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Offshoot

The Official Publication of the California Landscape Contractors Association San Diego Chapter

www.clcasandiego.org

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President's Message

Willie Valdez



The CLCA SD team did one heck of a job combining the 2021 Kickoff event with the 2020 Beautification Awards this past February. Although unable to meet live and onsite, that deterred no one from making the outcome positively smashing!

Creative efforts brought chapter members together with the aptly named Second Chance Beer Company providing a virtual beer and seltzer tasting. The event was organized by the hard-working committee of Janet Pozzuoli-Vallin, Bronwyn Miller, Melissa Tetzlaff, and Amy Conrad. Thanks to their efforts, CLCA was able to present an incredible mix of fun and inspiration. The landscape photos showcased during the awards were both inspirational and aspirational to landscape contractors. The owners of Second Chance, Virginia and Marty, both enjoyed the photos so much that they offered to pay any member contractor in barrels of suds of their choice to renovate the landscape on their home.

If you have not been attending these virtual events, you're simply missing all the fun and camaraderie to be had. Beyond enjoying each other's company in a totally relaxed environment, everyone attending was in awe of the jaw-dropping entries.

Personally, I thought it was exhilarating to see the professional craftsmanship and creative landscape work our industry puts forth. It left me inspired and thinking about how much room we still have to grow! Are there really any limits or boundaries to the work performed and projects yet to be built? Dean Martin may have sung "Ain't That a Kick in the Head" – but our entries were even better. If you are running any size company and not entering into our annual awards competition, you're absolutely missing the best marketing and low-cost promotional opportunity available. With public recognition and top awards to hang on your walls, the pathway to premium markets and opportunities are unlocked, and to me that's as green as it gets.

Entry forms for our 2021 Beautification Awards competition are online now. Find them on our website at www.clcasandiego.org. Complete and turn them in by the deadline of May 21. Judging will take place in person, June 7-11. Winners will be announced at our awards banquet on September 11, 2021 at RB Winery.

Congratulations currently going out to CLCA San Diego Chapter members:

Tom Heaviland- 2020 CLCA Lifetime Member award recipient

Bronwyn Miller- 2020 CLCA Associate Member of the Year award recipient

Last, but not least, remember we also have our best ever golf tournament scheduled for Friday, May 14. Sponsorship opportunities are still available! Come, network, and participate in the fun.

The best is yet to come, Willie.

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Attend this one-hour FREE seminar to discover innovative design techniques, explore next level lighting control, and understand lighting for the modern lifestyle. Earn one CEU for your APLD and QWEL certifications too!

Led by David Oborn, Specification Manager for FX Luminaire, this class will allow you to look at low voltage lighting in a whole new way. From ordinary to extraordinary ways of creating beautiful landscapes after dark.

Following David's presentation, Rubi Baricuatro, Recycling Specialist II with the City of San Diego, will detail new recycling requirements that went into effect April 1. Landscape contractors should attend to learn about the new recycling and organic waste recycling rules that include yard waste collection (grass, leaves, branches, plant trimmings) on properties.

About David Oborn

David has been in the landscape industry for the last 30 plus years and has spent 25 of those years focused on landscape lighting. His roles have ranged from construction supervisor of a landscape architectural firm to installing contractor in the field. For the past 12 years he has excelled in the role of Specification Manager for FX Luminaire assisting contractors and designers with the installation and design of world class low voltage lighting systems.



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Coming Events

Mark your calendar!

May 11

San Diego Chapter General Meeting. All welcome. Due to health guidelines, this will be a virtual meeting. To attend, email amy@conradpr.com for the Zoom link.

May 13

San Diego Chapter Educational Seminar, 2 p.m. Topic: Lighting Implementation in Landscape Design. Earn one CEU for your APLD and QWEL certifications! All welcome at this FREE event. Discover innovative design techniques, explore next level lighting control, and understand lighting for the modern lifestyle. Due to health guidelines, this will be a virtual seminar.

May 14

San Diego Chapter Golf Tournament.
Rancho Bernardo Inn: 17550 Bernardo Oaks Dr., San Diego.
Register online at our website www.clcasandiego.org.

May 21

San Diego Chapter Awards Entries Due.
Judging will take place June 7-11, 2021. Awards will be presented on September 11, 2021 at RB Winery. Entry forms available online at www.clcasandiego.org.

June 8

San Diego Chapter General Meeting. All welcome. Due to health guidelines, this will be a virtual meeting. To attend, email amy@conradpr.com for the Zoom link.

August 10

San Diego Chapter General Meeting. All welcome. Due to health guidelines, this will be a virtual meeting. To attend, email amy@conradpr.com for the Zoom link.

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5 Rules For A Successful Water Audit

By Richard Restuccia, JAIN Irrigation

Using water efficiently is not just good for the environment, it's a good business strategy. And a successful water audit is the place to start.

Reducing your water use can save you money on your water, energy bills, and cut landscape maintenance costs. Every property is different, but a water audit is one of the best places to learn about your water use.

Water audits provide a way to identify ways to increase water use efficiency. The results help prioritize steps to implement cost-effective water-saving measures. Conducting a water audit can help you save money by reducing your water bill and sewer bill. It is possible to cut your water usage by as much as 50 percent by implementing simple conservation measures and without drastically changing the way you water. A water audit provides a baseline to measure against your property for years to come so you can have meaningful conversations about water management.



Here are five rules to consider for a successful water audit.

1. Ensure the proper functioning of the existing irrigation infrastructure.

Understanding what you have to start with is key to the potential changes you will make and the return on investment of those changes. Many systems need improvement upon

while others take a complete retrofit. An initial review of the system should include controller type and name, issues with the controller, number of stations in use, the total number of stations, year of manufacture, and a photo for reference. A mainline static pressure reading should be taken at this time too, and all stations should be surveyed with a wet check.

2. Identify water-efficient components.

Identify each zone on a map and inventory irrigation components. Note what types of plants you are watering. This is valuable for later recommendations. For example,

Continued on next page...

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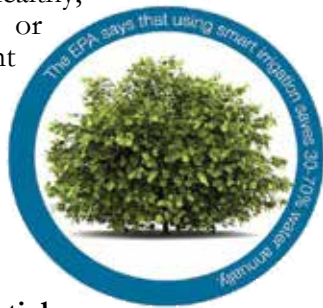
5 Rules For A Successful Water Audit

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when you find you are watering seasonal color with spray heads. This provides two opportunities to save. Annual color can change to perennials, and spray heads can be changed to drip irrigation. Also, note soil types and highlight changes in soil type.

3. Assess landscape health.

A proper water audit assesses landscape health. Is the overall landscape lush, healthy, wilting, stressed, spotted, or dead? Is there sufficient mulch? How is the general landscape maintenance? How much of the landscape is low/medium/high water use? Photos are an excellent tool here.



4. Verify water savings potential.

Review past water bills and compare them to water use if you were watering to meet the plants' water requirements. This is the best indication of overwatering and provides the estimates for how fast your improved irrigation system will pay for itself.

5. Provide a water audit report with photo documentation, GPS telematics, and geotagging.

The final report sums up potential savings. It prioritizes what changes offer the best results, and it provides a path to water savings. An audit provides crucial insights into landscaping operations where previous property owners had to rely on best guesses and manual processes. These audit reports deliver actionable data to realize immediate bottom-line cost savings and recommendations for sustainable savings in the future.

A water audit should be fully customizable and help companies digitally centralizing the management of operational costs and controls outside the building. It is also a measurement tool for determining the performance of the landscape maintenance. It ensures the success of a water management retrofit because it gives a baseline to measure progress and should be the first step you take on your water management journey.

With advocacy, action on upcoming events, and a Company/HR information portal, CLCA is taking action to help you survive the coronavirus pandemic. Visit www.clca.org/covid for the most up-to-date information.

Advocacy is the Cornerstone of CLCA's History

California landscape contractors first banded together to protect the scope of work and activities that could be performed by those contractors with a C-27 license from the Contractor's State Licensing Board (CSLB). Out of that work, CLCA was born. Since that time, we have defeated countless hostile proposals and led many successful efforts to pass beneficial laws that protect the C-27 license and create new tools to combat unlicensed contracting. Expanding the scope and value of the C-27 license is an area where CLCA lobbying has had particular success over the years.

Fighting the Underground Economy

CLCA continuously advocates to the Legislature, the CSLB, and other state agencies to more aggressively combat unfair competition by increasing penalties for unlicensed contracting (aka the underground economy) and improving enforcement of current licensing laws. Unlicensed contractors hurt everyone: consumers, the economy, and even the people who work on their crews.

Protecting Landscape Contractors

CLCA has led numerous coalitions to kill harmful legislation. In 2017, CLCA defeated a legislative proposal that would increase the minimum value of a project requiring a licensed landscape contractor from the current threshold of \$500 to a new threshold of \$25,000.

CLCA has opposed extending the sales tax to services, shifting the burden of the personal property tax on heavy construction equipment from owners to renters, and imposing liens on the owners of real property if employees of a landscaping, janitorial, or security service business who had done work on the property subsequently alleged that they were unpaid or underpaid.

Advocating for Our Natural Resources

Shaping water conservation laws and regulations has also been a top CLCA priority. CLCA worked closely with the Department of Water Resources, the California Urban Water Conservation Council, and other entities in updating the Model Water Efficient Landscape Ordinance.

CLCA has actively supported bills to expand the use of recycled water, promote better landscape water management through water budgeting and conservation pricing, and provide that rebates received by property owners for replacing turf with more water efficient landscaping plants are not taxed as income by the state.

Hazardous Treated Wood Waste...What to Do?

Hint: Request a hazardous waste disposal variance.

As of April 2021, there are very few options for the disposal of hazardous treated wood waste in California. Furthermore, the limited options that do exist involve managing the treated wood waste as a fully regulated hazardous waste, which is procedurally more difficult and costly. For many generators, temporarily accumulating the treated wood waste is an available option that should be considered.



Depending on the manufacturing process and age, treated wood may contain a variety of toxic substances, including arsenic, chromium, copper, pentachlorophenol, and creosote.

The state agency responsible for protecting California's people and environment from toxic substances say they understand that "the change in status of treated wood waste and the sunset of the Alternative Management Standards has been disruptive and has caused frustration to many."

"The DTSC (California Department of Toxic Substance Control) is aware of the urgency in resolving this problem and we are actively working on the variance application process."

Used in fence posts, sill plates, landscape timbers, pilings, guardrails, and decking, treated wood must now be disposed of in class 1 hazardous waste landfills, following the expiration of a law authorizing less onerous waste management standards.

After December 31, 2020, all treated wood waste "that exhibits the hazardous waste characteristic of toxicity will be a fully regulated hazardous waste and will no longer be eligible for disposal in Class II or Class III landfills," a fact sheet from

the California Department of Toxic Substance Control says.

Fortunately, on February 16 the department started accepting requests for variances that allow the disposal of treated wood waste under the less onerous expired standards.

As of April 9, the Department of Toxic Substances Control started to issue hazardous waste disposal variances for haulers, handlers, and landfills for treated wood waste. There is a bit of lag time, it seems, from when the variance is approved and when it makes the following lists:

- TWW Handlers with DTSC Variance
- TWW Disposal Sites with DTSC Variance
- TWW Handler Transporters with DTSC Variance

Depending on the manufacturing process and age, treated wood may contain a variety of toxic substances, including arsenic, chromium, copper, pentachlorophenol, and creosote. In a 2019 report to the Legislature, however, the department notes that

not all wood that is treated with a preservative is a potential hazardous waste.

CLCA recommendations include:

- For the time being, don't panic – and keep an eye out for updates from CLCA on this important matter.

- Carefully review the California Department of Toxic Substance Control's Treated Wood Waste fact sheet, paying particular attention to the section detailing how treated wood waste must be managed in accordance with full hazardous waste management standards.

- Ascertain the cost of obtaining a disposal variance and determine if a variance request is the best course of action for your company.

- Consider storing treated wood waste for 90 days in the hopes that a legislative solution is forthcoming.

CLCA will continue to monitor the proposed legislation.

This article was originally published on CLCA's website at www.clca.org.

San Diego Chapter Member Milestones

Congratulations to the following companies for reaching membership milestones this month.

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Sarita Landscape Design

3 Year Member

North County Supply

2 Year Member

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Stay Ahead of Outdoor Living Supply Chain Disruptions

By Roger Ramsey, Ewing Irrigation & Landscape Supply

It's safe to say that 2020 was full of surprises. Companies everywhere simply did not know how the pandemic would affect their business. As it turns out, the green industry was considered essential, and business stayed steady with demand growth in many sectors, mainly due to the large shift toward working at home.

The industry also got a boost as discretionary spending transitioned away from normal activities such as dining out, concerts, sporting events and vacations, over to home improvement. The "cocooning effect" helped the green industry grow in 2020, with outdoor living investments topping the list of spending.

However, supply chain disruption was a large obstacle in 2020. Limited product availability and increasing lead times were common for most products regardless of category. Consumer demand outpaced domestically available inventory, driving costs higher and making lead times longer.

As we head into the busy spring season, we will not have the luxury of an already full supply chain to lean on. Any and all disruptions are now negatively impacting businesses up and down the supply chain. Here are five strategic tips to help you stay ahead of supply chain issues in 2021.

Exercise Product Discipline

One of the best ways to manage supply chain disruption is to work closely with your supplier and try to use core products on your projects. By designing high velocity, deeply stocked products into your installs, you ensure a much better fill rate on all material needs.

Even if your local branch location is out of this type of product, there is a much better chance there is depth of stock within the company, if not locally available then already on order in larger quantities. When you deviate from core products into boutique colors, styles, or one-off options, availability typically suffers and lead times increase.

Leading your clients down the most convenient and available path serves everyone in the long run. Working closely with your distributor of choice will go a long way toward understanding lead times and setting client expectations in this more volatile supply chain environment.

Incorporate Design Flexibility

Basically, have a back-up plan. Availability disruption will continue throughout this year, so make sure you have an alternate in mind for each part of your project. Many times, client expectations are more dependent on timeframes than product selection, so make sure you fully understand your customer expectations and have a contingency plan should delays occur.

Continued on next page...

~KURAPIA~

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Stay Ahead of Outdoor Living Supply Chain Disruptions

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Your distributor partner should be able to help you with current expected lead times. By being flexible and proactively communicating up and down the supply chain, a volatile market climate can work in your favor, differentiating you as a professional against your competitors.

Plan Ahead of Need

Given longer lead times on all products, it is imperative that you stay ahead of project needs. Nothing is worse than delaying the completion of a project due to lack of material.

In much of 2020, containers out of Long Beach, CA, typically took a week to 10 days to reach rail for transport, and current estimates are 30-45 days. This affects not only finished import goods but also parts and materials used to manufacture goods domestically. Businesses everywhere are investing in inventory earlier and deeper than normal in an effort to insulate their supply chains.

Early, proactive communication of project-based needs will make for a much smoother installation schedule. Ask questions about project-based lead times prior to making commitments to your clients. Decision making based on realistic timelines will make customer satisfaction much easier.

Buy Early for Upcoming Projects

Along with increasing material costs, supply chain is experiencing equipment and labor shortages as well. Petroleum costs are increasing rapidly, and there is a shortage of containers and vehicles to move product to the point of distribution. For every 8- LTL orders, there is only one available truck or driver.

Manufacturers typically try to avoid mid-year price increases, but that is exactly what we are anticipating in 2021. When manufacturing and fuel costs are up, along with freight being at a premium, all goods, regardless of category or services, will cost more. Buying early,

prior to cost increases, can offset future costs or capital investment in many cases, saving you money and assuring you have what you need when you need it.

Increase Product Expansion

One of the best ways to increase profitability within your business is to diversify your service offering with your current clients. Adding new products and services to your business not only enhances your earning potential but can be served as new products and services when offered to clients you worked with in the past.

Adding landscape lighting, bistro lighting, water features, outdoor sound, and other “layers” of lifestyle enhancement can make you more profitable on every project. There’s also the benefit of not leaving your client wanting for something you could have offered them.

Offering a diversified product and service portfolio also allows you to maximize your time. Installing an incredible outdoor sound system can buy you time while you wait for the landscape lighting or water feature materials to come in, all without causing a visible disruption felt by the client.

Incorporating holiday lighting services can provide your company much needed off-season revenue, as well as help to retain your employee base year-round. In turn, this protects your investment in employee training and maximizes your ability to maintain face time with your clients, helping your business grow year over year.

The outdoor living consumer market is strong as people continue to invest in their outdoor spaces, and this trend should persist throughout 2021. By applying these five strategies, you can help offset disruptions that you might experience in the supply chain this year.

This article originally ran on Ewing Irrigation and Landscape Supply's blog at www.ewingirrigation.com/news.



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