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President’s Message

Hard to believe we are in March already. After having a slow start on the rain here in San Diego, we just got a late winter storm, which brought snow in the local mountains and another 2+ inches of rain, thankfully.

Meanwhile, this year’s events are in full swing. We just had our 2018 Kick-Off event at Cutwater Spirits, and we had a great turnout – lots of new and longtime members alike. Thank you to all the board members and all of the folks that helped out with the planning and follow up to make the evening turn out fantastic.

Here are the chapter events we are looking forward to and planning next:

• Our golf tournament will be on May 18 at the Rancho Bernardo Inn. This annual event is always a fun time!
• In June, we’re planning an educational event with keynote speakers Warren Gorowitz and Judy Guido. You’re not going to want to miss it!
• Last, but not least, we are also planning our annual Beautification Awards. Entry forms are available online with an entry deadline of April 27. Judging is set to take place June 4 – 8. Start thinking now about what projects you want to enter – the entry deadline is fast approaching. The awards banquet is set for Sept. 29 at the Bernardo Winery.

If you would like to help out with any of these events, please feel free to reach out to me or any of our board members. These events require a lot of work and we welcome the help.

In addition to our local events, the state is going to be having some educational events here in San Diego this summer – please be on the lookout for more information on these. Also, put on your calendars that this November the state convention will be here in San Diego at the Mission Bay Hilton. This will be an excellent opportunity for our members and prospective new members to take part in the convention. Have a great month. ~Rick
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Coming Events
Mark your calendar!

April 10
San Diego Chapter General Meeting. All welcome. 8:45 a.m. breakfast/networking, 9:15 a.m. meeting. Mimi’s Cafe, 10788 Westview Pkwy, San Diego.

April 13
Landscape Industry Certified Technician Written Test. Cuyamaca College, 1 p.m. Pre-register at www.clca.org/certification.

April 14

May 18
San Diego Chapter Golf Tournament. Rancho Bernardo Inn, 17550 Bernardo Oaks Dr., Rancho Bernardo.

June 4-8
Chapter Beautification Awards Judging. Entry forms available online at www.clcasandiego.org.

June 12
San Diego Chapter General Meeting. All welcome. 8:45 a.m. breakfast/networking, 9:15 a.m. meeting. Mimi’s Cafe, 10788 Westview Pkwy, San Diego.

August 14
San Diego Chapter General Meeting. All welcome. 8:45 a.m. breakfast/networking, 9:15 a.m. meeting. Mimi’s Cafe, 10788 Westview Pkwy, San Diego.

September 11
San Diego Chapter General Meeting. All welcome. 8:45 a.m. breakfast/networking, 9:15 a.m. meeting. Mimi’s Cafe, 10788 Westview Pkwy, San Diego.

September 29

ATTENTION: If you RSVP for an event and are unable to attend, you must cancel your reservation at least 24 hours prior to the event, or you will be invoiced for the reservation. All registrations are prepaid; there are no refunds if you don’t attend.
Users of Rain Bird controllers featuring the company’s LNK™ WiFi Module can now “talk” to their irrigation systems, thanks to Amazon’s popular voice-activated personal assistant, Alexa.

“Enabling Alexa opens up a whole new world for customers using our WiFi-enabled controllers,” said Nick Kelsch, senior product manager for Rain Bird controllers. “Now, homeowners can manage their irrigation systems with simple verbal commands. And with 130 commands available, Rain Bird is changing what you can ask of your irrigation controller.”

In the U.S. and Canada, Alexa commands can now be used with Rain Bird’s professional series controllers, the ESP-TM2 and ESP-Me, when outfitted with a LNK WiFi Module, as well as with ST8-WiFi controllers offered through retail channels. International availability is being planned for a future release.

After installing the free Rain Bird App on an Android or iOS smart phone or tablet, new users simply need to enable Amazon Alexa within the Rain Bird App settings, and log into their Amazon Alexa account to enable the new Rain Bird Skill. The Rain Bird App allows users to give watering programs and zones unique names of their own choosing. They can also request local weather forecasts and manage their rain sensor.

“Personalization is key for us, which is why we wanted to ensure that we can provide both custom program and zone names that mean something to our customers,” said Randy Montgomery, Rain Bird engineering manager. “Saying, ‘Ask Rain Bird to water the front yard’ is much more intuitive than saying, ‘Ask Rain Bird to water Zone 4.’”

With Alexa, help is also just a quick question away. Users can ask Alexa how to start managing their Rain Bird irrigation system, to list available commands, to list their property’s irrigation zones or watering schedules, to inquire on watering time remaining, or to ask about the status of current seasonal watering adjustments.

“Rain Bird’s WiFi controllers are backed by an extensive contractor network; easy-to-install, proven, high-quality hardware; and a simple, intuitive mobile app,” Kelsch said.

To learn more about Rain Bird’s complete line of irrigation system components, visit www.rainbird.com.
Commercial insurance companies must follow the rules set out in the insurance code regarding commercial insurance cancellation and non-renewal. There are separate insurance code sections covering cancellation and nonrenewal for workers compensation, auto, ocean marine, surplus line, reinsurance policies, and other commercial insurance lines; therefore, it may be a good idea to contact the California Department of Insurance (CDI) for a complete explanation if you run into any problems with cancellation or nonrenewal notice. If you are unclear as to your rights under the insurance code, then contact the CDI.

In Summary
Commercial insurance by its very nature is complex. However, it is possible with the assistance of a competent licensed broker-agent to steer clear of the pitfalls and make good decisions when purchasing insurance for your business. This article is meant to be a starting place for the small business owner investigating commercial insurance coverage. Throughout the article, general information has been given on the greatest areas of concern when dealing with commercial insurance. If you desire further clarification on any commercial insurance topic, then please contact the CDI.

How Can I Purchase Commercial Insurance?
One of the first steps in purchasing small business insurance is to contact a licensed insurance broker-agent who specializes in commercial coverages. Beginning a working relationship with a reliable, competent broker-agent can be as crucial to your business plan as getting professional advice from an accountant, banker, human resources analyst, payroll specialist, lawyer, or a trusted business mentor.

Business contacts that you have made are excellent referral sources for recommending a commercial lines broker-agent, especially if the contacts are in the same industry as your business or in a closely related industry. Professional broker-agent associations can assist you in your search for a licensed commercial insurance broker-agent. The Insurance Brokers and Agents of the West (IBA West) and the Western Insurance Agents Association (WIAA Group) are professional associations that can assist you in contacting a commercial insurance broker-agent in your local area. Also, looking through the local yellow pages under the insurance section can aid you in locating the phone numbers for those broker-agents specializing in commercial insurance.

This article, found on the California Department of Insurance website, was submitted by Pam Kinne with CLCA Insurance Solutions. For more information, call Pam at (714) 265-7977.
LEAF Scholarship Applications are Available Online!  
- Deadline to apply is April 13

The California Landscape Contractors Association (CLCA) is pleased to announce that the application for LEAF scholarships is now available online.

How many of your students struggle with funding their education? Every year, the number of students needing financial assistance grows.

LEAF is here to help!

Since 1972, CLCA’s Auxiliary has offered scholarships to college and university students majoring in landscape-related programs. In 1988, the Landscape Educational Advancement Foundation (LEAF) was formed to carry on the tradition of awarding financial aid to deserving students.

The largest struggle LEAF has is building awareness that scholarships are available. Any student attending an accredited California community college or state university majoring in a landscape-related program and taking a minimum of six units is eligible.

Please help us spread the word by letting students know of this scholarship opportunity! Deadline to apply is April 13, 2018.

Thank you for your help. Together we can help students get the funds they need to continue on with their education!

Students can apply online by visiting www.clca.org/clca/downloads/leafapp.pdf

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San Diego Chapter Member Milestones

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

- 22 Year Members
  - North County Yard Care Crop Production Srvcs.
- 21 Year Member
  - Columbine Landscape
- 18 Year Member
  - Barenbrug USA
- 15 Year Member
  - Elite Landscape Development
- 14 Year Member
  - Western Gardens Landscaping
- 10 Year Member
  - Watersedge Landscape
- 8 Year Member
  - PWLC I, Inc.
- 4 Year Member
  - Angel Perez, Student
- 3 Year Member
  - Conrad PR
- 2 Year Member
  - SRW Products
- 1 Year Members
  - Great Plains Industries
  - Gentile & Associates

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Connect, Learn, and Grow with CLCA!
The San Diego County Water Authority is seeking approximately 20 commercial-scale landscapes for participation in a program that has demonstrated significant outdoor water-use reductions through a combination of training, hardware upgrades and technical assistance valued at more than $15,000 per site.

Applicants have until March 31 to file statements of interest in the WaterSmart Landscape Efficiency Program, using the form at watersmartsd.org/watersmart-landscape-efficiency-program.

In two earlier iterations of the landscape efficiency program, water savings topped 30 percent, exceeding the target of 20 percent. Participating sites have included parks, apartments, schools and homeowner association common areas. Project sites are typically about four irrigated acres (though they are often part of a larger property), and they must be on dedicated potable water meters.

“We are looking for places to showcase significant water savings without compromising landscape quality by employing best practices for irrigation management and top-tier technology,” said Carlos Michelon, principal water resources specialist at the Water Authority. “This program is one of many ways the Water Authority continues to promote long-term water-use efficiency.”

The WaterSmart Landscape Efficiency Program requires joint participation by property owners and landscape maintenance contractors at each site. Landscape contractors receive training, assistance, and performance-based financial incentives for documented water savings. Site owners receive water-saving devices and the long-term benefits of lower water use. The program is funded mainly through a Proposition 84 Integrated Regional Water Management grant from the California Department of Water Resources.

Program benefits include leak detection and repair, irrigation system pressure regulation, improvements in distribution uniformity of irrigation water, and the installation of flow sensors and weather-based irrigation controllers. Each site is provided with a water management target that will be tracked for a year. Participants are responsible for hardware installation, landscape maintenance and other contract conditions.

From the pool of interested parties, the Water Authority will select those that best fit the program’s technical requirements and are most likely to meet the program’s demanding implementation schedule. Promising sites that aren’t selected for the program’s current round may be eligible for future rounds, depending on funding.

In addition to the WaterSmart Landscape Efficiency Program, the Water Authority offers free training to landscape professionals through the Qualified Water Efficient Landscaper program. That program, known as QWEL, provides 20 hours of training on the latest water-efficiency principles and the opportunity to earn a QWEL certificate. Information about QWEL can be found at qwel.watersmartsd.org.
San Diego Chapter Members Enjoy Drinks and Networking at

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25+ Year CLCA San Diego Chapter Members

Congratulations and thanks to the following Chapter Members for their continued support for over 25 years.

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- Gothic Landscape
- Green Horizons Ldscp. & Maint.
- Heaviland Enterprises
- Holmes Landscape Co.
- Horizon
- Hunter Industries/FX Luminaire
- HydroPlant Hydroseeding
- Hydrosprout
- Irritrol/Rain Master
- J.M.D. Landscape
- Jerrie Beard & Associates
- Kellogg Garden Products
- KRC Rock
- LaBahn’s Landscaping
- Landscape Contractors Ins. Serv.
- Lanskers Landscape Design
- Mark Schroeder & Co.
- Milfeld’s Nursery
- Nature Designs Landscaping
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