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Notes from CLA President Dan McCarthy

January 2022



Dear Members,

It is my honor to serve you as the 2022 President of CLA. I have been in the green Industry for over thirty years. I am a Board Certified Master Arborist and the Johnstown Branch Manager for Ahlum and Arbor Tree Preservation.

Let us celebrate that 2022 is finally here. I am glad 2021 is gone. Good riddance! 2021 was an odd year in an odd year. I had enough of all the new variants of Covid-19. These omicron variant symptoms, appear to not be as bad as the delta variant. We need to start to get back to normal as possible. I know it may never be normal for some of us.

January is the time of year where we reflect on how we did this past year and decide on how we are going to improve this year. Everybody is sending out renewals and ordering the inventory needed to accomplish what we already have on the books. Budget is the buzz word of the day.

How many are you tired of the zoom meetings? I find my self in a zoom meeting watching the squares on the screen and thinking back to the days of watching the Brady Bunch introduction. (Google Brady Bunch show, if you have no ideas what I am talking about.) I need to be in person to be more active participant. I was the youngest of three boys, so I always associate with Bobby Brady. Which of the Brady's did you mostly associate with? Did anyone associate themselves with Alice?

The Home and Garden Show will be taking place February 19th - February 26th. Stop out and see the beautiful gardens and get a taste of an early spring.

Don't forget to register now for the CLA Member Meeting, which will take place on Tuesday February 22, 2022, from 2-4 pm at the Celeste Center. We will have a short meeting and then enjoy strolling through the the beautiful gardens at the Home and Garden Show. I am looking forward to this.

Let us know if there is a particular place you would be interested in visiting this year, or possible if your company would like to host a member meeting.

Please feel free to contact me at dmccarthy@ahlumarbor.com I look forward to hearing from everyone.

Let's be safe out there,

Dan McCarthy
President of CLA

Notes from Retiring CLA President – Mike Moulton

January 2022

Hello to all,

This is the last time you will have to read any comments from me in the newsletter.

It almost doesn't seem like two years as President of this great group of members.

We have all needed to alter our what we knew as normal routine.

Now it seems that we all have a new normal routine.

Covid 19 has caused many folks to lose their lively hood, health and in some cases their lives.

As we all navigate this brave new world and how it now operates.

We should all strive to be very positive in our thoughts and actions.

There is an abundant amount, of negative responses to everything we say. See and do.

I don't even see true and fair news reporting anymore. It seems like many news groups only show things in a manor to help their bottom line and viewership rating numbers.

Now aren't you glad this is the last rant that you will see from me!

I wish you all a safe and prosperous 2022 year and hopefully many of you will be able to attend our next live in person meeting of the Columbus Landscape Association

The Ohio State fairgrounds, Celeste center Tuesday Feb, 22. 2022 2pm

Sincerely,

Mike Moulton

President



Coming Soon...

+ Member Directory

- Will be published ONLINE in the Spring of 2022
- Is your membership information current?
 - Please take the time to update any of your information for the Find a Pro tab and general information

NEW Categories being added to the Member Directory

+ Does your business provide the following:

- **Snow Removal**
- **Mowing for Private Home Customers**

Please send an email to our website state if you provide one or both of these services so this information can be added to your Find a Pro Profile on the CLA website.

Annual Membership Statements

Have been emailed and will be sent via post mail

Your membership to the Columbus Landscape Association is important.

We are striving to bring you important information that will help you with your business.

We have some new programs in the planning for 2022 and beyond. Keep a look out for your CLA Membership Statement. **Don't forget you can add employees as Associate Members for just \$25.00 each.**

Please pay your annual dues and continue to be a member of the CLA. Suppliers are also encouraged to join the CLA. Beginning in 2022, Memberships paid on the website will renew automatically annually.

It is never too late to renew your membership and add associates.

Member Meeting Announcement !!!!!!!

Mark Your Calendars

February CLA Member Meeting

Tuesday, February 22nd, 2022—2-4pm.

Location: Home and Garden Show Location

Expo Center—Celeste Center

During this meeting CLA Members will have the opportunity to explore the eight beautiful and creative gardens. Access will only be for the gardens. CLA member meeting attendees **WILL NOT** have access to any other part of the Home and Garden Show.

Registration is now open... Use this link to register...

<https://cla7.wildapricot.org/event-4629888>

Got Ideas?

Member Meetings Ideas for 2022

- ✦ Got idea or suggestion for future CLA Member Meetings?
- ✦ Know of any great speakers you would like to hear address the members?
- ✦ Have you found a location that members just have to see?
- ✦ Ideas for topics that will qualify for CEU's?

Please share them. Send your ideas / suggestions to:

Info@columbuslandscape.org

Annual Events in January and February



It's Girl Scout Cookie Time.

The 2022 Girl Scout Cookie Program dates! Go Day is January 19 and the sale ends on February 27. Cookies are sold by local troops to support enrichment activities. Sales are everywhere.

Ground Hog Day is Wednesday, February 2, 2022.

Tune in online at <https://www.groundhog.org/>. beginning at 6am to see the annual prediction from Punxsutawney Phill. Phill will be making his appearance at 7:25.

Will winter continue or will spring make an early appearance?

Valentine's Day is Monday, February 14th. Show your love and appreciation to those who you find special in your life. Order early!!!!

Potential Customers have been checking out our website and leaving voicemails asking for help!

Company searches are at an all time high this year!

**Is your contact information correct?
Are all the services you offer clients listed ?**

Log into your profile page and check it out.

This is the site where the Find a Pro tab directs potential customers.

If you cannot log on or forgot your password leave a message with the info@columbuslandscape.org email address. We will get back to you with a solution to log it. The information below is what the website asks you to fill in.

If you would rather print the profile page, fill it in, you can scan it and send it to the email address about. Or you can print it fill it out and mail it to:

The Columbus Landscape Association PO Box 963 Columbus, Ohio 43216.

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Seasons of 2022

Astronomical Start

Meteorological Start

SPRING

Sunday, March 20, 11:33
A.M. EDT

Tuesday, March 1

SUMMER

Tuesday, June 21, 5:14
A.M. EDT

Wednesday, June 1

FALL

Thursday, September
22, 9:04 P.M. EDT

Thursday, September 1

WINTER

Wednesday, December
21, 4:48 P.M. EST

Thursday, December 1



A SNOWPLOW DRIVER'S CHECKLIST

WRITTEN BY: LEAH JOHNSON

Looking for some plowing best practices?

A white Christmas may look nice, but it can make holiday travel stressful, hectic, and downright dangerous. If you put a plow on your truck to make this time of year easier for your friends and family, or if you own a fleet of trucks and clear out parking lots, proper prep and maintenance is key to a successful season. There are a few boxes to check to get both your truck and plow ready for the hard work of shoving snow out of the way, but for the well-being of yourself and your equipment, it's best to get it done.

For your truck:

Check Your Truck First

Even if you keep up with your regularly scheduled maintenance, it's a good idea to give your truck a once-over before plowing season. Keep in mind that failure to make sure your truck is in good working condition could get you stranded on the side of the road and paying for a tow truck.

1. Check the snowplow's fluids

From brake fluid to windshield washer fluid and everything in between. Make sure you're topped off and ready to go.

2. Check your snowplow's brakes

Change your brake pads if needed and make sure everything else is in working order.

3. Tires and alignment for your snowplow

Check your tire pressure and have your truck aligned.

4. Windshield Wipers

Make sure they're in good enough shape to give you a clear view.

5. Heater

Keep yourself nice and toasty despite the freezing temps outside. Don't forget to check your defrosting system while you're at it.

6. Snowplow Lights

Brake lights, headlights, turn signals. Make sure you can see others and others can see you.

7. Battery

Check your battery and charging system.



For your snowplow:

Even if you followed all of the proper steps after last season, it's a good idea to go over everything again before you start plowing.

1. Check the bolts

Tighten any bolts or nuts that seem to be loose.

2. Check the hydraulic system

Make sure your fluid is at a good level and check for leaks.

3. Grease

Lubricate any joints and pivot pins.

4. Check parts that may need to be replaced

If your cutting edge is 3.5 inches or lower then you'll need to replace it. Also, make sure your plow shoes are in good shape.

5. Adjust your spring tension

6. Check your plow lights

Other Prep:

1. Mark drives

Use driveway markers to line areas where it might be tricky to tell where you need to plow.

2. Blade Markers

They'll help you know where your blade ends to avoid colliding with curbs, poles, etc.

3. Emergency kits

Be prepared if you're going out in harsh weather. Jumper cables, flashlights, shovels, and spare parts for your plow can help you in a pinch.

4. Motivation

Check your coffee maker to be sure it's in good working condition and you've got plenty of coffee on hand.

Follow these steps and your truck and plow should run smoothly through the winter but be sure to go through your owner's manual and make yourself familiar with your plow and how it operates.



DESIGN-BUILD

How to: Prevent animal damage to landscaping

Lindsey Getz

Jan 3, 2022

During the winter, when food becomes increasingly scarce for animals, they become more likely to wander onto your clients' properties in search of a meal. In areas where there is an abundance of wildlife, this can become incredibly problematic as animals like deer can very swiftly decimate an entire landscape. It's important to take steps to prevent animal damage in order to protect your clients' beloved plants.

It's not just the animals feasting that poses a problem. Various wildlife like deer can also trample plants as they pass through. Deer can also rub their antlers on the trees which strips away the cambium and causes a severe injury.

"The solutions can differ depending upon the region. "In some areas, the wildlife might be so desperate for food that they'd easily rip apart a fence. But if it's an area where there is other food available around the perimeter, a simple trunk wrap could be enough. We have to analyze each situation and devise the best solution."

In areas where fencing is a viable option, it should be at least eight feet tall and sturdy. Animals have been known to jump (or crash through) fences when they are motivated for food. Some shrubs might be wrapped to prevent animal damage (and also protect them from harsh winter weather).



Choosing wildlife-resistant plants

Another way to prevent wildlife damage on your clients' properties is to choose plants that the animals tend to avoid. For example, selecting deer-resistant plants (plants that they *typically* don't like to eat) can help keep the deer away. If a deer is hungry enough, it will overcome its distaste for a plant. But you can still make selections that the deer will be less likely to eat.

Generally speaking, deer might not like a particular plant due to a bitter taste, a strange texture, or a foul smell. Some options that tend to be deer-resistant include the following.

- Elderberry
- Mint
- Fountain Grass
- Spirea
- Juniper
- Peonies
- Salvia
- Zinnia

Echinacea

While not completely deer-proof, these choices are at least less likely to be consumed. Being smart about plant location is also important.

"Perimeter areas of a landscape, which border the natural habitat, are the most prone to deer problems," adds Barnes.

Being a problem-solver for your clients

At the end of the day, your help in preventing animal damage to your clients' landscapes will help to position you as a problem solver, which is a valuable role. Your clients look to you as an expert and you can help set them up for success by implementing animal damage solutions whenever possible.



Brought to you by the



Landscape and Industry Trends for 2022

[December 20, 2021](#)



Whether we're ready for it or not, 2022 is here. Focus on the landscape shot up at the start of the pandemic and that appreciation for the outdoors isn't going anywhere.

Below are some of the industry and design trends that landscape professionals are expecting to see going strong next year.

Industry Trends

While COVID-19 has driven the demand for lawn care and landscape services, it has also thrown a wrench in the supply chain when it comes to meeting customer desires.

The availability of products like drainage pipes to hardscaping pavers has all been affected.

"You can't find it," says Miles Kuperus, Jr., LIC, owner of [Farmside Landscape & Design](#) in Sussex, New Jersey. "Designing for drainage is becoming a basic element of installing your landscape. That's becoming an issue because the resin is the problem behind that."



Photo: Ground Works Land Design

Justin Gamester, president of [Piscataqua Landscaping & Tree Service](#) based in Eliot, Maine, says landscapers need to be paying attention to all of their needed products as one week one type of paver might be out of production and then the next week it's another paver product.

"You have to be paying attention to all of it," Gamester says. "Because unfortunately, you can't really figure out what's going to be next."

Gamester says they have shortened the defined timeframe that a proposal is valid for because he cannot guarantee the price of things for an extended period anymore.

Tony Nasrallah, president and founder of [Ground Works Land Design](#) based in Cleveland, Ohio, says their project timelines have been impacted by these material shortages. What once used to take 2 weeks to complete now can take 5 weeks just because they're waiting on raw material.

Even when products are available, their prices are soaring. Josh Flynn, CEO of [Seabreeze Property Services](#), based in Portland, Maine, says fertilizer prices are going up by 25 to 30 percent. He expects their mulch prices to go up 5 to 10 percent and hard goods are going up 5 to 10 percent every few months.

"Costs are going to keep going up, maybe not as drastically but progressively over time next year and supplies are still going to be limited," Flynn says.

Pay for labor is also expected to increase as companies struggle to attract and retain employees.

"I think the industry as a whole is going to face the same thing next year that they're facing right now, which is increased demand, labor shortage, material and supply chain issues, all those things are going to happen into 2022," Gamester says. "When does that go away? The

Plant Material and Colors

Gamester, Nasrallah and Flynn all expect to deal with plant material shortages next year.

"I was able to secure my plant material pretty good," Kuperus says. "They did warn me that they went into the following season's product line in order to satisfy orders."

"When you're thinking about jobs overall, you should probably think about what your tried and true plants are because they seem to be available," Gamester says. "But when you get into some of the larger stuff or a little more specialty type stuff, you've really got to be careful of what you're promising people."

Screening plants like arborvitae and other large evergreens are some of the plants to expect to be in short supply next year.

"I go all the way back to 2008 when the economy was slightly tweaked, and growers didn't grow as much," Gamester says. "I think a combination of that, with the demand and some of the significant weather challenges these folks have had in the growing industry, they just can't get ahead."



Flynn says they've had issues sourcing anything bigger than a 2-inch caliper tree and particularly ornamental fruit trees.

"I think every nursery person that I've talked to, it's they've had some of the best sales years they've ever had," Flynn says. "But I don't think that the nursery stock throughout the country is prepared for that."

Gamester says he's had trouble sourcing fruit trees as well.

"The trends are what's driving the shortage," Gamester says. "It's making it so you can't meet the trends. You have to be creative and make it work with other things because the trend sometimes drives the shortage."

Continued on next page.

Nasrallah expects the grass seed shortage to affect landscape professionals in 2022 and even if they can get the seed it will be three to five times higher in price.

"In our specific market, we're seeing more requests for turf installations," Nasrallah says. "With the variety of color and texture options, plus incredibly low maintenance, I think turf will continue to trend into 2022."

As for predicted popular plants, Flynn believes native plants will thrive as they continue to receive more attention. Kuperus says hydrangeas and spireas will be big sellers as well. He expects blues, purples, yellows and whites to be the popular colors next year, and not a lot of reds and oranges.



Making the Most Out of Outdoor Spaces

The longer people remain home, the more commonplace their desire to spruce up the house and landscape is becoming.

"I think there's a new realization of how people interact," Kuperus says. "They want to be home and minimize their exposure and enjoy the people they have on their property."

Gamester does not expect the demand for landscape construction projects to slow in 2022. He says he's seen an uptick in customers wanting to extend the season through features like holiday decorating, landscape lighting or outdoor firepits. Flynn says fire pits are a common addition to make a patio in November or December in Maine a nice place to be.

"They're looking for on the plant side low-maintenance stuff that gives some color and attraction in the winter is something we've seen some focus on," Flynn says. "But overall, on the hardscape side, people are just trying to build more accessible outdoor areas."



Kuperus sees a continued evolution of more elaborate outdoor living spaces being installed. "They always want more," Kuperus says. "They want something special or unique."

Nasrallah says they've seen their customers allocate additional dollars to specific install features that allow them to enjoy their spaces for longer periods of time.

"Most of the clients we build pavilions for make sure to run overhead electric so that they can install space heaters for the colder months," Nasrallah says. "This year, we also received a few requests for motorized shades/shields that run over the top of pergolas and even on the sides of pavilions and designated outdoor seating areas. The longer through the year a customer can use their outdoor space, the better."

Popular Design Elements

Pools remain in high demand after the pandemic sparked a desire for staycation spaces. Kuperus says he's already sold three elaborate pool projects for next year. Gamester says the pool contractor he works with is still digging pools and has already been booked into next spring and summer.

"Pool builders that we work with are booked into 2023 at this point," Nasrallah says. "Ground Works is fortunate to work with a very affluent demographic, and if anything, the pandemic has excelled large scale installations. Pools are at the top of that list."



Continued on next page

Flynn has noted an increase in installing freestanding seating walls. Customers are preferring these seating walls over other pieces of furniture around a fire feature. He says fire pits have been installed on almost every single job they've done recently.

"Adding sitting walls to these to these patios as a seating element with like a fire pit in the middle is something I feel like has been a pretty easy upsell," Flynn says.



Outdoor kitchens, pavilions, pergolas, outdoor fireplaces and fire pits are all features that are expected to remain popular. Nasrallah says it's all about the outdoor living spaces and they work to create a seamless transition from the inside to the outside.

"Ground Works Land Design specializes in creating dramatic outdoor living spaces, and that means exactly what it sounds like," Nasrallah says. "Think of your favorite room inside your home – we build that for you, only outside. Elements like fireplaces, TVs, full kitchens and even refrigerators are popular requests among our clients."



Columbus Landscape Association

The Columbus Landscape Association was organized in 1926 by a small group of landscapers and nurserymen in the Columbus. Now our association includes nearly one hundred members from the Central Ohio area.

Green Industry Professionals. Become a part of the decision-making process that will affect your business and the industry as a whole. Become better informed through our educational programs and become part of the CLA family. Above all, present your organization as one committed to the highest standards landscaping.

Membership Benefits include:

- ♦ The opportunity to participate in the Central Ohio Home & Garden Show (Spring and/or Fall) and annual Outdoor Living and Landscape Tour
- ♦ Member meetings are held on the second Tuesday of the month throughout the year. Members are notified of meeting time and location through email.
- ♦ Educational and networking opportunities, such as CLA-sponsored seminars and educational speakers at CLA meetings.
- ♦ Inclusion in the Member Directory and the Find A Pro page on the CLA website.
- ♦ Access to the CLA's bimonthly newsletter, *CLA NewScapes Express*, which contains association and industry information.
- ♦ Committee and Board participation opportunities.
- ♦ Become involved in community activities, including support of the Chadwick Arboretum, education of the public on planting and watering techniques, promotion of local landscaping laws and participation in Arbor Day activities. These are just a few of the activities of the CLA.

The Columbus Landscape Association gives strength, effectiveness and identity to Central Ohio's Green Industry.

"The mission of the Columbus Landscape Association (CLA) is to serve its members by providing them with technical and professional education, by providing them with quality services, by representing their professional interests in central Ohio and by promoting the 'Green Industry'".

To Join Go to the CLA website:

info@columbuslandscape.org

**Professional Membership Pulldown
Join Tab.**

Follow instructions.

Columbus Landscape Association
PO Box 963

Columbus, OH 43216-0963

Phone: 614-450-0430

Fax: 614-876-4862

info@columbuslandscape.org
www.columbuslandscape.org

[Facebook.com/columbuslandscape](https://www.facebook.com/columbuslandscape)

Columbus Landscape Association Membership Application

* Required Information

Hard Copy Application

*Organization
/Company _____

Email _____

*Phone # _____

Mobile Phone # _____

(for Text Alerts)

*Address 1 _____

Address 2 _____

*City _____

*State _____

*Zip Code _____

Website URL _____

*Licenses/Certificates ((Check all that apply)

CERTIFIED ARBORIST ON STAFF

CERTIFIED IRRIGATION AUDITOR ON STAFF

CERTIFIED IRRIGATION CONTRACTOR ON STAFF

CERTIFIED LANDSCAPE PROFESSIONAL ON STAFF

CERTIFIED LANDSCAPE TECHNICIAN ON STAFF

EDUCATOR

HOME IMPROVEMENT CONTRACTOR ON STAFF

NURSERY (DEALER, GROWER OR STOCK INSPECTION)

OCNT ON STAFF

OCNT - MASTER ON STAFF

PESTICIDE APPLICATOR LICENSE ON STAFF

SPECIALTY ITEMS/MATERIALS

*SERVICES/PRODUCTS PROVIDED (select all that apply)

☐ AQUATICS/WATER GARDENS/
FOUNTAINS

ARBORIST

COMPOST/MULCH/TOPSOIL

EDUCATION

GARDEN CENTER - RETAIL

HORTICULTURE CONSULTANT

INTERIORSCAPES

IRRIGATION INSTALLATION

IRRIGATION SUPPLIES

LANDSCAPE CONSTRUCTION

LANDSCAPE DESIGN

LANDSCAPE LIGHTING

LANDSCAPE MAINTENANCE

LANDSCAPE PLANTING

LAWN MAINTENANCE

PESTICIDE APPLICATION

PUBLIC GARDEN

SEED/LAWN INSTALLATION

SOD/TURFGRASS

STONE/PAVER SUPPLIER

STONE/PAVER/CONCRETE INSTAL-
LATION

WHOLESALE PLANT MATERIAL

EQUIPMENT DEALER/SALES/RENTAL

OTHER=GOODS/SERVICES NOT
LISTED

Return Completed application and Membership Payment to:

Columbus Landscape Association

PO Box 963, Columbus, Ohio 43216

Info@columbuslandscape.org

Phone- 614-741-5449 Fax# 614-876-4862



SPONSORSHIP / ADVERTISEMENT FORM

The Columbus Landscape Association offers many opportunities for member firms to promote their business. If you are interested in placing an advertisement in our newsletter, **NewScapes Express**, in our member directory, on our website, our Landscape Tour Directory or provide sponsorship for our Member Meetings, please complete and return the form below.

CLA WEBSITE. Market your firm on our website, www.columbuslandscape.org. Your logo in full color will be prominently displayed with your firm's contact information and link to your website on our sponsor page. Your add will run for one year.

Website Sponsorship 1 year \$200.00 (please provide Company Logo)

Member Directory. Provided in print to all members. Released March of even years, Updated provided digitally on uneven years.

Full Page: \$ 250.00 **½ Page:** \$ 150.00 **¼ Page:** \$ 100.00 **Back Cover:** \$ 350.00 (only 1 available)

Meeting Sponsor: Be recognized for your contribution to support Food, Refreshments and / or Materials to a Member Meeting. Please circle your selection. You will be contacted for details.

Sponsor: \$ 250.00 **Sponsor:** \$ 500.00 **Open Sponsor \$** _____ **toward the next meeting**

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July

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October

November-December

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Total Amount Due: \$ _____

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My Check or Money Order is enclosed, Made Payable to : Columbus Landscape Association

Please bill my Credit Card for the total amount due: Name on Card: _____

Visa / MC number _____ Exp. Date: _____

Signature (Required) _____ Security Code: _____

Please mail this completed form and payment to:
Columbus Landscape Association PO Box 963, Columbus, Ohio 43216
Phone: 614-450-0430 Fax: 614-741-5449 or info@columbuslandscape.org

Spread Your Good News

Member firms with good news to share are welcome to submit articles and information for the *NewScape Express*.



Serving the Green Industry in Central Ohio Since 1926

Contact Us

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PO Box 963
Columbus, OH 43216

info@columbuslandscape.org

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