan Kochanoff: HortProtect increased rates by over 20%. We have a new underwriter and that's the primary cause for increase. We are rated a national pool level but based on provincial usage and its been underutilized in our province. 75-80% is used in Ontario. HortProtect is not seeing any take up in Atlantic Canada. Not sure why. It's still worth getting a quote from HortProtect, compared to other rates, it's still affordable.

b) Specifications Report –Clinton Pinks: Clinton did not join the call. Thanks to Stan for spearheading committee for so many years. Christene LeVatte stepped in in Clinton's absence. She has her hands-on sections to review: Soil specs needs review. National Master Specs for hardscaping uses ICPI standards. CNLA hasn't organized with ICPI to have the curriculum reviewed. We can be included as a recommended contractor if our certification and their certification produce the same level of skill. Christene has been working on it for 3 years and no traction yet. Section 5: Growing medium". Clinton reached out to Tracey MacKenzie at Dal Ag to get a 4-province working group going and will include APALA. Elmsdale Landscaping – maintenance during warranty and establish period are not good. They don't protect anyone they do not result in landscape performance. Will be included in the working group.

c) Education Report – Lauren Fry: Everything got derailed but hopefully with more formalized training; ICPI, etc. Working with Apprenticeship agency for qualifier prep day. Courses on Design and hands on for garden maintenance. Looking what other organizations are doing so we can still provide that value to our membership. Skills is cancelled for this coming year as well as last year. Apprenticeship agency is waiting to evaluate the new certification methods. Anyone if progress should not be impacted. Everything says they will (at least temporarily) approve so we can get our numbers up and formalized training in place.

d) Professional Development Committee – Paul MacPhee: New certification (valid-8) delivery. Well received but not a lot going on. Plan for this year at least 7 people from NS go through process. Certification and apprenticeship. **There's still little uptake from landscapers in NS. Not sure why???** **We need to work hard at getting people involved.**

ICPI is you have that, it counts towards toward installation for brick pavers, one less step to take.

Still an intent and desire to do hands on training at Dal Ag in Truro. As COVID winds down, we will start back.

Reach out to Lauren or Paul with any questions.

Motion for all reports – Barry Stone motioned to approve the reports as presented. Chris Janes seconded. All in favour. None opposed. Motion passed.

11. New Business:

A. Lauren Fry: HortEast – recognize LNB as they were gracious to let LNS delay the host year until 2021 because of COVID. Thank you, Jim and Colin and the rest of the LNB Board. Hope to plan HortEast in some capacity this fall.

B. Steve Smith: Thank you to Christine Finn. Thank you to Marion Matheson, our bookkeeper. Our sponsorship package: it's out there, we need to gather revenue.

C. Matt Giles: Education opportunities- will be sending one to Jan through the Atlantic Golf Superintendents Association a virtual conference.

Soil Specs: Matt has some soil biologists through golf and lawn care operators and can bring one in to help with soil specs. Christene says yes. Christene has been in touch with Heidi Boutilier from HRM as well. HRM has been very proactive.

D. Chris Janes – 25 attendees, great turnout! Snow and ice management. Big part of Clintar business and liability insurance has been a huge issue for the past 3 years. Is on the docket for Chris to bring forward as President. Robin has reached out to Paul Brydges if he can get info on how they went down the road for this win. Anyone who wants to get on the committee. Edmonds reached out to Robin to see what can be done in NS. We will wait to see what Paul Brydges comes back with.

Chris made a motion to create a Snow & Ice removal committee. Christene LeVatte seconded. All in favour. None opposed. Motion passed.

Christene LeVatte – marketing/social media. Asked if there is a guideline on how social media posts are shared. There is a missed opportunity to share from members from across the province. Liddy suggested we out it on the company to send stuff in to be shared from the inbox. Two points: Sharing members posts. The other is industry promotion. There is so much to put out there and we are missing a large portion of it. Lauren suggested we add it to the strat plan.

David Thompson – incoming execs put this topic high on list. Suggested Jan take a Social Media for business course. Christene suggested we look to NSCC or universities. Social media learning curve is large. Matt will send Jan the name of a company that can manage social media that covers all platforms.

12. Election of 2020-2021 Board of Directors – David Thompson (Past President) in charge of Board recruitment. There were no nominations from the floor.

The 2020/21 Board of Directors is as follows:

President: Chris Janes, Clintar

Vice President: Steve Smith, Nutri-Lawn

Treasurer: Liddy Wallace, Wallace Landscapes Ltd

Past President: Lauren Fry, Down to Earth Landscaping

Laura Coupar, Elmsdale Landscaping
Paul Doggett, Battlefield CAT
Matt Giles, Nova Turf
Robin Godfrey, Lakeland Plant World
Paul MacPhee, MacPhee's Landscaping
Sean Reid, Groundforce Property Services
Barry Stone, Irri-Plus
David Thompson, Weed Man

13. Adjournment: 11:30am

Lauren motioned to adjourn, Paul Doggett seconded.



President's Report 2021

Transitioning from 2020 into 2021, we were very cautious with our budgeting given the uncertainty of relentless rollercoaster of Covid. We decided to err on the side of caution for our members and did not host any in person events. Without having other streams of revenue, we needed our sponsors and members to step up and they did with our best sponsorship revenue in recent years and overwhelming membership renewals.

In March of 2021, The Board updated the strategic plan with assistance from CNLA staff. Our priorities remain the same: to ensure we continue to create value for our membership, to provide clear avenues for career development and increase revenue streams.

Although many of the items to be worked on are for 2022, we did put in place a Snow and Ice Committee, in response to the rising insurance premiums for snow contractors. Currently there isn't any national governance for this. Landscape Ontario was the driving force being the passing of Bill 118. This Bill reduced the statute of limitations from two years to 60 days. LO also created a fair hold harmless clause in contracts, reducing nonsense law suits against snow removal contractors. Since LO paved the way for other provinces, LNS has already gained the support of an MLA to propose a similar Bill. We have a long road ahead, but the wheels are turning!!

Behind the scenes, while Jan was getting comfortable in her new role, work continued on cleaning up the database of members, website and onboard package for new Board members (work in progress) and contact info of members. Controlling our costs was key to a balanced budget as we were unsure if we were able to generate additional revenue over the year. Based on our financial report, that will be discussed, this is a job well done.

When many sectors were forced to shut their doors during different stages of Covid, the horticulture industry was fortunate to continue to fall under construction industry, deeming it an essential service. Like 2020, homeowners clamoured to find companies to build the backyard of their dreams since travel was off limits. While labour shortages continue to hamper our members, three employees from member companies signed up for certification in 2021.

Although HortEast was not hosted until the 2022 fiscal year, LNS ensured HortEast to ran safely and smoothly, through a virtual platform. Initial intentions were to have a mix of in person and online but a last-minute decision was made to make it 100% online based on incoming restrictions due to rapidly rising cases. The details of 2022 HortEast will be shared at a later date.

LNS would not be running as smoothly as it does without the hard work of our Executive Director, the executive team and every board member. We appreciate all their volunteer hours, great insight and passion for the industry. Thank you all for joining us today and trusting these great individuals.

We look forward to a great 2022 with in person activities. We welcome constructive feedback and want to keep an open dialogue with all our members as to how we can help your company grow the organization as a whole.

Respectfully Submitted,

Chris Janes, President LNS



Executive Director Report January 17, 2022

Nova Scotia's economy has been experiencing strong growth, with our province's population hitting one million residents. The highest age bracket for moving to our province is between 20-34. While we are a tight-knit province as a whole, we welcome the vibrancy of new neighbours and soon-to-be friends.

LNS's Sponsorship exceeded the budget in 2021 by \$1000. We were so pleased with the response in support of new suppliers. **Thank you** to HortProtect and The Stone Depot for their continued Gold Sponsorship. Silver sponsors were Nutri-Lawn and Nova Turf, Elmsdale Landscaping, Clintar and Green Peak Landscape Professionals, bronze sponsors were Imagin-It Designs, Toro Irrigation, Blomidon Nurseries, Ground Force Property Services, Minuteman Press and Valley Portable Fencing/Toilets. Turf Medic became an Event Sponsor.

In January, we hosted our first ever virtual AGM. We waited patiently for a few months, hoping to host an in-person Awards of Landscape Excellence to bring us all together again, however the uncertainty of gatherings made it impossible. Our President, Chris Janes, personally delivered the awards to each winner during the summer months.

We are fortunate our industry continues to fall under the construction industry, and members were able to continue working all through the season. Staffing and supply shortages continue and businesses reported higher sales than 2020.

Landscape Nova Scotia continues to use GoDaddy platform for our eNews letters. Each month you receive an email with pertinent information such as education and new member benefit opportunities. If you have any suggestions for information that you would like to see in our LNS eNews please let me know.

For the third year, we have done member invoicing via the renewal process and not automatic invoicing, which still reflects positively in our balance sheet. In October, we switched to a new payment process through Merchant 1. Members are now able to pay their dues through a link to a secure site, eliminating a step for staff to complete.

In 2020/21, we welcomed 22 new members for a total of 168 members. Companies who wish to use CNLA benefits are required to renew their membership first.

Throughout the year, the Board of Directors held Zoom meetings which were more convenient and engaging. Meetings are well attended which resulted in great discussions.

In 2022, we will look positively for new opportunities to continue to promote our industry at the provincial and national levels.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Jan Loner". The signature is written in a cursive style with a large, looping initial "J".

Jan Loner

Landscape Nova Scotia

2021 FINANCIALS

2021 ACTUAL

Nov-1-2020 - Oct-31-2021

DIFFERENCE

Actual to Budget

2021 BUDGET

Nov-1-2020 - Oct-31-2021

2020

Nov-1-2019 - Oct-31-2020

REVENUE

MEMBERSHIP

Active Members	\$ 75,782.46	\$ 10,782.46	\$ 65,000.00	\$ 63,664.79
Corporate Affiliate / Trade Supplier	\$ 2,205.36	-\$ 2,694.64	\$ 4,900.00	\$ 4,844.82
Horticultural Affiliate	\$ 7,235.60	\$ 7,135.60	\$ 100.00	\$ 88.01
Out of Province	\$ 300.92	\$ 150.92	\$ 150.00	\$ 147.51
TOTAL MEMBERSHIP	\$ 85,524.34	\$ 15,374.34	\$ 70,150.00	\$ 68,745.13

SPONSORSHIP

Platinum	\$ -	-\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Gold	\$ 5,000.00	\$ -	\$ 5,000.00	\$ 5,000.00
Silver	\$ 8,500.00	\$ 4,500.00	\$ 4,000.00	\$ 4,000.00
Bronze	\$ 5,000.00	\$ 3,000.00	\$ 2,000.00	\$ 2,000.00
Event	\$ 500.00	-\$ 1,500.00	\$ 2,000.00	\$ 1,500.00
Awards of Excellence	\$ -	\$ -	\$ -	\$ 249.40
TOTAL SPONSORSHIP REVENUE	\$ 19,000.00	\$ 1,000.00	\$ 18,000.00	\$ 17,749.40

EVENT REVENUE

Annual General Meeting	\$ -	\$ -	\$ -	\$ -
Awards of Excellence	\$ -	-\$ 5,000.00	\$ 5,000.00	\$ 5,080.00
Social Events	\$ -	-\$ 4,000.00	\$ 4,000.00	\$ -
HortEast	\$ -	\$ -	\$ -	\$ 15,965.20
TOTAL EVENT REVENUE	\$ -	-\$ 9,000.00	\$ 9,000.00	\$ 21,045.20

ORGANIZATION REVENUE

Educational Sessions	\$ -	\$ -	\$ -	\$ -
Government Funding	\$ -	\$ -	\$ -	\$ -
TOTAL ORGANIZATION REVENUE	\$ -	\$ -	\$ -	\$ -

OTHER REVENUE

Interest Income	\$ -	\$ -	\$ -	\$ 33.79
CNLA Provincial Rebate	\$ 365.56	\$ 205.56	\$ 160.00	\$ 162.40
CNLA Member Benefits Rebate	\$ 7,189.36	\$ 3,389.36	\$ 3,800.00	\$ 3,803.52
TOTAL OTHER REVENUE	\$ 7,554.92	\$ 3,594.92	\$ 3,960.00	\$ 3,999.71

TOTAL REVENUE

\$ 112,079.26	\$ 10,969.26	\$ 101,110.00	\$ 111,539.44
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EXPENSE

COMMITTEE EXPENSES

Spec. Committee Expense	\$ 175.00	\$ -	\$ -	\$ -
Education & Seminars	\$ -	\$ -	\$ -	\$ -
TOTAL COMMITTEE EXPENSES	\$ 175.00	\$ -	\$ -	\$ -

Landscape Nova Scotia

2021 FINANCIALS

	2021 ACTUAL	DIFFERENCE	2021 BUDGET	2020
	Nov-1-2020 - Oct-31-2021	Actual to Budget	Nov-1-2020 - Oct-31-2021	Nov-1-2019 - Oct-31-2020
EVENT EXPENSES				
Annual General Meeting	\$ -	\$ -	\$ -	\$ -
Awards of Excellence Gala	\$ 660.00	-\$ 3,820.00	\$ 4,480.00	\$ 5,979.08
HortEast	\$ -	\$ -	\$ -	\$ 236.38
Social Events Expense	\$ -	-\$ 3,000.00	\$ 3,000.00	\$ -
EVENT EXPENSES TOTAL	\$ 660.00	-\$ 6,820.00	\$ 7,480.00	\$ 6,215.46
ORGANIZATION EXPENSES				
Educational Sessions	\$ -	\$ -	\$ -	\$ -
Directors Meetings	\$ -	-\$ 250.00	\$ 250.00	\$ 185.79
TOTAL ORGANIZATION EXPENSES	\$ -	-\$ 250.00	\$ 250.00	\$ 185.79
MANAGEMENT EXPENSES				
Salary & Wages	\$ 59,800.00	\$ -	\$ 59,800.00	\$ 79,539.24
Staffing Fees Charged	\$ -	\$ -	\$ -	\$ (12,991.07)
Government Wage Subsidy	\$ -	\$ -	\$ -	\$ (16,766.83)
CPP Expense	\$ 3,050.94	-\$ 19.06	\$ 3,070.00	\$ 1,883.61
EI Expense	\$ 1,322.88	\$ 432.88	\$ 890.00	\$ 878.00
TOTAL MANAGEMENT EXPENSES	\$ 64,173.82	\$ 413.82	\$ 63,760.00	\$ 52,542.95
ADMINISTRATIVE EXPENSES				
General Website & Communications	\$ 200.00	-\$ 400.00	\$ 600.00	\$ 597.92
Telephone / Internet	\$ 1,950.00	-\$ 270.00	\$ 2,220.00	\$ 729.75
Office Administrator/Acctg/Profess	\$ 2,400.00	\$ -	\$ 2,400.00	\$ 2,400.00
Postage/Courier Expense	\$ 285.05	-\$ 14.95	\$ 300.00	\$ 334.94
Professional Development	\$ 524.50	-\$ 0.50	\$ 525.00	\$ -
Office Equipment & Software	\$ 88.55	\$ -	\$ -	\$ -
Office Expense	\$ -	\$ -	\$ -	\$ 700.17
Insurance	\$ 1,503.00	\$ 13.00	\$ 1,490.00	\$ 1,487.00
Bank Fees	\$ 186.21	\$ 31.21	\$ 155.00	\$ 151.34
Credit Card Expense	\$ 2,462.52	\$ 412.52	\$ 2,050.00	\$ 2,029.93
Bad Debts	\$ 144.62	\$ 144.62	\$ -	\$ (1,017.52)
ED LNS Travel	\$ -	-\$ 250.00	\$ 250.00	\$ 1,190.25
Miscellaneous	\$ 225.65	\$ 25.65	\$ 200.00	\$ 197.65
TOTAL ADMINISTRATIVE EXPENSES	\$ 9,970.10	-\$ 219.90	\$ 10,190.00	\$ 8,801.43
OTHER EXPENSES				
CNLA Membership Dues	\$ 28,708.84	-\$ 1,071.16	\$ 29,780.00	\$ 29,293.24
Institutional Awards (NSAC & NSCC)	\$ -	\$ -	\$ -	\$ 600.00
Scholarships	\$ 1,250.00	\$ -	\$ 1,250.00	\$ 1,250.00
Skills NS Sponsor	\$ -	\$ -	\$ -	\$ -
CNLA Awards Submission	\$ 300.00	\$ -	\$ 300.00	\$ 300.00
TOTAL OTHER EXPENSES	\$ 30,258.84	-\$ 1,071.16	\$ 31,330.00	\$ 31,443.24
TOTAL EXPENSE	\$ 105,237.76	-\$ 7,947.24	\$ 113,010.00	\$ 99,188.87
NET INCOME	\$ 6,841.50	\$ 18,916.50	-\$ 11,900.00	\$ 12,350.57

Landscape Nova Scotia

BALANCE SHEET

OCTOBER-31-2021

ASSET

CURRENT ASSETS

Undeposited Cheques	
Credit cards to be deposited	
Current Account - RBC 101-687-2	\$ 147,014.49
Accounts Receivable	\$ 13,522.11
Allowance for Doubtful Accounts	
Prepays	
TOTAL CURRENT ASSETS	<u>\$ 160,536.60</u>
TOTAL ASSET	<u><u>\$ 160,536.60</u></u>

LIABILITY

CURRENT LIABILITIES

Accounts Payable	
Accrued Liabilities	\$ 1,200.00
HST Collected on Sales	\$ 3,640.58
HST Paid on Purchases	-\$ 1,072.89
EI Payable	\$ 174.44
CPP Payable	\$ 472.04
Federal Income Tax	\$ 1,005.66
Gov't Loan	\$ 60,000.00
TOTAL CURRENT LIABILITIES	<u>\$ 65,419.83</u>
Prepaid Memberships	\$ 25,080.90
Prepaid HotEast Invoices	\$ 1,800.00
TOTAL LIABILITY	<u><u>\$ 92,300.73</u></u>

EQUITY

MEMBERS SURPLUS

Opening Members Surplus	\$ 61,394.37
Net Income/ (Loss)	\$ 6,841.50
TOTAL MEMBERS SURPLUS	<u>\$ 68,235.87</u>
TOTAL EQUITY	<u>\$ 68,235.87</u>
LIABILITIES AND EQUITY	<u><u>\$ 160,536.60</u></u>

Landscape Nova Scotia

2022 BUDGET

2022 BUDGET

Nov-1-2021 - Oct-31-2022

VARIANCE

Budget to Prior Year

2021 ACTUAL

Nov-1-2020 - Oct-31-2021

REVENUE

MEMBERSHIP

Active Members	\$ 60,000.00	-\$ 15,782.46	\$ 75,782.46
Corporate Affiliate / Trade Supplier	\$ 10,000.00	\$ 7,794.64	\$ 2,205.36
Horticultural Affiliate	\$ 6,500.00	-\$ 735.60	\$ 7,235.60
Out of Province	\$ 3,000.00	\$ 2,699.08	\$ 300.92
TOTAL MEMBERSHIP	\$ 79,500.00	-\$ 6,024.34	\$ 85,524.34

SPONSORSHIP

Platinum	\$ 5,000.00	\$ -	\$ 5,000.00
Gold	\$ 5,000.00	\$ 5,000.00	
Silver	\$ 4,000.00	-\$ 4,500.00	\$ 8,500.00
Bronze	\$ 3,000.00	-\$ 2,000.00	\$ 5,000.00
Event	\$ 2,000.00	\$ 1,500.00	\$ 500.00
Awards of Excellence	\$ -	\$ -	\$ -
TOTAL SPONSORSHIP REVENUE	\$ 19,000.00	\$ -	\$ 19,000.00

EVENT REVENUE

Annual General Meeting	\$ -	\$ -	\$ -
Awards of Excellence	\$ -	\$ -	\$ -
Social Events	\$ -	\$ -	\$ -
HortEast	\$ 9,200.00	\$ 9,200.00	\$ -
TOTAL EVENT REVENUE	\$ 9,200.00	\$ 9,200.00	\$ -

ORGANIZATION REVENUE

Educational Sessions	\$ -	\$ -	\$ -
Government Funding	\$ -	\$ -	\$ -
TOTAL ORGANIZATION REVENUE	\$ -	\$ -	\$ -

OTHER REVENUE

Interest Income	\$ -	\$ -	
CNLA Provincial Rebate	\$ 300.00	-\$ 65.56	\$ 365.56
CNLA Member Benefits Rebate	\$ 7,000.00	-\$ 189.36	\$ 7,189.36
TOTAL OTHER REVENUE	\$ 7,300.00	-\$ 254.92	\$ 7,554.92

TOTAL REVENUE

\$ 115,000.00

\$ 2,920.74

\$ 112,079.26

EXPENSE

COMMITTEE EXPENSES

Spec. Committee Expense	\$ 175.00	\$ -	\$ 175.00
Education & Seminars	\$ -	\$ -	\$ -
TOTAL COMMITTEE EXPENSES	\$ 175.00	\$ -	\$ 175.00

Landscape Nova Scotia

2022 BUDGET

	2022 BUDGET Nov-1-2021 - Oct-31-2022	VARIANCE Budget to Prior Year	2021 ACTUAL Nov-1-2020 - Oct-31-2021
EVENT EXPENSES			
Annual General Meeting	\$ -	\$ -	\$ -
Awards of Excellence Gala	\$ -	-\$ 660.00	\$ 660.00
HortEast	\$ 3,400.00	\$ 3,400.00	\$ -
Social Events Expense	\$ -	\$ -	\$ -
EVENT EXPENSES TOTAL	\$ 3,400.00	\$ 2,740.00	\$ 660.00
ORGANIZATION EXPENSES			
Educational Sessions		\$ -	
Directors Meetings	\$ 250.00	\$ 250.00	
TOTAL ORGANIZATION EXPENSES	\$ 250.00	\$ 250.00	\$ -
MANAGEMENT EXPENSES			
Salary & Wages	\$ 61,600.00	\$ 1,800.00	\$ 59,800.00
CPP Expense	\$ 3,050.00	-\$ 0.94	\$ 3,050.94
EI Expense	\$ 1,350.00	\$ 27.12	\$ 1,322.88
TOTAL MANAGEMENT EXPENSES	\$ 66,000.00	\$ 1,826.18	\$ 64,173.82
ADMINISTRATIVE EXPENSES			
General Website & Communications	\$ 500.00	\$ 300.00	\$ 200.00
Telephone / Internet	\$ 1,950.00	\$ -	\$ 1,950.00
Office Administrator/Acctg/Profess	\$ 2,400.00	\$ -	\$ 2,400.00
Postage/Courier Expense	\$ 300.00	\$ 14.95	\$ 285.05
Professional Development	\$ 500.00	-\$ 24.50	\$ 524.50
Office Equipment & Software	\$ 150.00	\$ 61.45	\$ 88.55
Insurance	\$ 1,500.00	-\$ 3.00	\$ 1,503.00
Bank Fees	\$ 200.00	\$ 13.79	\$ 186.21
Credit Card Expense	\$ 2,400.00	-\$ 62.52	\$ 2,462.52
Bad Debts	\$ -	-\$ 144.62	\$ 144.62
ED LNS Travel	\$ -	\$ -	\$ -
Miscellaneous	\$ -	-\$ 225.65	\$ 225.65
TOTAL ADMINISTRATIVE EXPENSES	\$ 9,900.00	-\$ 70.10	\$ 9,970.10
OTHER EXPENSES			
CNLA Membership Dues	\$ 28,600.00	-\$ 108.84	\$ 28,708.84
Scholarships	\$ 1,250.00	\$ -	\$ 1,250.00
Skills N.S. Sponsor	\$ -	\$ -	\$ -
CNLA Awards Submission	\$ 300.00	\$ -	\$ 300.00
TOTAL OTHER EXPENSES	\$ 30,150.00	-\$ 108.84	\$ 30,258.84
TOTAL EXPENSE	\$ 109,875.00	\$ 4,637.24	\$ 105,237.76
NET INCOME	\$ 5,125.00	-\$ 1,716.50	\$ 6,841.50

CNLA Report to Landscape Nova Scotia – 2022 AGM

This past year we have focused on solidifying the relationships with our partners

- The Green Cities Foundation is operating well – executing projects across Canada and partnering with our provincial associations and organizations that want to make a difference in their communities
- Communities in Bloom is becoming more relevant following a revision of their judging grid this year. This now reflects more climate change initiatives and incorporates the Canadian Landscape Standards into the evaluation process for communities. A new tagline “Growing Great Places Together” along with a refreshed logo was launched this Fall.
- CNLA has partnered with the Canadian Garden Council to launch the Year of the Garden 2022 campaign, inviting Canadians to plant red and express their garden pride next year, along with a number of other exciting garden related programs. Our members are encouraged to take part in the campaign and celebrate Year of the Garden with us, along with CNLA’s 100 Year anniversary which also takes place in 2022.
- CNLA is very well represented within the Canadian Ornamental Horticulture Alliance (COHA) and now CNLA’s Past President, Phil Paxton, has taken on the role of COHA President

Recent Government Relations work has led us to opportunities nationally. CNLA has made great strides with the 2-Billion Tree promise and Year of the Garden while building relationships with Urban Forestry, CSLA (Canadian Society of Landscape Architects), CLS (Canadian Landscape Standard), FIRPAC (Federal Industry Real Property Advisory Council), Natural Resources Canada (NRCan) and more. The Government Relations team has also made connections in new departments such as Immigration, Refugees and Citizenship Canada (IRCC) and the department for the Temporary Foreign Worker Program (TFWP) – Government Relations has been a huge part of our work this past year.

We are making progress through our Climate Adaptation Committee on our Clean Air Calculator, working with Environmental Systems Research Institute (ESRI) to deliver a valuable tool for our members and the public. The tool will soon be available on the Green Cities Foundation website.

New member programs have been launched:

- Equinox self watering planters
- Merchant 1 Payments processing options

- TELUS Business mobility plans
- Parkland fuel savings
- EasyLocates
- Reactive Designs social media management

The transition to an online testing model for CNLA's Landscape Horticulture Certification Program has proven to be valuable during COVID, and we have seen an increase in registrations this past year. More information can be found at <https://cnlagetcertified.ca/>

The CNLA Board passed a motion in August that net insurance revenue from both our Life & Health and General insurance programs will be shared 20% with the provinces – we encourage all members to get quotes on these programs which support your associations and provide special coverages for our members.

Respectfully submitted,

Robin Godfrey
CNLA Representative

Landscape Nova Scotia Specifications Committee Report to the Annual General Meeting, January 20, 2022

Respectfully Submitted by: Clinton Pinks, CSLA (Clinton.pinks@novascotia.ca)

Date January 16, 2022.

Committee Members: Clinton Pinks, a landscape architect, represents Landscape Nova Scotia on the Joint Committee for Contract Documents (JCCD). The JCCD publishes the *Standard Specification for Municipal Services*, a construction standard containing over 25 separate standard specifications for municipal services, used by municipalities and the general municipal construction industry throughout Nova Scotia. Prior to Clinton taking the realm in 2020, Stan Kochanoff (Environova) sat on the committee for many years.

Joint Committee for Contract Documents (JCCD): In addition to LNS, the JCCD is comprised of representatives from the Association of Consulting Engineers of Nova Scotia, the Nova Scotia Road Builders Association, and the construction industry. The Committee typically meets 4 to 6 times a year to respond to problems voiced within the municipal servicing industry through the annual review, revision and reprinting of different sections of the standard specifications. These revised sections of the standard are then distributed to its membership for an annual fee. The full standard, now in its 36th year, is reprinted every four years and was last printed in full in 2021.

Presently the JCCD is comprised of a group of Nova Scotia consultants, including contractors, owner representatives and regulatory agencies from the Halifax Regional Municipality, the Municipality of East Hants, the Municipality of the County of Kings, Halifax Water, the Provincial Departments of Public Works, Municipal Affairs, Environment, and Natural Resources and Renewables, CBCL Limited, SNC-Lavalin, DesignPoint Engineering and Surveying Limited, Dexter Construction Limited, Basin Contracting, Brycon Construction Limited, Wood and Landscape Nova Scotia.

Committee Work to Date: In 2021, the JCCD, and its sub-committees, consulted and met virtually on numerous occasions reviewing, revising and ultimately reprinting the entire standard. Clinton, was instrumental in reviewing several of the landscape-related standard sections, including:

32 90 00 - PLANTING OF TREES, SHRUBS AND GROUNDCOVER

32 91 10 - PROTECTION OF EXISTING TREES

32 91 19 - TOPSOILING AND FINISH GRADING

32 92 00 - SEEDING AND SODDING

32 98 00 – REINSTATEMENT

The most significant changes to these specifications were in the sections relating to the planting of trees shrubs and groundcovers and seeding and sodding, where changes were made to the Establishment Period, Acceptance and Warranty Period.

Other landscape-related standards that had revisions in 2021 included:

32 14 13 - INTERLOCING CONCRET PAVERS

32 31 00 - CHAINLINK FENCES AND GATES

32 32 19 - SEGMENTAL RETAINING WALLS

The JCCD will continue to meet on a regular basis in an endeavour of keep the standard current with the construction industry. All LNS members involved with landscape construction in municipal projects should, at a minimum, be familiar with these specifications.

Should any member of LNS have a query, concern, advice, or recommendation, related to how the Standard Specification for Municipal Services might be improved, please do not hesitate to contact Clinton Pinks at the contact provided below.

Clinton Pinks, CSLA, Landscape Architect, Senior Planner
Division of Parks and Outreach
Nova Scotia Department of Natural Resource and Renewables
(902)-893-0746 clinton.pinks@novascotia.ca





Canadian Nursery Landscape Association

Association Canadienne des Pépiniéristes et des Paysagistes

Government Relations Board Meeting Report, Summer 2021

Government Relations Committee - 2021

GR Chair –Christene LeVatte

Vice-Chair – Vacant

Phil Paxton – Past President	Anthony O’Neil – President/HVCRT
Bill Hardy – Communications Chair	Anita Heuver – Growers Chair
Alan White – Climate Change	Jeff Foley – HR Chair
Ryan Kindret – LCC Rep	Sean Dolter - NL GR-Rep
Robin Godfrey – GCC Chair	Sean Dolter - NFLD

CNLA Staff: Leslie Sison – Government Relations Manager

The primary role of the GR Committee is to engage with all levels of government, their ministries, and departments, to represent the CNLA and its collective interests.

The GR Committee approach is to be both proactive and reactive in identifying issues and opportunities and can be summarized in three points:

1. Build and maintain strategic relationships with both the politician’s and the bureaucracy, providing continuity and consistency of representation, engagement, and communications.
2. Managing sector specific issues and initiatives - influencing policy and process. Positioning and advancing sector interests.
3. Collaborating with allied associations and groups on common issues and opportunities.

Our industry contribution and message have become relevant to many varied Ministries and Government Departments. The Government Relations Committee is focused on making connections to be included in as many discussions as possible, to be relevant in change and to be considered a stakeholder in conversations and decisions at various government levels. The GR Committee continues a concentrated effort in engaging government and CNLA has become a respected voice within many departments.

MOTION: The Government Relations Committee will make a motion to update the Committee Terms of Reference (TOR) be accepted by the CNLA board.
The proposed TOR is attached as an addendum. (Addendum #1)

Two Billion Trees Proposal

The Proposal is available to view at <https://drive.google.com/file/d/1ZctOSOU1N-TXARi89JV8JUJ58L2Xzi8V/view?usp=sharing>

We continue to apply to the 2Billion Trees program and have submitted 2 of the 3 potential applications – the Expression of Interest and Request for Information – Future Participants.

1. Expression of Interest which was submitted on March 24, 2021.
2. Request for Information – Future Participants was submitted on May 27, 2021.

*“Our Program Proposal is a market-driven, partner collaboration, and project management model to bring 2BTrees to the population- in their communities across the country. A program created, facilitated, and administered through the landscape horticulture sector value chain. A program that **invests and impacts** at a local level – at a relevant, equitable and inclusive level – building local capacity.”*

We continue to advocate for nature-based climate change solutions.

*“For us (CNLA), the Climate Change conversation NEEDS to be much broader than it currently is - the Liberal promise of Two Billion Trees is a prime example. Two billion trees in the forest - a good start - but we NEED be discussing Climate Change in the context of its more complex effects and its diverse solutions as being an **opportunity** for the government. We NEED be discussing climate change solutions in the context of bringing the co-benefits to people within our cities and municipalities where 82% of the Canadian population live. And, to truly capitalize on these opportunities, we need to be a better understand nature-based climate solutions, the systemic policy gaps, and barriers, and how we can do this better.”*

We asked NRCan to consider our unique value proposition as:

1. An applicant who has capacity of the applicant to deliver the product within the timeframe of the project.
2. An applicant that can provide all the various levels of expertise required, through the 'chain of custody' of a diverse tree inventory.
3. A program that will provide the co-benefits to the urban/suburban population, where most impactful and effective.
4. A program that will mobilize and engage the population via an inclusive and equitable, 'on the ground' campaign.
5. A program that harnesses the power of the consumer at Point of sale to participate in delivering on behalf of

Volunteers and staff have put more than 250 hours into the preparation of these two proposals A response to a July 14th e-mail sent to Beth MacNeil and received July 15th from Monique Frison, Director General Trade, Economics, and Industry Branch/ Canadian Forest Service Natural Resources Canada informed us that the information collected from over 200 RFI submissions was currently being analysed and next steps would be to invite selected RFI applicants to submit an RFP in the fall.

Follow the 2BT program <https://www.canada.ca/en/campaign/2-billion-trees.html>

2022 Year of the Garden

The CNLA has supported the Canadian Garden Council in seeking to have 2022 declared The Year of the Garden. CNLA has set up several meetings with government officials, including the office of Erin O’Toole and a meeting with the Honourable Marie-Claude

Bibeau, Minister of Agriculture and Agri-Food Canada. While there appears to be support, no official declaration has been made. A statement regarding the intent was read in Parliament and can be viewed here (Time stamped after 14:10)

<https://parlvu.parl.gc.ca/Harmony/en/PowerBrowser/PowerBrowserV2/20210621/1/35800>

FIRPAC – Federal Industry Real Property Advisory Council

Council met June 30, 2021.

Highlights:

1. 4th virtual meeting – F2F October 2021 to be determined.
2. buildingSMART Canada is committed to supporting the digitalization of Canada's built asset industry by developing and helping promote the adoption of open, international standards and solutions. buildingSMART Canada is the community for visionaries working to transform the design, construction, operation, and maintenance of Canada's built environment. As a Canadian federally incorporated Not-for-Profit Corporation, the Canadian chapter of buildingSMART International provides the appropriate body and home for Canadian BIM. It exists to support the implementation of BIM in a way and at a pace that enables industry to successfully achieve its objectives and deliver value to Canadians.
3. Tabled due to time constraints – Vendor Performance Management (VPM)
4. Tabled due to time constraints – Balancing heritage Conservation and Sustainability for Heritage Buildings
5. BIM (Business Information Modelling) – working group will be standing down for the moment as there are several parallel initiatives happening. The Market capacity assessment may be facilitated with buildingSMART Canada joining FIRPAC. Canadian Standards Association (CSA), Dept National Defense (DND) and Public Services Procurement Canada (PSPC) continue to look at BIM potential in Canada.
6. Chair is gathering topics/agenda items for October meeting. Our item is still on the list – *Gaps, barriers, and opportunities in landscape performance related requirements on the 2 billion Trees Initiative.*

Developing a Pan-Canadian Strategy on Urban Forests

Draft document released July 5, 2021.

Document is attached – we ask that the Board read the document and provide GR with feedback.

Summary of Recommendations:

Recommendation 1: Building on ongoing efforts, think tank members are calling on the Canadian Forest Service to lead the development of a pan-Canadian strategy for urban forests to increase integration across organizations and professions. Such a strategy should be grounded in equitable development principles with early-targeted actions aimed at reducing disparities in communities, small towns, and cities.

Recommendation 2: Encourage the development and adoption of fiscal frameworks that include standard methodologies for the valuation of social, economic, and ecological benefits of urban forests and green infrastructures to allow green infrastructure to be considered as a financial asset.

Recommendation 3: A pan-Canadian strategy should support municipal landscape development strategies that strive to complement green and grey infrastructures for sustainable service delivery that is ecologically grounded (i.e., optimizing biodiversity, watershed health, and conservation of wildlife and sensitive ecosystems).

Recommendation 4: Foster the development of regional and national networks to expand awareness of the benefits of urban trees and forests, including developing local urban forest expertise and facilitating long-term planning.

Recommendation 5: A pan-Canadian strategy on urban forest should support the development of digital architecture to facilitate knowledge transfer, data storage, & information retention. This may include the development of a “compendium/templates/resources” at the federal level of resources related to the implementation of a pan-Canadian Strategy on urban forests.

Recommendation 6: Facilitate the establishment of the first national view in real time of urban forestry in Canada by enabling access to standardize urban forestry data across Canada and inform targeted actions and responses.

Recommendation 7: Explore appointing a “National Urban Forester”, “National advocate for green infrastructure”, independent from governments but responsible for providing advice to federal, provincial, territorial, and municipal governments.

European Landscape Contractors Association (ELCA)

See attached Report (Addendum #2)

Horticulture Value Chain Round Table (HVCRT)

Through AAFC the HVCRT has been focusing on Covid related issues for the past Year and a Half

It has been a great service for all of the horticultural industry to report on their needs regarding covid. The focus has been mostly on food services both domestic and international.

The work around the SAWP and the TFWP has been helpful to all in understanding the ever-changing requirements.

Calls have now been scheduled for once a month which is an indication that Sector Table meetings will return in the near future.

In mid-June an Agricultural Clean Technology program was announced directed at helping farmers develop and adapt clean Technologies.

Please inform all members of the opportunity to participate.

<https://www.canada.ca/en/agriculture-agri-food/news/2021/06/minister-bibeau-announces-program-open-to-applicants-to-help-farmers-and-agri-businesses-develop-and-adopt-clean-technologies0.html>

Innovation, Science and Economic Development Canada has developed a newsletter for businesses to obtain direct info on Covid updates

http://www.ic.gc.ca/eic/site/icgc.nsf/eng/h_07670.html

Consultations on the next Agricultural policy Framework began in June 2021 and will continue through the spring of 2022. We have representation on the working group through COHA at the CFA. For updates on the consultations and opportunities to contribute to the discussion visit.

<https://www.agr.gc.ca/eng/about-our-department/transparency-agriculture-and-agri-food-canada/public-opinion-research-and-consultations/share-ideas-next-agricultural-policy-framework/?id=1622460995603>

Please keep in mind that there will be opportunities to participate in various working groups once the sector meetings return.

The groups are

- Labour
- Crop Protection
- Public Trust
- Sustainability & Climate Change
- Research & Innovation

Submitted by Anthony O'Neill

Succession and Vice-Chair Appointed

Recommendation and Committee Voted

- Phil Paxton has been acclaimed for the role of Vice-Chair, Government Relations Committee.

Respectfully Submitted,
Christene LeVatte, Chair Government Relations
July 2021 - Virtual

Addendum 1 – GR Terms of Reference

Government Relations Committee – Terms of Reference (DRAFT)

Date: August 2021

Renewal Date: Summer 2023

GENERAL PURPOSE:

As established in the Canadian Nursery Landscape Association (CNLA) By-laws, the Government Relations Committee is a standing committee reporting to the Board of Directors via its Chairperson(s). The Committee assists the Board with political advocacy, influencing policy and process and with representing the sector on industry issues by:

- Building and maintaining relationships with relevant government levels, ministries and departments; ensuring informed and consistent representation.
- Management and oversight of
- Coordinating and facilitating the government relations needs with (Provincial Representatives and Commodity Chairs)
- Working together with the Canadian Ornamental Horticulture Alliance (COHA) on joint government relations efforts.
- Collaborating with like-minded organizations to advance our common sector objectives

SCOPE

1. Communicate and collaborate with the CNLA Board of Directors to foster productive, capacity building government advocacy and relationships at a federal, provincial and municipal government level.
2. To revisit existing programs and explore new programs to manage Government Relations. To seek out, apply and/or manage the government programs which support the work of government relations.
3. Prepare an annual workplan and budget.
4. Maintain the CNLA House book which will contain current CNLA positions on key issues.
5. Develop communication instruments as may be necessary to better promote the environmental, economic and lifestyle benefits of the horticulture industry to governments, like-minded organizations, and the public.
6. Develop and maintain a current database of Members of Parliament and their relevant bureaucratic staff.
7. Prepare committee documents and reports for distribution in advance of the Committee and Board of Director meetings.

8. Review the Terms of Reference bi-annually, including any revisions or recommendations, for Board review and ratification.

APPOINTMENTS AND COMPOSITION

The Board shall appoint, by motion, a committee Chair if there is no current sitting Vice-Chair.

The Vice-Chair is voted into the role by the majority vote of the committee. It is understood the person holding the title of Vice-Chair can be voted into the role of Chair as part of succession, at which point a new Vice-Chair will be elected.

The Committee will be populated by the President and Chairs of the following Committees - Landscape Canada, Growers Canada, Garden Centres Canada, Human Resources, Communications and Climate Change.

DURATION OF APPOINTMENT

The term of appointment of all committee members shall be a Minimum of two years.

COMMITTEE RESPONSIBLE FOR PREPARING TERMS OF REFERENCE AND RENEWAL

Government Relations Committee with the approval from the Executive at the annual Board Meetings.

RESOURCES

The committee will require an annual operating budget for travel, meeting expenses, COHA membership, government relations consultant fees (project based) and other expenses as required.

Staff support will be provided to the Committee by the Government Relations Manager.

Addendum 2 – ELCA and Landscape Standard Report

Canadian Landscape Standard CSLA CNLA Joint Committee

Committee is currently focusing on issuing the RFP for Review and Development of a National Growing Medium Standard for Section 5. This is expected to be let before mid-July. This \$70,000 jointly funded project is cost shared equally by the CNLA and CSLA. Potential innovations to these national soils standard and best practices include:

1. Overview of importance and impact of growing medium to plant health and sustained landscape performance - as a nature-based climate change solution
2. Using a GIS system such as ESRI to upload soil test results – potential for interactive map or national database.
3. Addition of a specific urban soils' guideline for structured soils and biochar.
4. Addressing stockpiled soils / excess soils
<https://www.ontario.ca/page/management-excess-soil-guide-best-management-practices> - revising NMS Division 31 'site development' relevant specifications for CLS as a reference document – requires language alignment.
5. Standardization of soil testing and reporting protocols for national database

ELCA – European Landscape Contractors Association

ELCA Presidium held May 27, 2021.

Background Refresher:

ELCA represents the majority of the 27 EU Countries as the Committee of Firms (CoF) Associated (non-EU Countries) members include.

- Canada
- Japan
- UK

ELCA Mission

ELCA is the European Landscape Contractors Association. To promote cooperation as well as the exchange of information and experience in Europe the European Landscape Contractors Association (ELCA) was founded in 1963.

Increasing the awareness of ELCA and the wider landscape industry across the EU and the rest of the world. Political communication towards decision makers: Maintaining and extending the contacts to relevant members of the European Parliament and to their offices, to civil servants of the European Commission and to representatives of other associations with similar interests. Permanent further development of the network in Brussels.

ELCA main services to members

1. *Lobbying*
2. *Promotion of members and their local initiatives*
3. *Exchange – 5 levels*
 - i. *On the level of the employees: facilitate the exchange of experience and good practice.*
 - ii. *On the level of the company owners: the exchange of knowledge and know-how is within exchange clubs.*

- iii. *On the level of the ELCA member associations: the exchange of best practices of the association's work. Meeting with member associations on an annual basis to improve contact, in their country or meetings.*
- iv. *On the level of other European associations such as the EFGB (for the roofs), the IOB (for the swimming pools), the EILO (for the indoor greening): inter organization contact and co-operation i.e., Arboriculture, Designers and Urban planners with the long-term objective to build a confederation.*
- v. *On the level of other European associations, of environment, medical science, or consumers which and other influential links for the landscaping companies.*

ELCA Executive

- **President Henrik Bos**
ELCA and supporting advice for lobby and exchange
Finland - henrik.bos@vrj.fi
ceo@elca.info – exchange@elca.info
- **Vice-President Treasurer Lutze von Wurmb**
Treasurer and supporting advice for the financial structure
Germany - vonwurmb@osbahr.de
- **Vice-President Catherine Muller**
Supporting advice for visibility, communication, and marketing
France - c.muller@tm-paysage.fr
- **Vice-President Rien van der Spek**
Supporting advice for living green and technical support
Netherlands – Elected to position May 27, 2021, replacing Neil Huck.
- **Chairman Committee of Firms Vice-President Yasin Otuzoglu**
Committee of Firms members and activities
Turkey - yasinotuzoglu@karaoglu.com.tr
cof@elca.info

Neil Huck, long-time serving ELCA Board member and Vice President has resigned his position. (As a result of the UK leaving the EU) There was an emotional exchange as his ELCA friends and colleagues collectively thanked Neil for his dedication to ELCA and the advancement of the landscape horticulture industry in Europe.

Links of interest to follow.

Climate Change - SoGreen – Alan White

www.onthegreenmove.com

Skills Training and Labour – Jeff Foley

[European Green Mastery – skillstools.eu](http://EuropeanGreenMastery-skillstools.eu)

European Platform Urban Greening - Board

This project aims to increase the knowledge and skills required to address climate adaptation, biodiversity, and well-being in the urban, green living environment, and to broaden the expertise among professionals in Europe.

www.platformurbangreening.eu

Committee of Firms – of specific interest as Country Focus

Netherlands – Membership

- Membership recruitment
- Positioning their membership is the ‘hot green market.’
- Account management

France – Government and advocacy

- Climate and Resilience Bill – drafting law.
https://www.ecologie.gouv.fr/sites/default/files/2021.02_FrenchClimateLaw_PresKit.pdf
- Green Infrastructure (Green Roof focus) law in place – August 8 2016
- Lobbying to lowering VAT on ‘green’ product and services

Sweden – Skills and Education

- World Skills 2022 – Shanghai, China [WorldSkills Shanghai 2022](#)

Switzerland – Government and Project Management Software

- Pesticide ban of all synthetic product – agriculture producers. [Switzerland rejects synthetic pesticide ban | Agri-Pulse Communications, Inc.](#)
- Working with Government on drafting law
- Landscape architecture/Design moving to Building Information Modelling (BIM)

<https://www.autodesk.com/solutions/bim>

Germany – Climate Change – EU Green Deal

- Advocacy - Influencing government – living green (green infrastructure) [The European Green Deal: What to know and what comes next | World Economic Forum \(weforum.org\)](#)

Greece – Member information

- Using YouTube videos to engage membership during COVID

Luxembourg – production and advocacy

- Water in horticulture production
- Think Green First campaign – stamp initiative [EUROPA 2016- Ecology in Europe -‘Think Green’ – Aland Islands – Stamp Digest](#)

Norway – government and climate change

- Business reporting burdens
- Developing a climate change calculator -

Turkey – climate change

- Currently 85 urban parks – plan to increase to 200 over next 3 years.
[MEGARON-46036-ARTICLE-ASIMGI&775;L.pdf \(journalagent.com\)](#)

Respectfully submitted,
Christene LeVatte

Addendum 3 –Developing a Pan Canadian Strategy on Urban Forests (DRAFT)

The document can be found at:

<https://drive.google.com/file/d/12S3yZlfCSaY9qrvpMHMYD-5d5FwW3OJX/view?usp=sharing>

Please reach out to Leslie Sison if you have trouble accessing the document. leslie@cnla-acpp.ca

Addendum 4 - Chart of Engagement Tracking

<https://docs.google.com/spreadsheets/d/1lfPo-kYSjo4bxsD075u75uTbEx-Bkb0FPyQLfwqFV8A/edit?usp=sharing>

Please reach out to Leslie Sison if you have trouble accessing the document. leslie@cnla-acpp.ca

2021 Education Report

LNS AGM

January 20th, 2021

Presented by Past President, Lauren Fry, CLM

Plans for in person education were put on hold again this year. As soon as we are able to we are looking at several previously identified and requested opportunities for our members including:

- ICIP or PICP Training
- Pesticide Application Certifications
- Another Red Seal Prep Course & Trade Qualifier
- Landscape Design

There have also been many requests for more hands-on garden maintenance and hardscape workshops. We hope to develop this using OJT and offer a series of gardening workshops that will coordinate with seasonal maintenance practices. We are also exploring opportunities for online learning of these subjects and are continuously advising our members of online opportunities that are available through our supplier and industry partners.

Please keep checking your monthly newsletters to learn more about what is being offered.

Skills & Apprenticeship Report

Provincial and National Skills Landscape Garden Competitions were Cancelled in 2021 - Nationals are planning to resume in Vancouver in May. At this time there are no plans for NS to have a team compete.

Apprenticeship

We continue to discuss opportunities and options for our apprentices as we move through the transition to Valid-8 certification. As we work with the Agency to provide a more clear pathway to the Red Seal it is imperative that if you or anyone in your company is interested in becoming an Apprentice that you register with the agency.

There will be another opportunity for a Trade Qualifier coming up this spring and a prep course will be offered in the coming months. Contact Jan for more information