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Northwest Landscape Professional

The NWLP – Northwest Landscape Professional – is the official publication of the Washington Association of Landscape Professionals and is published and distributed quarterly to WALP members and extended gratis to select courtesy subscribers.

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As this fall issue of NWLP magazine goes to press, we are all still in the thick of responding to the COVID-19 outbreak in Washington and around the world. WALP has developed a resource page on our website to give members and affiliates in the landscape industry up to date information on how this crisis affects landscape professionals. WALP leadership continues to work on your behalf to get answers from the government on key issues that impact our staff, customers, and our businesses. Please visit www.walp.org/covid-19-resources for the most up to date information. We wish you all good health during this challenging time.

For information regarding advertising opportunities, please call us at (360) 350-4464 or email at info@walp.org.



What a Year it's been...

John Murphy
JM Landscaping and Irrigation
2019 WALP State President

Hope all is well with everything going on in the world, and that you are staying safe and well. Wow! Can you believe this year? Now we have all these devastating fires and on top of that, dealing with the smoke and poor air quality, and if you're like us in the southwest, you are very busy. It's tough trying to keep our schedules and keeping our employee's safe, and our customers happy as best you can. But challenges always make us stronger men and women. So, hang in there and keep doing the best that you can. Stay safe and support each other. We will get through this.

My prayer and positive thoughts are with all of you.

God Bless 🌿

John E Murphy

..... Member Updates

New Members

King County Chapter

Cambium Incorporated

701 34th Avenue
 Seattle, WA 98122
 206 860 7625
 Contact: Jason E. Breitling
jason@cambiumlandscape.com

Directory Corrections

King County Chapter

Belgard/Oldcastle APG - Tacoma

4110 192nd Street East
 Tacoma, WA 98446
 P: (509) 370-2535
brent.hostetler@oldcastle.com
 Contact: Brent Hostetler

King County Chapter

Devonshire Landscapes, Inc.

5430 17th Ave SW
 Seattle, WA 98106
 P: (206) 856-3360
will@devonshirelandscapes.com
www.devonshirelandscapes.com
 Contact: Will Anstey

Southwest Chapter

D & D Nursery, Inc.

22916 NW Maple Crest Rd
 Ridgefield, WA 98642
 P: (360) 887-2280
don@danddnursery.net
www.danddnursery.net
 Contact: Don Bottemiller

Northwest Chapter

Hanah Grace Gardens

1657 Seymour Place,
 Point Roberts, WA, 98281
abigail@hggardens.us
 Contact: Abigail Frost

Mission Statement For The Washington Association Of Landscape Professionals

To promote professionalism, integrity, and education to a thriving membership within the Green Industry and the communities served.

Vision Statement For The Washington Association Of Landscape Professionals

- The Washington Association of Landscape Professionals is a publicly recognized and unified industry of landscape professionals who embody business and technical excellence.
- The Washington Association of Landscape Professionals provides and promotes the opportunity to mentor and support its members.
- The Washington Association of Landscape Professionals' members receive value and benefit by sharing knowledge, resources, and experience.
- The Washington Association of Landscape Professionals is the networking place and referral resource for "Green Industry" professionals.

"Defining Professionalism In The Green Industry"

WALP Office

120 State Ave NE #303
 Olympia, WA 98502
 (360) 350-4464
 email: info@walp.org
 website: www.walp.org

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2020 Committees

Awards Committee

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Northwest Flower & Garden Festival

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Michael Murphy
Sunrise Landscape Design, Inc

Conference Committee

Will Anstey
Devonshire Landscapes, Inc.
Ella Vogelpohl
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Education Committee

Open

Events Committee

Open

Golf Tournament Committee

Ken Yorozu
T. Yorozu Gardening Company, Inc.

Legislative Committee

Will Anstey
Devonshire Landscapes
Rick Longnecker
Buds & Blades Landscape Company
Zack Zobrist
Puget Sound Plants

Marketing Committee

Open

Membership Committee

Tim Buiten
Tim's Complete
Landscape Management



Letters to the Editor

Tyson Stewart, Sales Director
HD Fowler Company, Spokane Branch

2020 could certainly be labeled as the year of “adapt and overcome”. Just as it looked like our industry was going to get a nice spring start, COVID-19 introduced us to social distancing, epidemiological curves, and Zoom. Many of us have been confronted with the challenges of determining how our businesses qualify as essential and keeping our employees safe, all while being stretched thin by an increased demand for landscape and irrigation services. Natural disasters have intensified the shakiness of a supply chain reeling from the pandemic and, lest we forget, it is an election year. As we approach the sounding bell of a 2020 in the books, we will be dealt one more opportunity to adapt our businesses. Through legislation passed in 2019, the sale of non-pressure regulated spray heads in Washington will be prohibited beginning January 1, 2021.

If you are reading this, it is likely that you are a true professional in your trade. It is also likely that you have seen a water-conscious evolution in the landscape industry throughout the course of your career, likely beginning in the 90's with the inception of LEED. Change in the way landscapes are designed, installed, and maintained is the norm and the passing of this legislation shouldn't come as a surprise.

As landscape professionals we understand the environmental benefits of using water-efficient irrigation technologies. Environmental considerations, however, are not always the determining factor in a client's decision to have a contractor install an irrigation system.

Most people buy from sources they consider relevant, credible and valuable. Your reputation, tenure in this business, and the services you offer tend to make you relevant to your customers. Knowledge and application of best landscape and irrigation practices (current legislation included) make you credible. The real opportunity in this change lies in the value created for prospective clients by installing pressure-regulated spray heads. Here is a quick summary of what pressure regulated spray heads can do for our customers:

- Reduce water costs by using less water
- Eliminate dry spots or over-watered areas
- Improve overall health of turf
- Reduce fertilizer and pest control costs

Many resources are available to help adapt to this change and use it as an opportunity to set ourselves apart from our competitors. Manufacturers and suppliers have been preparing for the change and are on standby to offer assistance. Let's take advantage of this coming opportunity that will officially see 2020 out the door and look forward to a more profitable and hopefully less chaotic 2021 together! 🌱



WALP Chapter Updates

Snohomish County Chapter



Director
Brandon Cook

As we head into the 4th quarter Snohomish County WALP plans on hosting monthly Zoom meetings. We hope to rotate where these meetings are hosted so we can get topical presentations from guests and our hosting site. In September Brandon Cook and Zack Zobrist were hosted by Puget Sound Plants, they presented on Planting Success, how to plant according to Best Management Practices while being profitable. For our first meeting of this kind we were fairly well attended which was encouraging to see. We intend to have future presentations that likewise bring valuable information to our members!!

building gorgeous displays for the Clark Public Utilities Home & Garden Idea Fair. For the first time in nearly three decades, that show was canceled due to the Corona Virus related pandemic.

In addition to the cancelation of the CPU H&GIF, Governor Inslee decided that landscaping was a non-essential business, bringing many of WALP's contractor member projects to a halt. In support of getting our members back to work, legally, I drafted a letter which our state President, John Murphy signed and then made sure was delivered to our governor and every Washington state legislators office. Please see copy on the following page.

We have no idea when things will get back to normal or what the new normal will look like but as a chapter, we can

host virtual meetings for the balance of 2020 and beyond. Please look to your WALP Wednesday communications for more information on virtual meetings on the following topics:

- **Storm Water Facility Training** with Eric Lambert, Clean Water Outreach Specialist for PUBLIC WORKS, CLEAN WATER DIVISION
- **Plant ID**
- **New Product Demonstrations**

If you have additional ideas regarding subjects you would like to see hosted in our upcoming virtual meetings, please email me Raina McSherry at mcscherryr@live.com

Stay Safe and Strong 🌱

SouthWest Chapter



Director
Raina McSherry

For the last six months life has been quite challenging for us all. That said, the WALP board and its members have shown great resilience during these destructive times.

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COPY OF LETTER TO THE GOVERNOR ON BEHALF OF WALP MEMBERS:

Dear Governor Inslee,

I am writing to you on behalf of the many members of the Washington Association of Landscape Professionals. We ask that you consider landscape maintenance as an essential business during the COVID-19 pandemic.

Currently, the National Association of Landscape Professionals and the Department of Homeland Security report that landscape maintenance is an essential service. Washington is one of only a couple states in the nation that is not allowing landscape maintenance, and this is creating a lot of confusion for landscapers in Washington and neighboring states that are allowing landscaping. The net effect is you have some breaking the law and others abiding by it.

At a time when we are fighting a respiratory related illness, we feel it's important to maintain and reduce the spread of weed seed and pollen that will affect asthma and allergy sufferers and may exacerbate the symptoms of those who have the Coronavirus.

According to the MRSC website: Ch. 17.15 RCW requires designated Washington state agencies to use integrated pest management, and many local governments have adopted their own IPM policies.

Proper IPM practices require the reduction of the use of pesticides and herbicides in favor of mechanical removal. Mechanical removal is the pulling or cutting of grasses, broadleaf weeds, shrubs and trees that can become a nuisance and destroy native plant and animal habitat, damage recreational areas, clog waterways and storm drains, lower land values and most importantly impact human health and safety.

As a result, municipalities and HOA's have rules and regulations regarding the maintenance of grasses, broadleaf weeds, shrubs and trees for the purpose of maintaining certain heights, lines of site for travel and safety in a neighborhood, and reduction of potential health hazards.

We propose that we can operate landscape maintenance crews and still practice the safe distancing by following these guidelines:

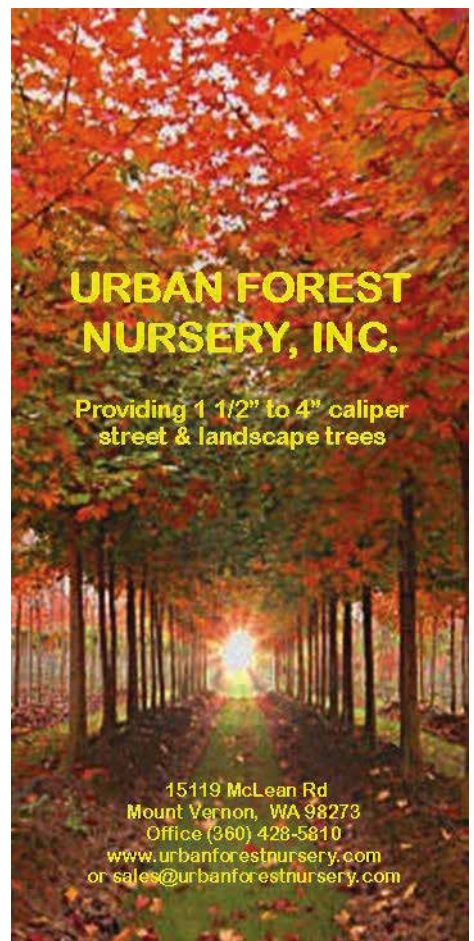
Clean/disinfect trucks and equipment after each use.

Stagger work hours and allow only one person per vehicle. Providing for gas allowance/reimbursement if more than one crewman is needed per job site.

Wear face mask on crews of more than one and maintain 6' or more distance from colleagues, clients and passersby.

Host outdoor meetings only when necessary.

The many members of the Washington Association of Landscape Professionals would like to thank you for your time and consideration. We are looking forward to getting back to work immediately.



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2021 WALP Conference

*Will Anstey, Devonshire Landscapes Inc.
WALP Conference Committee Chair*

At this time, the WALP Conference Committee has decided to postpone the 2021 WALP Northwest Landscape Industry Conference. We had a very successful 2020 Conference, and were very much looking forward to our 2021 conference. We were planning on making it a little more condensed based on some of the feedback we received from last year. Thank you to those who responded to the Survey! Here in Washington State, many of the cities and counties are still in either Phase One or Phase Two. It's our understanding from the State of Washington, that we really can't implement any type of social gathering until the counties are in Phase Four. With us heading into the Fall and Winter seasons, it is still unknown where the COVID-19 pandemic will impact us. We have been considering other options including online video conferencing, but with much "Zoom fatigue" as well as other available

content already out there have decided the cost/benefit is not there for our membership. We would encourage those interested in online virtual classes and education to look into the NALP "Landscapes 2020" event at https://www.landscapeprofessionals.org/LANDSCAPES/Event_Home/LANDSCAPES/LANDSCAPES.aspx?hkey=9840e57f-083a-4aee-b48d-8c1b8f5b3f4f



As recent events are forcing us more into the online world, we invite all our members to "like/join" and participate in our WALP Facebook group at <https://www.facebook.com/WashingtonAssociationOfLandscapeProfessionals>

For our vendors and exhibitors we would love to continue to help promote your products and services to our membership. We are ramping up our advertising and editorial content in our quarterly magazine, the Northwest Landscape Professional.

Peter Dervin has taken on the Editor duties and we are expanding our advertising content in the NWLP. We would love to have your marketing materials in our FALL issue. Please contact Peter Dervin for more information at peter@walp.org.

As we all continue to struggle with the challenges of 2020, please know that WALP is continuing to evolve and progress to continue to serve our contractor members. We all miss seeing each other in person at the WALP events that we have had to cancel this year. But the relationships we have built remain strong, and we look forward to seeing you all again soon. 🌿

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The WALP Awards Program News

*Lloyd Glasscock
Northwest Flower & Garden Festival
Awards Committee Chairman*

The current pandemic has caused a lot of uncertainty in our industry. One thing we know we're doing within WALP is recognizing the work of our members in the annual Northwest Premier Landscape Awards Program. The primary purpose of the Awards Program is to recognize outstanding performance by our member firms who have produced projects of notable merit.

The program, which has been on going since the early days of WALP over 30 years ago, has been a great 'brag sheet' for those that have participated. In addition to showing off the accomplishments of our members it has helped contribute to company pride within those member's firms and to publicize the Association. The Program is open to all WALP Members. Non-members could participate by completing a membership application along with an entry form.

Almost any project can be entered in the Program. There are over thirteen entry categories to choose from covering work from throughout the industry. Some of these are Residential Maintenance, Commercial Installation, Public Works, and Hardscaping; there are of course many others. Even portions of projects could be entered in the 'Unique Projects' category or within Installation. The whole gamut of the industry is fairly well covered; if you don't see a category in the total list you want to enter an award in we should be able to accommodate you.

There are three award levels; An Award of Merit, which meets industry standards, An Award of Distinction, which exceeds industry standards, and a Grand Award which exceeds industry standards with little or no room for improvement. There is no limit to how many awards can be



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given at any one level; some entrees may receive no award, though that doesn't happen often. All entries are judged by a panel from within the industry from digital images provided by the entrant.

Beyond promoting the Association as a whole, there are some other very good reasons to enter a project in the Awards Program.

1. Marketing & PR

There's a reason large companies of all sort take pains to promote themselves as 'Award Winning' and it's because it separates you from the competition and makes you stand out. It can also improve your brand and provide access to new customers. Awards celebrate hard work and success and are a great opportunity to put your business in the spotlight and have your achievements acknowledged. In addition, the images provided with an entry provide a ready method of updating images and content on your website and on your social media presence.

2. Have Achievements Recognized

Winning an award can act as an endorsement for your business. Having your projects judged by an independent panel of respected peers gives your company increased credibility when pitching to new customers. It also provides a tremendous sense of pride for property owners whose project has won an award and is more likely to result in referrals or additional work on the same project. Receiving an award provides a distinct competitive advantage.

3. Building Team Morale

Succeeding in business requires a team effort and receiving an award gives recognition to your staff's contribution to the business' success. This is invaluable in terms of boosting morale and making employees feel proud of the company and their contribution. Many award recipients

make a point of recognizing project leads and workers on a winning project to the rest of the company for an additional morale boost.

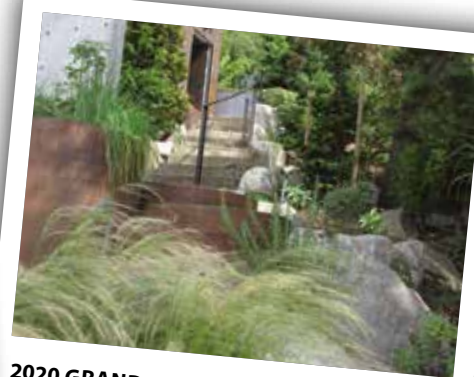
In a normal year the Awards Banquet is held in January as part of the WALP Annual Conference. Because of the current health challenge, the Conference is 'on-hold'. Award winning entries will be recognized throughout 2021 in the WALP Magazine and on-line in other WALP news and press releases. In addition, plaques will be sent to the award recipients. As the pandemic

eases there is hope for a 'stand-alone' awards evening sometime in the in the coming year. Recognizing the skill and professionalism of our members is a primary key of WALP and we will be doing our level best to promote our members.

For more info on the Northwest Premier Landscape Awards Program contact Lloyd Glasscock, by email at kaibab66@g-mail.com or by phone at 425.422.3336. You may also contact the WALP office directly at WALP.org. 🌿



2020 JUDGES AND GRAND AWARD
Lighting Category
Northwest Outdoor Lighting
Port Townsend Cliff Side



2020 GRAND AWARD
Residential Construction Category
Pacific Earth Works WBE
Perkins Lane Hillside Garden



2020 GRAND AWARD
Public Works Category
Pacific Earth Works WBE
Windjammer Park Improvements



2020 GRAND AWARD
Design/Build Category
Avid Landscape Design & Development
Osako Residence

**Some of our
2020 winners!**

■ Low-Water Landscaping Practices passed by Washington State Legislature effective June 11, 2020.

HOUSE BILL 1165

Passed Legislature –
2020 Regular Session

**State of Washington
66th Legislature
2019 Regular Session**

By Representatives Orwall, Dent,
Blake, Fitzgibbon, and Doglio

Read first time 01/16/19. Referred to
Committee on Rural Development,
Agriculture, & Natural Resources.

AN ACT Relating to encouraging
low-water landscaping practices as a
drought alleviation tool; adding a new
section to chapter 64.38 RCW; adding
a new section to chapter 64.34 RCW;
adding a new section to
chapter 64.90 RCW; adding a new
section to chapter 39.35D RCW; and
creating a new section.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF WASHINGTON:

NEW SECTION. Sec. 1. (1) The
legislature finds that:

(a) Water is a finite resource whose
importance is heightened during
the periodic drought conditions and
increased wildfire risk that the state
experiences;

(b) The maintenance of lawns
of green grass during the summer
months for aesthetic purposes can be
responsible for a noteworthy portion of
summer water use by households; and

(c)(i) In the event of a drought,
state law already grants extraordinary
powers to the department of ecology to
manage water resources and provides
for other policy responses to encourage
efficient use of the state's limited water
supplies;

(ii) However, in certain instances,
property association rules do not take
into account the public goal of making
efficient use of water supplies while also
protecting properties from wildfire.
These association rules can prohibit
private property owners from deciding
to use low-water plants or other low-
water landscaping practices in place of
grass lawns. Association rules can also
limit the use of landscaping materials
that are both drought resistant and fire
ignition resistant, making it difficult
to create fire safe, drought resistant
landscapes and establish defensible
space. Similar laws also sometimes
prohibit private property owners from
allowing their grass to go dormant and
brown.

(2)(a) Therefore, it is the intent
of the legislature to empower private
property owners and remove an
obstacle to water use efficiency
by prohibiting unreasonable
homeowner association, common
interest ownership association,
and condominium association
restrictions that limit private property
owners' ability to deploy low-
water landscaping techniques, while
also ensuring private property owners'
ability to create fire safe landscapes.

(b) It is also the intent of the
legislature to encourage the use
of landscaping design techniques
that meet the highest standards for
water efficiency in the design and
construction of state-funded buildings.

NEW SECTION. Sec. 2. A new
section is added to chapter 64.38 RCW
to read as follows:

(1) The governing documents
may not prohibit the installation
of drought resistant landscaping or
wildfire ignition resistant landscaping.

However, the governing documents
may include reasonable rules regarding
the placement and aesthetic appearance
of drought resistant landscaping or
wildfire ignition resistant landscaping,
as long as the rules do not render the
use of drought resistant landscaping or
wildfire ignition
resistant landscaping unreasonably
costly or otherwise effectively infeasible.

(2) If a property is located within
the geographic designation of an
order of a drought condition issued
by the department of ecology under
RCW 43.83B.405, an association
may not sanction or impose a fine
or assessment against an owner, or
resident on the owner's property, for
reducing or eliminating the watering of
vegetation or lawns for the duration of
the drought condition order.

(3) Nothing in this section may be
construed to prohibit or restrict the
establishment and maintenance of a
fire buffer within the building ignition
zone.

(4) The definitions in this subsection
apply throughout this section unless
the context clearly requires otherwise.

(a) "Building ignition zone" means
a building and surrounding area up to
two hundred feet from the foundation.

(b) "Drought resistant landscaping"
means the use of any noninvasive
vegetation adapted to arid or dry
conditions, stone, or landscaping rock.

(c) "Firewise" means the firewise
communities program developed by
the national fire protection association,
which encourages local solutions
for wildfire safety by involving
homeowners, community leaders,
planners, developers, firefighters, and
others in the effort to protect people

and property from wildfire risks.

(d) “Wildfire ignition resistant landscaping” includes:

(i) Any landscaping tools or techniques, or noninvasive vegetation, that do not readily ignite from a flame or other ignition source; or

(ii) The use of firewise methods to reduce ignition risk in a building ignition zone.

NEW SECTION. Sec. 3. A new section is added to chapter 64.34 RCW to read as follows:

(1) The declaration of a condominium and any bylaws, rules, and regulations adopted by the association may not prohibit the installation of drought resistant landscaping or wildfire ignition resistant landscaping. However, the declaration or bylaws, rules, and regulations may include reasonable rules regarding the placement and aesthetic appearance of drought resistant landscaping or wildfire ignition resistant landscaping, as long as the rules do not render the use of drought resistant landscaping or wildfire ignition resistant landscaping unreasonably costly or otherwise effectively infeasible.

(2) If a property is located within the geographic designation of an order of a drought condition issued by the department of ecology under RCW 43.83B.405, an association may not impose a fine or assessment against an owner, or resident on the owner’s property, for reducing or eliminating the watering of vegetation or lawns for the duration of the drought condition order.

(3) Nothing in this section may be construed to prohibit or restrict the establishment and maintenance of a fire buffer within the building ignition zone.

(4) The definitions in this subsection apply throughout this section unless the context clearly requires otherwise.

(a) “Building ignition zone” means a building and surrounding area up to

two hundred feet from the foundation.

(b) “Drought resistant landscaping” means the use of any noninvasive vegetation adapted to arid or dry conditions, stone, or landscaping rock.

(c) “Firewise” means the firewise communities program developed by the national fire protection association, which encourages local solutions for wildfire safety by involving homeowners, community leaders, planners, developers, firefighters, and others in the effort to protect people and property from wildfire risks.

(d) “Wildfire ignition resistant landscaping” includes:

(i) Any landscaping tools or techniques, or noninvasive vegetation, that do not readily ignite from a flame or other ignition source; or

(ii) The use of firewise methods to reduce ignition risk in a building ignition zone.

NEW SECTION. Sec. 4. A new section is added to chapter 64.90 RCW to read as follows:

(1) The declaration of a common interest ownership and any governing documents adopted by an association may not prohibit the installation

of drought resistant landscaping or wildfire ignition resistant landscaping. However, the declaration or governing documents may include reasonable rules regarding the placement and aesthetic appearance of drought resistant landscaping or wildfire ignition resistant landscaping, as long as the rules do not render the use of drought resistant landscaping or wildfire ignition resistant landscaping unreasonably costly or otherwise effectively infeasible.

(2) If a property is located within the geographic designation of an order of a drought condition issued by the department of ecology under RCW 43.83B.405, an association may not impose a fine or assessment against an owner, or resident on the owner’s property, for reducing or eliminating the watering of vegetation or lawns for the duration of the drought condition order.

(3) Nothing in this section may be construed to prohibit or restrict the establishment and maintenance of a fire buffer within the building ignition zone.

(4) The definitions in this subsection

continued on page 12

.....Testimonial.....

What is the value of WALP Membership?

In our business, the WALP directory is the first place we look when we need to partner with another company or purchase materials. WALP membership is a sign that you subscribe to the same professionalism and integrity that we do. Your listing is a clear indicator of the importance of ethical business, and it gives me peace of mind. If you are not on that list, I am moving on to the next company to spend my money.

Rob Boyker

WALP Past President

Avid Landscape Design and Development LLC

apply throughout this section unless the context clearly requires otherwise.

(a) "Building ignition zone" means a building and surrounding area up to two hundred feet from the foundation.

(b) "Drought resistant landscaping" means the use of any noninvasive vegetation adapted to arid or dry conditions, stone, or landscaping rock.

(c) "Firewise" means the firewise communities program developed by the national fire protection association, which encourages local solutions for wildfire safety by involving homeowners, community leaders, planners, developers, firefighters, and others in the effort to protect people and property from wildfire risks.

(d) "Wildfire ignition resistant landscaping" includes:

(i) Any landscaping tools or techniques, or noninvasive vegetation, that do not readily ignite from a flame

or other ignition source; or

(ii) The use of firewise methods to reduce ignition risk in a building ignition zone.

NEW SECTION. Sec.

5. A new section is added to chapter 39.35D RCW to read as follows:

(1)(a) The legislature intends to encourage the use of landscaping design techniques that meet the highest standards for water efficiency in the design and construction of state-funded buildings. Except as provided in subsection (2) of this section, any public agency, public school district, or other entity undertaking a major facility project subject to the requirements of RCW 39.35D.030 or 39.35D.040 are encouraged to design and construct such projects to receive all practical water efficient landscaping credits available under the United States green building council rating system, international green construction code, other nationally recognized consensus standard, or the Washington sustainable school design protocol, as each standard existed on the effective date of this section. Entities undertaking major facility projects may consider costs and potential benefits when determining the practicality of incorporating water efficient landscaping measures into the design and construction of the projects.

(b) Water efficient landscaping techniques may include:

(i) Reducing or eliminating the use of potable water for irrigation; and

(ii) Configuring irrigation and sprinkler systems to avoid spraying water directly on buildings, sidewalks, or other hardscapes.

(2) This section does not apply to athletic fields or other project elements that are eligible for exclusion from water efficient landscaping standards under either the United States green

building council rating system, international green construction code, other nationally recognized consensus standard, or the Washington sustainable school design protocol, as each standard existed on the effective date of this section.

(3)(a) Nothing in this section may prohibit or restrict the use of wildfire ignition resistant landscaping, including the establishment and maintenance of a fire buffer in the building ignition zone, in the design and construction of major facility projects subject to the requirements of RCW 39.35D.030 or 39.35D.040.

(b) The definitions in this subsection (3)(b) apply throughout this subsection unless the context clearly requires otherwise.

(i) "Building ignition zone" means a building and surrounding area up to two hundred feet from the foundation.

(ii) "Firewise" means the firewise communities program developed by the national fire protection association, which encourages local solutions for wildfire safety by involving homeowners, community leaders, planners, developers, firefighters, and others in the effort to protect people and property from wildfire risks.

(iii) "Wildfire ignition resistant landscaping" includes:

(A) Any landscaping tools or techniques, or noninvasive vegetation, that do not readily ignite from a flame or other ignition source; or

(B) The use of firewise methods to reduce ignition risk in a building ignition zone.

Passed by the House January 27, 2020.

Passed by the Senate March 3, 2020.

Approved by the Governor
March 18, 2020.

Filed in Office of Secretary of State
March 18, 2020. 🌿

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Human Resources – JP Horizons

There is no “I” in TEAM, but there is an I in LEADERSHIP! There have been many great posters created, many great speeches delivered, many a proclamation that we must be a team . . . we, we, we. There could not be any truer statement that could be said today, two decades ago, or two decades into the future. Unity, working together, being a “We,” and working with a common vision are all as important and vital as ever. The “I” that we need to think about is the one that is found in Leadership. The instant that a leader starts focusing on somebody else’s reason to not get something done is the moment that leader has just become a major part of the problem. Below are a few “I”s to consider in leadership.

Initiative

The “I” in Leadership stands for Initiative. It is being willing to do the things that are uncomfortable in order to create the success that is needed and the fulfillment for you, your team, and whomever your team supports. What is keeping you from taking initiative

to make things right? Leaders know if something isn’t right and say, “I need to make it right.”

Intensity

Another “I” in Leadership stands for Intensity. Over 20 years ago, I gave many talks about intensity. INTENSITY. . . INTENSITY . . . INTENSITY! Consider your level of intensity. What happens is we start thinking intensity is a negative thing . . . no one will like me, nobody will want me around, it’s not good for my heart, it’s not good for anybody else’s heart, I want to be liked. Below is an old acronym I put together long ago that we can still benefit from today.

Include

An additional “I” in Leadership stands for include, and what do we want to include others in as we lead? Leaders include people in the successes and in the wins. What does a great coach say after the championship game? This team has worked hard all year to make this happen. This team has come together. This team has

overcome adversity. Success is about the team, and a great leader includes everyone in the successes. You do not need, however, to include them in creating the final direction of your company or in debating why they need to have something done.

Invest

Remember the “I” in Leadership stands for investing in all it takes to help others succeed. Buy books, provide training, and then go back to the other “I”s to make sure they are making the most of that investment. They had better be showing initiative, intensity, and including you and the company in what they have learned. You also need to invest in the team by providing what they are needing. If they do not have the proper tools to get their work done, and you are wondering why they are frustrated, stop wondering. We can be glad they are frustrated and should feel slightly foolish for not providing the right tools. It is also so important to remember to invest your time in supporting your team. Whether it is a

two-minute phone call, email or a one-hour one-on-one, invest your time.

Ignore

The “I” in Leadership also stands for ignore. What do we need to ignore as leaders? Ignore every reason that comes in front of you of why things cannot be done. Don’t give in to excuses of why a deadline cannot be hit, why a process can’t be followed, or why we can’t find the right people. Ignore those statements, and keep driving. Ignore the feeling that may come over you when you think, “I’m tired, and I can’t go on.” Ignore it!

Inspire

One more “I” in Leadership that is often overlooked stands for the need to inspire. Show some excitement, and let people see your purpose. Your crew is a direct reflection of you, so if you are seeing a bunch of scared, hollow-eyed people, take a look in the mirror. Take a look at the successes of great leaders in the decades before now. Think about the great athletes who have inspired you. We got excited about what they were striving to accomplish and then their commitment to doing it. Ask yourself, “Who have I inspired today?” Stop right now, and write it down. If you are reading this first thing in the morning, who did you inspire yesterday? 🌱



I

“I” here happens to stand for initiative as we have already discussed. I will say it again. What is your initiative level?

N

Negotiate - being open minded to find collaborative solutions to a problem. Remember the best negotiations are win/win, not win/lose.

T

Tenacity - showing how long you are willing to pursue a goal, work toward a solution, or continue growing an individual. How much fight do you have inside you? As Paul “Bear” Bryant said, “It’s not the size of the dog in the fight but the size of the fight in the dog.”

E

Enthusiasm is contagious and makes a difference. If you don’t have it, get it. If you’ve lost it, find it. If you have it, crank it up another notch.

N

Never Panic - As a longtime Cleveland Browns fan, talking about John Elway and “The Drive” is very painful, but with a trip to the Super Bowl on the line and 5 minutes and 2 seconds left in the game, John Elway got the ball on the two yard line and drove his team 98 yards to beat the Browns. What were the words he said to his team after getting the ball and getting in the huddle? “We’ve got them right where we want them. Let’s go win this thing.” Leaders are calm in stressful situations.

S

Success - True success in leadership is the positive impact you have on someone else and watching them take a step forward, realize their own potential, and make the team succeed. When all of those things come together . . .

I

It

T

Turns

Y

You on!

■ National Association of Landscape Professionals Announces New 2020-2021 Board of Directors



The New Board of Directors' Terms Will Begin at the October Board Meeting

FAIRFAX, Va. (July 23, 2020) – The National Association of Landscape Professionals, announced its 2020-2021 Board of Directors, their terms beginning at the October Board of Directors meeting.

The Board of Directors will be led by President Shayne Newman, LIC, of YardApes, New Milford, Connecticut.

New Board members include Pam Dooley of Plants Creative Landscapes in Decatur, Georgia; Maurice Dowell, LIC, of Dowco Enterprises Inc. of Chesterfield, Missouri; and Ivan Giraldo of Clean Scapes, LP, of Austin, Texas.

The 2020-2021 Board of Directors is as follows:

Officers:

President

Shayne Newman, LIC (YardApes of New Milford, Connecticut)

President-Elect

Bob Grover, LIC (Pacific Landscape Management of Hillsboro, Oregon)

Secretary/Treasurer

Mike Bogan, LIC (LandCare of Frederick, Maryland)

Immediate Past President

Andrew Ziehler, LIC (Ziehler Lawn and Tree Care of Centerville, Ohio)

Directors-At-Large

Bruce Allentuck (Allentuck Landscaping of Clarksburg, Maryland)

Pam Dooley (Plants Creative Landscapes of Decatur, Georgia)

Maurice Dowell, LIC (Dowco Enterprises Inc. of Chesterfield, Missouri)

Lisa Fiore (Landscape Hub of Chicago, Illinois)

Paul Fraynd, LIC (Sun Valley Landscaping of Omaha, Nebraska)

Ivan Giraldo (Clean Scapes, LP, of Austin, Texas)

Phil Key (Ruppert Landscape Laytonsville of Maryland)

Roscoe Klausing, LIC (Klausing Group of Lexington, Kentucky)

Joe Kujawa, LIC (Kujawa Enterprises, Inc. of Oak Creek, Wisconsin)


Frank Mariani, LIC (Mariani Landscape of Lake Bluff, Illinois)

William MacMurdo (Bayer Crop Science of Cary, North Carolina)

Joe Munie (Munie Greencare Professionals Inc. of Caseyville, Illinois)

Tim Portland (Yellowstone Landscape of Charlotte, North Carolina)

Chris Senske (Senske Services of Kennewick, Washington)

Brandon Sheppard (Weed Man of Winchester, Virginia) 

■ Master Builders Association Of King And Snohomish Counties 20 Years and 20,000 Certifications For Built Green

Western Washington Green Building Program Hits Major Milestone In Achievement

– Built Green, a green building certification program, has reached its 20,000th certification in just 20 years of operation. Founded in 1999 by the Master Builders Association of King and Snohomish Counties, King County, and Snohomish County, the program set out to transform the building market to reduce the environmental impact of construction.

The Built Green® program has far

exceeded the original expectations.

As of June 2020, Built Green has certified over 20,000 single-family and multifamily projects, creating 36,000+ green households in the Puget Sound region. In 2019, 73% of all new single-family homes built in Seattle were Built Green certified.

This important work has culminated in massive environmental gains for the area. Based on models developed by the City of Seattle, impact calculations reveal that Built Green homes are significantly reducing carbon dioxide

emissions, water use, runoff, and construction waste.

- The total portfolio of Built Green projects conserve nearly 221 million gallons of potable water each year and prevent 185 million gallons of polluted stormwater runoff from harming vulnerable salmon runs.
- The reduction in greenhouse gas emissions from Built Green certified projects is equivalent to 2,244 cars removed from the

road each year, with over 21 million pounds of CO2 annually not emitted.

- Certified homes result in saving 68,549 MWh per year.
- Nearly 100,000 tons of construction waste has been diverted from landfills to recycling facilities since Built Green's inception.

The 20,000th building certification was awarded to a home, built by TC Legend Homes, located in Everson, WA. This single-family home is a 5-Star and Net Zero Energy certified home. It exemplifies how the Built Green program's influence has grown and incentivized sustainable building across Western Washington. Some of its qualifications include:

- Net-positive home that produces more energy than it uses with a 12.43 kW roof PV array

- Indoor airPLUS certified
- 100% stormwater infiltrated on site
- 20% water-use reduction using all WaterSense-certified fixtures
- 21% of the lot was granted in perpetuity to Whatcom County as conservation easement

Set on 4.93 acres among Washington's coastal wetland plains, this 2,538 square foot home in Everson, WA recognizes the importance of conserving wetland habitats and the wildlife it supports.

More information on the 20,000th certification project visit builtgreen.net

ABOUT BUILT GREEN

Built Green is a holistic green home certification program of the Master Builders Association of King and Snohomish Counties, established

in partnership with King and Snohomish counties in 1999. In addition to certifying green homes, remodels, multifamily buildings, and communities, Built Green hosts a membership network of companies and individuals involved in the green building industry, conducts research, and markets the social and environmental benefits of green building. The program's mission is to serve as the driving force for environmentally sound design, construction, and development practices in the state of Washington's cities and communities. Since its inception, Built Green has certified more than 36,000 housing units and 20,000 buildings. The program has partnered with local governments and utilities to create green building incentive programs, which have helped spur uptake in the region. 🌿

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Irrigation

The Irrigation Association offers a number of certification programs for professionals specializing in turf, landscape and golf irrigation:

- **Certified irrigation technicians** are entry-level technicians who install, maintain and repair irrigation systems.
- **Certified landscape irrigation auditors** gather irrigation water-use data and test landscape irrigation systems.
- **Certified golf irrigation auditors** gather irrigation water-use data and test golf irrigation systems.
- **Certified irrigation contractors** are experienced business owners who execute irrigation projects to install, maintain and repair irrigation systems.
- **Certified irrigation designers** establish specifications and design drawings for landscape irrigation projects. The IA certifies irrigation designers in two landscape specialties: golf course and residential/commercial irrigation.
- **Certified landscape water managers** evaluate, operate, manage and improve landscape irrigation systems to achieve the highest possible level of water conservation.

Certified irrigation contractors, designers with a landscape and turf irrigation specialty, or golf and landscape irrigation auditors qualify for the EPA WaterSense program. 



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 **Irrigation**
ASSOCIATION

NEW PRODUCT UPDATES

■ Bobcat Company brings tough to turf with new zero-turn mowers *Five new mower platforms feature key innovations to help customers enhance their productivity and profitability*

WEST FARGO, N.D. – September 8, 2020 As the global leader in compact equipment, Bobcat Company has built its reputation on performance, versatility and toughness. Now, it's bringing the same legacy to the turf market with the all-new lineup of Bobcat® zero-turn mowers.



With an extensive 21-machine lineup that includes both zero-turn (ZT) sit-on and zero-turn stand-on mowers (ZS), Bobcat mowers are built to give both commercial and residential customers a professional edge to help them work harder. The addition of mowers allows Bobcat to expand upon its established presence in the landscape industry and capture additional opportunities in the turf and lawncare markets. The new zero-turn mowers join compact track loaders, compact excavators, skid-steer loaders, compact tractors, utility products, small articulated loaders and mini track loaders in the bundle of Bobcat products focused on helping customers accomplish more in landscaping, grounds maintenance and turf applications.

“We have an opportunity to bring high-performance, high-quality equipment that Bobcat is known for to the world of turf with zero-turn mowers,” said Ron Scheffler, senior product manager, Bobcat Company. “Our customers in commercial landscaping already know Bobcat equipment, now they can round out their fleet with Bobcat zero-turn mowers. And because we know that residential turf customers are just as enthusiastic, introducing mowers is an opportunity to welcome a new audience.”

Bobcat zero-turn mowers will be manufactured in Johnson Creek, Wisconsin. They will be distributed through select Bobcat dealerships in the U.S. and parts of Canada.

Zero-Turn Mower Models

Bobcat offers an extensive lineup of zero-turn mowers to best meet residential and commercial customer needs. Models vary in engine, horsepower, deck width, and fuel capacity. To determine which models offer the best performance for the application, refer to each machine's corresponding model number as shown below:

- ZT2000
- ZT3000
- ZT3500
- ZS4000
- ZT6000
- ZT6100
- ZT7000

Key Features and Benefits

The new zero-turn mowers are packed with innovative elements that help give customers a professional edge,

with solid engineering to last longer and work harder.

Quality of Cut

From its tough and expertly-designed mower decks to its even clipping dispersal and remarkable deck cleanliness, the new zero-turn mowers are engineered with the final results in mind.

Optimum Mowing with the Bullnose AirFX Cutting System

Available on the new ZS4000 through ZT7000 zero-turn mowers is the AirFX™ cutting system, designed to help customers deliver a cut above the rest. Its deep profile and bullnose design lift the grass to the blade, and it creates a powerful vacuum for a razor-sharp, uniform cut and pristine finish.

High-Performance Engine

Whether customers are working in residential or commercial applications, the engine provides major strength for professional mowing operations. The new Bobcat zero-turn mowers come with a powerful, high performance Kawasaki® or Briggs & Stratton Vanguard® engine.

Heavy-Duty Hydro-Gear Transmission

With the heavy-duty Hydro-Gear® transmission, customers can take on the most challenging turf conditions. The transmission features hydrostatic transaxles to quickly and efficiently power through the most challenging turf conditions. The pump and motor are housed together in a single sealed housing for better durability and reduced maintenance.

High Capacity Fuel Tanks

Fewer refills on the job means more productive mowing for customers. The residential zero-turn models – ZT2000 and ZT3000 – have a rugged, roto-molded and impact-resistant fuel tank which holds up to 3.8 gallons. Customers will also appreciate rugged, roto-molded dual fuel tanks on the commercial models – ZT3500 through ZT7000 – which hold up to 15 gallons.

Ergonomic, Comfortable Design

New zero-turn mowers are equipped with an ergonomic design and placement of controls, pedals and gauges to ensure operation is easy and intuitive. On the right-hand side, customers can find the “comfort command center” as well as a high-back suspension seat, almond-shaped handles, anti-vibration footplate and smooth, responsive controls that provide intuitive operation.

A swing-away bumper also gives operators fast access to internal components, so tune-ups are more efficient. There’s also an additional hitch system.

Warranty Options

Bobcat machines are known for their durability, but warranty options provide even more protection. The new zero-turn mowers come with industry-leading 36-month warranty that covers everything – bumper to bumper – for up to 2000 hours. With the Bobcat Protection Plus® Extended Warranty, customers can get extended warranty options up to 60 months or up to 2,500 hours.

Parts and Accessories

Whether customers are working on a residential or commercial property, Bobcat zero-turn mowers can be equipped with high quality parts and accessories that fit the job.

- Mulching Baffle Kit *
- ECO Plate
- Grass Catcher: Poly-Dump, 3.75 or 5.0 bushel*

- Weight Kit*
- BOSS-Vac™ Pro 12-bushel Collection System*
- BOSS- Vac™ 8-bushel Collection System*
- Deck Striping Kit*
- ZT Hitch Kit*
- No-Flat Caster Wheel Options*
- Magnetic Light Kit, 12V
- Light Kit, Footplate*
- ROPS Kit
- Canopy Kit

* Parts and accessories available on select models.

ABOUT BOBCAT COMPANY

Bobcat Company is a worldwide leader in the manufacturing and distribution of compact equipment.

Headquartered in West Fargo, North Dakota, Bobcat offers a complete line of compact equipment including: skid-steer, all-wheel steer, mini track and compact track loaders; excavators; VersaHANDLER® telescopic tool carriers; utility vehicles; Toolcat™ utility work machines; compact tractors; small articulated loaders; zero-turn mowers; attachments and implements. As a global brand with a worldwide network of dealers and distributors, Bobcat is the industry’s original innovator, beginning in 1958 with the first compact machine and predecessor to the skid-steer loader. Bobcat continues to lead the industry by offering quality product solutions and technologies to empower people to accomplish more. For more information, visit *Bobcat.com*.

continued on page 22

.....Testimonial.....

What is the value of WALP Membership?

Through my active participation in WALP I have met and created mutually beneficial relationships with other landscape contractors in my area. Being able to talk about my issues growing my business with other business owners who are going through the same thing, or have already found solutions they are happy to share, is priceless. I save so much time by networking and not having to recreate the wheel. That is the single greatest benefit of trade associations. For example, when I was looking into implementing a new software program, LMN, I was able to talk about it with Tim Buiten of Tim’s Complete Landscape who has already been using it for a few years. He shared how he organized his chart of accounts, and I was also able to have my maintenance manager call his maintenance manager so they could discuss how to best use the program to maximize efficiency of our maintenance routes.

*Will Anstey
Owner & General Manager
Devonshire Landscapes INC
LIC & Eco-Pro certified*

■ New John Deere Smart Connector Establishes Direct Connection Between Tractor and Smartphone

- The John Deere Smart Connector for Compact Utility Tractors transfers information from your tractor to your smartphone via a Bluetooth® connection
- The TractorPlus App uses data from the Smart Connector to recommend service intervals, view diagnostic codes and access maintenance information
- New solution provides an extended dashboard to your tractor by displaying real-time machine and job information, and coverage mapping via your smartphone's location tracking system

Cary, N.C. (Aug. 24, 2020) – Tractor maintenance is simplified through the new John Deere Smart Connector and TractorPlus™ App for Compact Utility Tractors. The Smart Connector establishes a connection between your tractor and your smartphone via Bluetooth® technology for easy access to tractor information, like service intervals, diagnostic codes, fuel level, engine hours and maintenance information.

The TractorPlus App provides owners with convenient access to key parts of their operator's manual,

parts diagrams, and parts ordering directly from the John Deere Store or their preferred dealer. Owners can also keep track of maintenance and service intervals for optimal machine performance and see diagnostic codes in an easy-to-read list.

In addition to providing valuable tractor information, the app also provides coverage mapping via your smartphone's location tracking system for reduced overlap while mowing, plowing or spraying. In conjunction with the Smart Connector, the app can also function as an extended dashboard to your tractor by displaying real-time machine and job information.

Owners can also use the TractorPlus App to access a library of helpful how-to videos from the Frontier™ Tips Notebook for step-by-step information on topics like machine maintenance, property projects and more.

"With the new Smart Connector and TractorPlus App, compact tractor owners have easy access to a wide range of information, like service intervals, diagnostic codes and maintenance information," said John Doyle, John Deere product marketing manager. "The TractorPlus App also provides coverage mapping and easy access to



operator's manuals, parts diagrams and parts ordering all through your phone."

The John Deere Smart Connector is easy to install by simply plugging it into the Service Advisor Port on your compact utility tractor. The entire process takes just a few minutes to complete and requires no tools for installation.

The new Smart Connectors are compatible with most 2-Series, 3-Series, and 4-Series John Deere CUT models, and can be purchased through your local John Deere dealer, or the John Deere Store.

To download the free TractorPlus app, visit the iTunes App Store or Google Play.

For more information about Compact Utility Tractor products, please visit the John Deere website.

About John Deere

Deere & Company (www.JohnDeere.com) is a world leader in providing advanced products, technology and services for customers whose work is revolutionizing agriculture and construction — those who cultivate, harvest, transform, enrich and build upon the land to meet the world's increasing need for food, fuel, shelter and infrastructure.



■ Pro-Spray® PRS Spray Sprinklers Meet New State Mandates for Pressure Regulation

SAN MARCOS, Calif. – July 28, 2020

Across the nation, state legislatures and regulatory agencies are increasingly mandating the use of pressure-regulated irrigation products to maximize water-use efficiency.



To meet these stringent new requirements for water conservation, irrigation product manufacturer Hunter Industries offers a full suite of pressure-regulated Pro-Spray spray bodies — the first in the industry to be WaterSense Certified by the U.S. Environmental Protection Agency.

Several states have introduced pressure regulation requirements for irrigation spray bodies offered for sale that comply with the water efficiency and performance criteria of the EPA WaterSense Specification for Spray Sprinkler Bodies:

- Vermont: Sold on or after July 1, 2020
- California: Manufactured on or after October 1, 2020
- Colorado: Sold on or after January 1, 2021
- Hawaii: Sold on or after January 1, 2021
- Maine: Sold on or after January 1, 2021
- Washington: Manufactured on or after January 1, 2021

To help comply with these mandates, innovative Pro-Spray PRS30 and PRS40 spray bodies from Hunter Industries have built-in pressure regulation technology that saves up to

30% more water compared to systems without pressure regulation. Brown and gray caps make the products quick and easy to identify for compliance.

Pressure-regulated Pro-Spray PRS30 and PRS40 spray sprinklers provide a range of benefits, including the same body across all models for easy retrofits, a co-molded wiper seal for leak-free operation even with a loose cap, and the optional FloGuard feature for additional water savings in the event of a missing nozzle.

“We are all responsible for using water efficiently while supporting the development of green infrastructure. We’re proud to provide the most advanced and comprehensive water-saving solutions in the landscape irrigation industry.”

—Kelsey Jacquard,
Senior Product Manager



The complete offering of Hunter Pro-Spray PRS spray sprinklers is available on the EPA WaterSense website and hunterindustries.com.

About Hunter Industries

Hunter Industries is a global manufacturer of products for the irrigation, outdoor lighting, dispensing technology, and custom manufacturing sectors. Founded in 1981, the family-owned company offers thousands of products, including a complete spectrum of water-efficient solutions for residential, commercial, agricultural, and golf course irrigation systems. Hunter’s core mission will always remain the same: to produce innovative products of the highest quality and back them with unwavering customer support. 🌿





NALP Innovation & Technology Forum November 18, 2020

The NALP Innovation and Technology Forum will take place on November 18, 2020. This virtual event will offer seven hours of education and networking, with sessions that highlight how landscape and lawn care businesses are using technology to streamline systems, improve productivity, and transform operations.



The keynote speaker is Josh Linkner, is a tech entrepreneur and New York Times best-selling author who will share strategies to use an innovation mindset to boost growth.

The fee is \$199 for NALP members, and \$299 for non-members. The educational content, which is approved for Landscape Industry Certified CEU's at 1 per hour of instruction, will be available on demand for a full year following the event.

For more information, please visit
<http://www.landscapeprofessionals.org/innovation>



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