

DECEMBER 2022

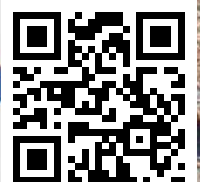
Offshoot

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

www.clcasandiego.org

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Ian Campbell

President's Message

Happy holidays to you all! I hope you have faired well throughout the year and made it a point to come to a CLCA networking or educational event. If you have been a member for a while but haven't been active for some time, I highly recommend you attend an event. Reconnect with the chapter and see what we're up to; I think you'll be pleasantly surprised with the caliber of events your local chapter is hosting!

My time as your Chapter President is coming to a close. In 2023, I will be transitioning to the state board to serve as Chapter Presidents Council Co-Chair (South). I would be remiss to leave without thanking the 2022 board. Their support made this year incredibly easy for me. The professionalism and dedication demonstrated by each one of them throughout the year exceeded all expectations and made me proud to be a part of the team! Thank you: Willie Valdez, Mike Madewell, Janet Pozzuoli-Vallin, Marybeth MacNaughton, Mike Seymour, Joseph McClung, Danny Smith, Melissa Tetzlaff, and Bronwyn Miller! You are all amazing people and I deeply appreciate your time and support. Without you, none of this is possible!

As we close out 2022, there are some areas of concern for us in the green industry. First, the economy is showing telltale signs we are heading into a recession. Do not wait for it to get here! Start looking at your costs now, control what you can... while you can. The current situation is likely to get worse. The more we prepare for the possibility, the better we can all navigate it. Second, labor costs and lack of qualified labor continue to plague our industry. We are all having trouble finding qualified people that are affordable. There are a lot of contributing

factors that got us here, but the recession could possibly bring some balance back to the equation. As it presently sits with our industry rates, it simply isn't sustainable. Third, we are still experiencing drought conditions throughout most of California and the prospects of a "wet" winter don't look good. Water management will continue to grow in importance throughout our industry.

As an association, CLCA will continue to face challenges in 2023. The biggest issue is our declining membership, which is causing us to operate in the red... year after year. As business owners and managers, we all know this isn't sustainable. There are several contributing factors to our declining numbers – one of the largest being acquisitions of companies by large corporations resulting in reduced individual representation. In my opinion, it goes beyond that though. We are not attracting enough new, young members to replace the members that are retiring or passing away. Our association is literally dying! If we hope to see this organization in existence beyond the limits of time in our careers, something must be done now to turn the tide. I encourage you to stay involved, ask questions, and demand change! This is the message I will be delivering to our state board as CPC Co-Chair (South). If you have issues, ideas, or concerns, please let me know. I am the voice for all of you and I want to share your message!

Thank you to all who took the time to read this message and all my president's messages throughout my term. I've enjoyed sharing my thoughts with you, my colleagues in the industry.

Stay safe and profitable! ~Ian Campbell



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CLCA's mission is to serve and protect the interests of its members, promote professionalism, and advance public awareness of the landscape industry.

Learn more at www.clca.org

San Diego Chapter Member Milestones

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

11 Year Member A&C Landscaping	4 Year Member Rainbow Treecare Scientific Advncmnts
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2023 Annual Sponsorship Commitment Form

Annual Sponsorship Level		Platinum \$2,500	Gold \$1,850	Diamond \$1,300	Ruby \$350	Contractor \$750 Contractor Members Only!
Company Name and Logo in <i>Offshoot</i> , on Chapter Website and all General Meeting Emails with hot link	Priceless	Yes	Yes	Yes	Yes	Yes
Recognition at all Chapter Events on Sponsor Banner	Priceless	Yes	Yes	Yes	Yes	Yes
Sponsorship of Beautification Award Plaque	\$650	Yes	Yes	Yes	-	Yes**
Hole Sponsorship at Golf Tournament	\$225	Yes	-	-	-	-
Advertising Discount in <i>Offshoot</i> (cannot be used in conjunction with other discounts)	Dependent on Use	10%	5%	-	-	-
Golf Tournament Player(s)	\$185	4	2	1	-	1
Kick Off Dinner Ticket(s)	\$85	2	2	1	1	1
Beautification Awards Dinner Ticket(s)	\$150	2	2	2	-	2
Holiday Dinner Ticket(s)	\$105	4	2	1	1	1

**Contractor receives one entry into Beautification Awards competition in lieu of award plaque sponsorship.

Contact Bronwyn Miller at (949) 466-1222 with questions.

2023 CLCA San Diego Chapter Sponsor Form

1. Please complete and return this form by Jan. 14, 2023 with written sponsorship commitment to: CLCA San Diego, c/o Eyescapes, 16769 Bernardo Center Dr, Ste 242, San Diego, CA 92128
2. Please remit your check* made payable to CLCA San Diego Chapter by Jan. 31, 2023 or sooner to: CLCA San Diego, c/o Eyescapes, 16769 Bernardo Center Dr, Ste 242, San Diego, CA 92128

We MUST receive your commitment by January 14, 2023 to put your name on the sponsor banner.

The San Diego Chapter of the California Landscape Contractors Association has my support.
 For the 2023 calendar year, I/we are committing to be sponsors at the following level (please check one):

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Please email your digital logo to Bronwyn Miller at bronwyn@eyescales.net by Jan. 14!

Contact Bronwyn Miller at (949) 466-1222 with questions.

*If desired, payment may be divided into three equal payments due January 15, March 15, and May 31, 2023.

Coming Events

Mark your calendar!

January 10

San Diego Chapter General Meeting.

February 14

San Diego Chapter General Meeting.

February 23

San Diego Chapter Kickoff Mixer. 5 p.m.
Second Chance Beer Company, San Diego.
Registration opening in January.

March 14

San Diego Chapter General Meeting.

April 11

San Diego Chapter General Meeting.

May 9

San Diego Chapter General Meeting.

May 12

San Diego Chapter Golf Tournament, Twin Oaks.



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Richard Daigle, Educator, Thought Leader and Past CLCA IE Chapter President, Passes Away

We are saddened to announce that educator, innovator, past CLCA IE Chapter President, and founder of Irrigator Tech and the Green Industry Hall of Fame, Richard Daigle, 63, passed away on Friday, November 25, 2022, peacefully in his sleep at his Ontario home.

Daigle had been a contributing member to the Irrigation Industry for over 37 years and his background reflects a diverse amount of experience and education. It all started in 1977 while attending Glendora High and participating in the Landscape Department's ROP Program. Bit by the bug, he went on to own and operate a Landscape Maintenance and Nursery from 1977-1983 before branching out to start Basic Irrigation Parts, a company based on an idea that repair parts were a much-needed item in the landscape industry.

Basic Irrigation Parts went on to become a division of Precision Controls, which refurbished brass impact heads for Cal Trans and other government companies. In 1999, Richard acquired the Valcon Valve Company with the goal of restoring and manufacturing the prominent valve that has been used by Cal Trans, private universities, and amusement parks nationwide since 1942. Ten years after the acquisition, Champion Irrigation purchased Valcon and Richard continued to support the company



through Daigle & Associates, his sales firm that served the Irrigation Industry since 1988.

In 2001, Richard had a dream and a goal to start an educational school to teach basic irrigation concepts to all service providers and technicians in the field. It would be designed to give landscape contractors the opportunity to reach their career goals and had a mission statement of, "Raising the Professionalism in the Green Industry."

Starting out with basic certification courses, Irrigator Technical Training School taught beginning irrigation, implementing elementary techniques and practices and coupling hands-on instruction with classroom theory. Irrigator Tech has grown to offer a full range of classes with certification in areas that include Back Flow, Irrigation Auditor,

Irrigation Repair, Irrigation Installer and SmartWater. These classes are offered to cities, schools, government agencies, business owners, property managers, municipalities, and maintenance companies.

Richard served as president of CLCA's Inland Empire Chapter from 2008-2014 and served on CLCA's Education Committee at the state level for several years. He founded the Association of Latino Landscape Professionals in 2010, Landscape Certified Contractors Association in 2013, and co-founded the Green Industry Hall of Fame in 2005.

Daigle had been an educator at The Landscape Expo since 2011. This past November, he presented two sold out seminars at The Landscape Expo in Anaheim. Most recently he had developed a podcast through iHeart Radio called Irrigator Tech Talk which can still be heard at pod.co/irrigator-tech-talk.

The industry is deeply saddened by this loss. He leaves behind his daughter, Mckenna, three stepchildren: Megan, Grant, and Drew and his wife of over 25 years and business partner, Marcie Daigle.

There will be a celebration of life for Richard on January 14, 2023, at 2 p.m. at the Jurupa Mountain Discovery Center. All are welcome.

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Landscape Expo Draws CLCA SD Supporters to Anaheim, Nov. 16-17



FX Luminaire's New Fully Recessed Wall Lights Solve the Challenges of Lighting Narrow Spaces



Lighting narrow spaces requires a special type of fixture. Luckily, FX Luminaire has two!

Designed for sleek, seamless installation, the new RH Recessed Wall/Step Light and VK Vertical Recessed Wall Light provide modern solutions for hard-scape applications.

RH Recessed Wall/Step Light: This fixture can be installed low to the ground using a standardized single-gang junction box, making it perfect for horizontal spaces like steps, walkways, and walls. An IP66 rating ensures watertight performance, and the recessed design eases installation and prevents toe stubs. Provides 5' (1.5 m) on-center spacing with 4' (1.2 m) forward throw at 2" (50 mm) mounting height.

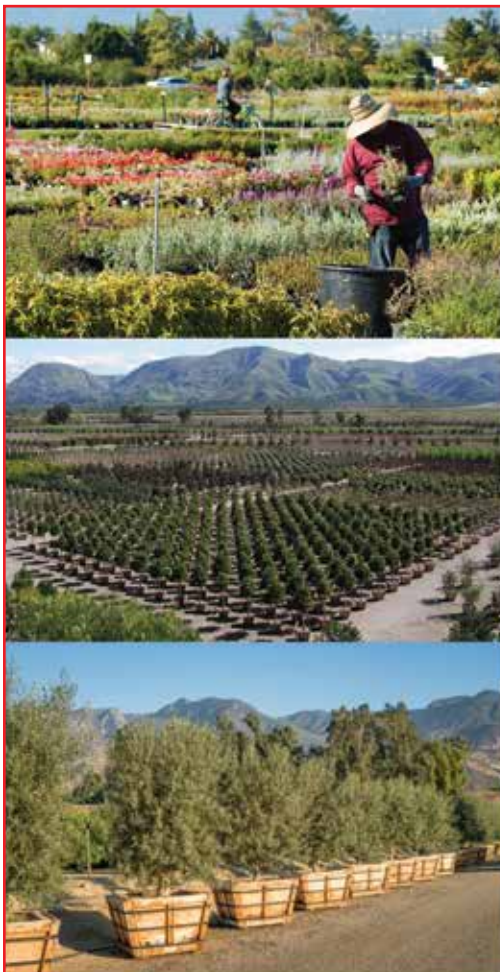
VK Vertical Recessed Wall Light: Designed for vertical applications such as columns, pergola posts, entryway walls, and stairwells, this fixture is ideal for low

mounting heights. It comes with a custom installation kit and is IP66 rated to ensure long-lasting operation in any weather condition. Provides 10' (3 m) on-center spacing with 8.5' (2.6 m) forward throw at 24" (610 mm) mounting height.

Both fixtures also offer these shared benefits:

- Baffled design softens the light output and minimizes reflective glare
- Engineered optics push light outward for easy navigation and increased safety
- A 1/8" (3 mm) flush mount, fully recessed design provides a clean, low-profile look
- ZDC compatibility maximizes lighting design flexibility with zoning, dimming, and color-changing capabilities

The RH and VK Wall/Step Lights are available now. Visit www.fxl.com for more information.




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New Law Will Require Contractors with No Workers to Carry Workers' Compensation Coverage

A new law will require almost all contractors in California to carry workers' compensation coverage, regardless of whether they have employees or not.

According to the author of the bill, State Senator Bill Dodd, D-Napa, the new law was necessary due to the tendency of some small contractors to claim they have no employees, when in fact they regularly hire day laborers or undocumented aliens.

Since a firm with only an owner and no employees is not required to carry workers' comp coverage, those workers would not be covered if they are injured on the job. As a result, the worker would have to pay out of pocket for medical care and would be out lost wages, which workers' compensation insurance would cover. Many, desperate for cash, end up suing the entity or individual who hired the contractor to achieve redress.

There is also a competition issue. Contractors who follow the law are often at a cost disadvantage when bidding against those that don't purchase workers' compensation coverage and use off-the-books labor. Currently, only roofers are required to carry workers' comp insurance even if they claim to have no employees.

Two-phase introduction

Governor Gavin Newsom in September signed into law SB 216, which was sponsored by the Contractors State License Board.

The law will take effect in two phases:

1. High-priority sectors first – Starting July 1, 2023, it will require the following contractors to carry workers' compensation coverage regardless of whether they have employees or not: • Concrete (C-8 license), • Heating and air conditioning (C-20), • Asbestos abatement contractors (C-22), and • Tree service contractors (D-49).
2. All sectors – Starting Jan. 1, 2026, it applies to all licensed contractors or applicants for licensure, regardless of classification, unless they are organized as a joint venture and file a certificate of exemption from workers' compensation.

The law requires the Contractors State License Board to suspend the license of any of the specified contractors if, between July 1, 2023 and Jan. 1, 2026, it finds a contractor had employees and did not have comp coverage.

Information in this article was provided by Heartland.



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San Diego Chapter Members & Friends Meet in Indian Wells



SD CHAPTER PRESIDENT *Ian Campbell* chats it up with past OC Chapter President *Ed Wallace* at the CLCA Convention held November 9-12 in Indian Wells.



TROPHY AWARDS is the topic of discussion between *Beth Burns*, *Steve Jacobs*, and *Bronwyn Miller*. All three were involved in this year's program. *Steve* served as a Trophy Awards judge, *Beth* was the event emcee, and *Bronwyn* produced the show.



2023 SD CHAPTER AM REP *Bradley Herzog* (right) and fellow Milwaukee Tool rep *Alec Viceconte* attend their first CLCA convention and make new green industry friends.



HUNTER INDUSTRIES reps *Mike Madewell* (center) and *Steve Veltri* (right) enjoy lively conversation with Site One Landscape Supply rep and friend, *Jaime Lopez*.



WELCOMING attendees to the SiteOne Showroom Premier & Happy Hour is 2023 state President, *Evan Moffitt*. This networking event followed a behind-the-scenes tour of the Living Desert Zoo and Garden.



CLCA INSURANCE SOLUTIONS reps *Pam Kinne* and *Debbie Abele* (right) share a laugh and some cocktails with Zone 24 Landscaping rep *Beth Burns* at the Happy Hour.



LANDSCAPE CONTRACTORS INSURANCE SERVICES reps *Kim* and *Mike Ayala* enjoy catching up with their CLCA friends at the Welcome Reception.



ASSOCIATE MEMBERS MEETING connects supplier members like *Kyle Hillendabl* with SPJ Lighting and *John Domenici* with Southland Sod so they can share ways CLCA can support them and vice versa.

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For CLCA's Annual Convention, November 9-12, 2022



NATURE DESIGNS reps Steve Jacobs and his wife Ann Chute-Jacobs are excited to attend the annual Trophy Awards.



GLAMOROUSLY DRESSED State President Megan Rios (right) is spotted looking fabulous at the Trophy Awards by CLCA Executive Director Sandra Giarde.



SD EDUCATION CHAIR Mike Madewell is joined at convention by his wife Dana. The annual event offers a great opportunity for members to reconnect with old friends, while also making new ones.



SOUTHLAND SOD reps John and Katbi Domenici attend convention to mingle with other people in the green industry.



GREETING ATTENDEES with smiles are CLCA Events Committee members Ana Cooper and Gordon Larson. The two, along with the rest of the committee, did a fantastic job organizing this year's event!



SOUTH COAST WHOLESALE reps Scott Coben and Brandi Duncan look forward to seeing amazing landscaping projects from all over California at the Trophy Awards.



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Thank you to the following Life Members for their continued support of the association.

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