



Volume 29, Issue 10  
November 2019

### Board Meetings

Chapter Board Meetings are typically held on the third Wednesday of the month.

Upcoming meetings:

- **January 15**  
12 p.m. Board meeting SLO  
Brew the Rock
- **February 19**  
12 p.m. Board meeting SLO  
Brew the Rock
- **March 18**  
12 p.m. Board meeting SLO  
Botanical Gardens

### In This Issue:

- President's Message
- Photos from the Annual Convention
- Sponsor Spotlight: Hunter/FX Luminaire

[www.clcaslo.org](http://www.clcaslo.org)



San Luis Obispo Chapter  
California Landscape Contractors Association  
Representing the Landscaping & Irrigation Industry

Sponsored by CLCA SLO Chapter and



# 2020 Kick-Off Dinner

Please join the CLCA San Luis Obispo Chapter on  
**Friday, January 24, 2020**  
**at 6:00 p.m.**

**The Custom House**  
**404 Front Street in Avila Beach**  
**6pm Vendor Showcase and mingling. Dinner at 7.**

## Introducing the 2020 CLCA SLO Board of Directors

Congratulations to the following individuals who will be leading the San Luis Obispo chapter in the new year. Board meetings are typically held on the third Wednesday of the month and are open to all members. Stop by, meet the board, and contribute to the operation of your chapter.

President	Matt Hames – Landscape Development
VP of Events	Ian Parker – Madrone Landscapes
VP of Membership	Mike Kneeskern -- SiteOne Landscape Supply
VP of Legislation	Paul Wait – Zurn Industries
VP of Education	Open
Secretary	Open
Treasurer	Pat Connelly – St. Francis Landscape
Associate Member Rep	Open

## 2019 San Luis Obispo Chapter Officers

President ..... Evan Moffitt, SiteOne Landscape Supply ..... EMoffitt@siteone.com ..... 805-616-9858  
 Immediate Past President.... Mike Kneeskern  
 VP Membership ..... Gary Abney, AirVol Block ..... gabney@airvolblock.com.....805-543-1314  
 VP Programs ..... Ian Parker, Madrone Landscapae..... Ian@madronelandscapes.com ....805-466 – 6263  
 VP Legislation..... Taylor Boyle, Purlieu Landscape ..... taylor@purlieulandscapes.com.....805-709-6319  
 Secretary ..... Matt Hames, Landscape Development.....mhames@landscapedevelopment.com 805.722.1955  
 Treasurer..... Pat Connelly, St. Francis Landscape..... stflandscape@gmail.com.....805-235-1859  
 Associate Member Rep..... Paul Wait, Zurn Wilkins..... Paul.Wait@Zurn.com.....  
 Editor ..... Jerrie Beard, Beard & Associates ..... info@beardassociates.com..... 530-621-1701

## CLCA Board of Directors

President .....Elizabeth Burns.....(310) 831-6132  
 President-Elect .....Regan Barry ..... (831) 438-4747  
 Past President.....Aaron Huxley ..... (415) 256-1711  
 Secretary/Treasurer .....Andrew Simpson... (916) 721-1635  
 Executive Director .....Sandra Giarde..... (916) 830-2780

### DIRECTORS

Legislation .....Megan Rios ..... (661) 835-9259  
 Education .....Lindsay Ono ..... (661) 395-4938

Membership .....Peter Rosen ..... (510) 697-2460  
 Events .....Dan Dvorak..... (310) 237-5474  
 Resource Management .Paul Hansen..... (714) 235-1427  
 Associate Member .....Chris McNairy..... (707) 933-0488  
 Co-Director Chapter Pres. Council North  
 Henry Buder, Jr., CLP, CLT .....(415) 460-0381  
 Co-Director Chapter Pres. Council South  
 Eric Watanabe .....(818) 993-0200

## SLO CLCA Past Presidents

<b>2014-15</b> Mike Kneeskern Central Coast Landscape Products	<b>2009-10</b> Erik Wolting All Seasons Gardening & Landscaping	<b>2005-06</b> Erik Wolting All Seasons Gardening & Landscaping	<b>1998-2001</b> Bruce Courter Day Star Enterprises, Inc.	<b>1994</b> Duane Morris Duane Morris Landscape Designer/Contractor
<b>2012-13</b> David Brown Mari Landscaping	<b>2007-08</b> Jim Trask California Water Shapes	<b>2004</b> John Doyle J Doyle Landscaping	<b>1996-98</b> Lloyd Gracey Pacific Coast Landscapes	<b>1993</b> John Ruggiero Arcadian Gardens
<b>2011</b> Aaron Huxley Hunter Industries		<b>2002-03</b> Pat Connelly St. Francis Landscape	<b>1995</b> Danté D'Alfonso D'Alfonso's Landscape	<b>1991-92</b> Bruce Courter Day Star Enterprises

## Water Management Certification

Water budgeting is now enforced by law by the Model Water Efficient Landscape Ordinance (MWELO). Becoming a Certified Water Manager is essential for your business.

Hiring a Certified Water Manager will enable you to reduce your water waste, reduce your water bills and save money. Through efficient, proven industry methods of water management, our water managers have been able to save their clients significant amounts of water and money.

For more information visit [clca.org/water-pro//index.php](http://clca.org/water-pro//index.php)



**WHOLESALE**  
 REDWOOD • FIR • CEDAR  
 BARK • SOIL AMENDMENTS  
 ERRO-CONTROL STRAW  
 PLAYGROUND FIBER

# ROSSI TRANSPORT SERVICE

STEVEN L. ROSSI  
 VICE PRESIDENT  
 RES. (805) 466-6195

PHONE (805) 434-2884  
 (800) 321-3092 • FAX (805) 434-0877  
 P.O. BOX 120 • ROSSI ROAD  
 TEMPLETON, CA 93465

## Soil Analysis Service

- National Independent Certified Lab
- Analysis Recommendations with Graphics
- Reports can be sent via email or U.S. mail
- Fast Turnaround • Consulting Services

**GRO POWER<sup>®</sup> .INC.**

[www.gropower.com](http://www.gropower.com)

909-393-3744 • FAX 909-393-2773 • 15065 Telephone Ave., Chino CA 91710



*Serving your irrigation needs since 1950*

PASO ROBLES ★ SAN LUIS OBISPO ★ ARROYO GRANDE ★ SANTA MARIA ★ BUELLTON

## president's message



*Evan Moffitt, CLCA-SLO President  
Site One Landscape Supply*

Happy Thanksgiving! I hope everyone took some time to be with family and relax as we head into the holidays. Take some time to reflect on the year.

It is also time to start planning for 2020. What are your projections? Will the economy keep up? How will the elections go and how will it affect us? One thing is for certain, there will be a lot of change in 2020. Including CLCA!

We just wrapped up the 2019 CLCA Annual Convention at beautiful South Lake Tahoe. Yours truly and Paul Wait

claimed the State Corn Hole Title at the convention. We also attended many educational events, meetings, and a great State Beautification Awards. We learned about laws and regulation from our CLCA Attorney on Retainer. And, Mark Bradley from LMN talked to us about organizational management and the LMN software. The listening lab was very interesting. In 2020 there will be listening labs throughout the state to help CLCA learn more about what the members want out of their own businesses along with their CLCA membership.

Our 2020 chapter elections have been completed and we have a new board. For the first time in 4 years I will not be the president. I finally get to pass the torch to Matt Hames from Landscape Development. For those of you who don't know Matt, he will be a great fit. He has been with Landscape Development since he graduated Cal Poly SLO with his degree in AG Business about 15 years ago. Matt is a local boy who grew up in Los Osos where he resides today. Matt is the division president for the Central Coast division. Please take the time to

get know him. Pat Connelly will continue on as our Treasurer. Ian Parker will continue to be our VP of events and has big plans for 2020. New this year we have a VP of Legislation, Paul Wait from Zurn Industries. Also, back on the board is Mike Kneeskern from SiteOne Hardscape Supply as our VP of Membership. We are still looking for a couple of helpful members to fill out our board. We are in need of a secretary and an associate member rep. These are the two easiest positions on the board. Please let me know if you are interested.

Upcoming in 2020 we have a lot of events starting off with our annual kick off meeting on January 24. We also have all our regular events scheduled including the Beautification Awards and the Golf Tournament. New events we are looking to add next year are a Family Picnic, a Landscape Technology Summit, and possibly a Christmas party. To create all these new events we could use some committee support. If you are interested please let us know. We are all looking forward to a great 2020.

- 24 Hour Approval
- Competitive Rates
- 90% Approval Rate
- Up to 5 or 6 Year Loans
- No Pre-payment Penalties
- Flexible Acceptance Policy
- Loan Refinancing Available

 **BIRCH**  
FINANCIAL, INC

**FINANCING VEHICLES &  
NEW & USED EQUIPMENT**


Call Janet Schoenfeld at  
**(800) 959-3701**  
or visit  
[www.birchfinancial.net](http://www.birchfinancial.net)

**~KURAPIA~**

**NEW**

**DROUGHT  
TOLERANT  
GROUNDCOVER  
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](http://westcoastturf.com)  
888/893-8873

# Spirits are Sky High at Annual Convention

Clear blue skies and warm weather turned greeted participants of CLCA's Annual Convention held November 13-16 at the Tahoe Resort Hotel in South Lake Tahoe. Over 150 CLCA members and their spouses took part.

Attendees began arriving on Wednesday afternoon. CLCA Insurance Solutions sponsored a cornhole competition that evening with the team of Evan Moffitt and Paul Wait--from the SLO chapter--taking home the gold!

Thursday's educational sessions began with Bill Porter leading a discussion on construction law with an emphasis on liens. The next session featured Mark Bradley, the CEO of LMN software, giving a riveting talk on his business philosophies and how these have been built into his business efficiency tech. LMN is complete software encompassing all aspects of business from bids to the books.

Friday morning started with the general membership meeting that was very quick and to the point. An amendment to the bylaws was passed to change the number of days that the State would send out the proposed By-Laws from sixty to forty-five days.

At the recognition luncheon our own Pat Connelly of St. Francis Landscaping was awarded Life Membership. Contragulations!

The Trophy Awards Dinner followed on Friday evening. The evening opened with an exhibition from an Hawaiian dance team. Why Hawaiian dancers in the mountains? They were introducing the location of the



Above: Evan Moffitt makes a shot at the Cornhole Tournament.

At right: Evan Moffitt and Paul Wait celebrate with the staff of CLCA Insurance Solutions, sponsors of the Cornhole Tournament.



Above: Cornhole Champs Evan Moffitt from SiteOne and Paul Wait of Zurn Industries.



At left: Convention attendees participated in an exercise to help determine the future path of CLCA.

Below: Jeff Hurt works with attendees to chart the future direction of the organization.



2020 convention -- Hawaii!

The presentation of the awards did not disappoint. A huge congratulations goes out to all of the award winners!

The event was an excellent opportunity to meet landscape contractors and suppliers from all over the state. Make plans to join us in Hawaii in 2020!





Above left: Fred Hanker of Delta Bluegrass models the preferred attire for the 2020 Annual Convention in Hawaii.

Above right: Polynesian dancers entertained at the Trophy Awards to introduce the location for the 2020 convention.



Above: Attendees heard from CLCA Treasurer Andrew Simpson at the General meeting on November 15.




Above: Michael Kneeskern of SiteOne introduced new Life Member Patrick Connelly at the recognition luncheon.



At left: Michael Kneeskern and Patrick Connelly.

Above: Michael Kneeskern presents the Life Membership plaque to Patrick Connelly seen here with his wife Lorrie.

**GREENFIELDS**  
TURF INC



Christopher Voelker  
Phone (831) 674-3058  
FAX (831) 674-3163

P.O. Box 248  
Greenfield, CA 93927  
**Sod Orders 1-800-525-8877**  
Web: [www.greenfieldsturf.com](http://www.greenfieldsturf.com)

**LCIS** LANDSCAPE CONTRACTORS  
INSURANCE SERVICES, INC.  
*Member owned. Service focused.*

1835 N. Fine Ave.  
Fresno, CA 93727

**ELLEN MONTALBANO**  
ACCOUNT EXECUTIVE

emontalbano@lcisinc.com  
[www.lcisinc.com](http://www.lcisinc.com)

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

CA LIC # 0755906

Specialized Insurance & Business Services for Members of the Green Industry

## Chapter Sponsor Spotlights



### Hunter/FX Luminaire

A global leader in the irrigation, landscape lighting, and custom molding industries.

Hunter Industries is a family-owned global company that provides high quality, efficient solutions for the irrigation, outdoor lighting, and custom molding industries. Their diverse array of products can be seen everywhere from residential landscapes, to stadiums, national landmarks, theme parks, city parks, commercial complexes, hotels, and municipal buildings around the world. Whether

you're from New York, Shanghai, Sydney, Paris, Moscow, or Cairo, the odds are you've probably encountered a Hunter product somewhere along the way.

Headquartered in San Marcos, California since 1981, Hunter is a market leader in producing and marketing a full range of water-efficient, easy-to-use irrigation solutions for residential, commercial, and golf course applications. Designed with the demands of irrigation professionals in mind, the current Hunter irrigation product line includes pop-up gear-driven rotors, high-efficiency rotary nozzles, spray sprinklers, valves, controllers, central controllers, professional landscape

drip, and weather sensors.

Since the beginning, Hunter's core business interest has been producing products that allow irrigation professionals to create solutions that use as little water and energy as possible to create optimal landscape function and ambiance. In the interest of sustainability and maximizing their infrastructure and capabilities, Hunter diversified into the landscape lighting industry through the acquisition of FX Luminaire. FX lighting products are manufactured in San Diego ensuring the highest quality standards are adhered to. As a further step of expansion Hunter also acquired a Custom Molding company and started Hunter Custom Molding.

Beyond efficient product innovation, Hunter is also known as a leader in outstanding customer service, product training and technical support in all of its business segments. Moving forward, Hunter is committed to pushing the boundaries of technology, conservation, quality, and customer experience in every product and project they undertake. In the factory, the office, and the field, Hunter puts innovation to work every day for every one of its customers around the world.

Sales • Rentals • Parts • Service

Your Southern California  
Compact Equipment Dealer



Call: Albert Fernandez at **(805) 256-5767**



**COASTLINE**  
**Equipment**

[www.coastlineequipment.com](http://www.coastlineequipment.com)

OXNARD  
1930 E. Lockwood St.  
Oxnard, CA 93036  
(805) 485-2106

SANTA MARIA  
1950 Roemer Place  
Santa Maria, CA 93454  
(805) 922-8329

SYLMAR  
12435 Foothill Blvd.  
Sylmar, CA 91342  
(818) 890-3353

## Thank you to our 2019 sponsors

Thank you to the following companies for their generous support of the CLCA San Luis Obispo Chapter. Please support the firms who support our chapter.



**0% FOR 60 MONTHS**  
**ON SELECT NEW CAT® MACHINES\***  
**WITH A 2-YEAR STANDARD WARRANTY\*\***

Grow your business with the quality you expect of a CAT® machine and the unmatched support of Quinn Company.

**GET IN ON THE SAVINGS TODAY.**

\*For complete details contact Quinn Company. Offer valid from Oct. 1, 2019 to Jan. 31, 2020 only on new qualifying machines manufactured by Caterpillar Inc. Offer subject to machine availability. Offer may change without prior notice and additional terms and conditions may apply.

**0% FOR 60 MONTHS**  
**WITH ZERO DOWN**  
**& 2-YEAR STANDARD WARRANTY\*\***  
**ON SELECT NEW CAT® MACHINES\***

**LET'S DO THE WORK.™**

Contact David Needelman for complete details.



**David Needelman**  
 (805) 310-9296  
 dneedelman@quinncompany.com

**Quinn Company**  
 1655 Carlotti Dr.  
 Santa Maria, CA 93454



[QuinnCompany.com](http://QuinnCompany.com)