

# grow in winter

## 2009 LCA WINTER WORKSHOP

January 21, 2009 Pesticide Recertification Track  
January 22, 2009 Design and Management Tracks

January 28, 2009 Installation and Maintenance Tracks  
January 29, 2009 Spanish Track

*Flip brochure over to read about these tracks.*

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Turf Valley Resort & Conference Center  
Ellicott City, Maryland

**NEW Lower Pricing!**



# Welcome to the 2009 Winter Workshop

LANDSCAPE CONTRACTORS ASSOCIATION MD • DC • VA

## *grow this winter*

*Pesticide Recertification • Design • Management*

The Landscape Contractors Association MD • DC • VA 2009 Winter Workshop will be an educational experience you won't want to miss! Addressing the top Green Industry issues confronted by landscape professionals, attendees will come away with information and skills they can put to use everyday.

So plan to enhance your knowledge and grow your company this January. Attend the LCA 2009 Winter Workshop!

### **NOW ON TWO ADJACENT WEEKS**

**Pesticide Recertification Track**  
Wednesday, January 21, 2009

**Management and Design Tracks**  
Thursday, January 22, 2009

**Installation and Maintenance Tracks**  
Wednesday, January 28, 2009

**Spanish Track**  
Thursday, January 29, 2009

*Flip the brochure to read about the outstanding programs in these tracks!*

### **TWO FORMS TWO EARLY BIRD DATES!**

### **NEW LOWER FEES!**

This year, in consideration of these challenging times, we have lowered the prices for our member fees. In addition, we are offering volume discounts for all except the Pesticide Recertification Track, which LCA subsidizes. See page 9a for more detailed information.

### **WHO SHOULD ATTEND?**

The 2009 LCA Winter Workshop includes tracks specifically targeted for all level of employees:

- Owners
- Managers
- Supervisors
- Foremen
- Designers
- Architects
- Certified Landscape Technicians (CLT)
- CLT Candidates

### **DEVELOPED TO TARGET YOUR INTERESTS, YOU WILL FIND TRACKS IN**

- Landscape Design
- Management
- Pesticide Recertification

### **CEU CREDITS**

Take advantage of this outstanding workshop to earn CEU credits!

- **CERTIFIED LANDSCAPE TECHNICIANS**  
Earn CEUs towards your re-certification for every day you attend.
- **ISA CERTIFIED ARBORIST PROGRAM**  
Call the LCA Office to obtain the number of credits received for this program.

### **QUESTIONS**

**Call:** 301.948.0810

**Email:** [ltturner@mgmtsol.com](mailto:ltturner@mgmtsol.com)

# Schedule at a Glance January 21 & 22, 2009

## WEDNESDAY, JANUARY 21

### PESTICIDE RECERTIFICATION TRACK

7:00 am – 4:30 pm	Registration/Table Top Exhibits
8:00 am – 8:45 am	<b>Get Ahead of the Major Scales on Landscapes and Unfriendly Caterpillars</b> <i>Stanton Gill—University of Maryland Cooperative Extension</i>
8:45 am – 9:30 am	<b>Top 10 Insects—Turf &amp; How to Deal With Them</b> <i>Daniel A. Potter, Ph.D.—University of Kentucky</i>
9:45 am – 10:30 am	<b>Your Trees on Crack</b> <i>Hannah M. Mathers, Ph.D.—Ohio State University</i>
10:45 am – 11:30 am	<b>Top 10 Insects—Ornamentals &amp; How to Deal With Them</b> <i>Daniel A. Potter, Ph.D.—University of Kentucky</i>
11:30 am – 12 noon	<b>New Research Results—What Are We Learning About How to Protect the Health of Pesticide Applicators?</b> <i>Amy Brown, Ph.D.—University of Maryland Department of Entomology</i>
12 noon – 1:00 pm	Lunch
1:00 pm – 1:45 pm	<b>More Bite to Bark: Herbicide + Mulch Combination</b> <i>Hannah M. Mathers, Ph.D.—Ohio State University</i>
2:00 pm – 2:45 pm	<b>Monitoring, Detection &amp; Decision Making with an IPM Program</b> <i>Tina MacIntyre—Farmington Country Club</i>
2:45 pm – 3:30 pm	<b>Aquatic Weed Control</b> <i>Lloyd Hipkins—Virginia Tech</i>
3:30 pm – 4:15 pm	<b>Pesticide Regulations Update for 2008</b> <i>Ed Crow—Maryland Department of Agriculture</i> <i>Alvin Harris—District of Columbia Department of Health, Environmental Health Administration</i>

## THURSDAY, JANUARY 22

### MANAGEMENT TRACK

7:00 am – 4:30 pm	Registration/Table Top Exhibits
8:30 am – 10:00 am	<b>Removing Barriers to Communication</b> <i>Bernard L. Erven, Ph.D.—Ohio State University</i>
10:15 am – 12 noon	<b>Principles of Ecological Landscaping: Sustainable Design, Installation and Management for the 21st Century Landscape Company</b> <i>Michael Talbot—Michael Talbot &amp; Associates, Inc.</i>
12 noon – 1:00 pm	Lunch
1:15 pm – 2:45 pm	<b>Becoming a Better Boss</b> <i>Bernard L. Erven, Ph.D.—Ohio State University</i>
3:00 pm – 4:30 pm	<b>Thriving, Not Surviving, in Business</b> <i>George Koziarz—George Koziarz &amp; Associates, Inc.</i>

### LANDSCAPE DESIGN TRACK

7:00 am – 4:30 pm	Registration/Table Top Exhibits
8:30 am – 12 noon	<b>50 High-Impact, Low-Care Garden Plants</b> <i>Tracy DiSabato-Aust</i>
12 noon – 1:00 pm	Lunch
1:15 pm – 3:00 pm	<b>Construction Details</b> <i>Guy Williams, ASLA—DCA Landscape Architects, Inc.</i>
3:15 pm – 4:15 pm	<b>Ecological and Sustainable Design</b> <i>Michael Talbot—Michael Talbot &amp; Associates, Inc.</i>



## Pesticide Recertification Track

8:00 am – 8:45 am

### Get Ahead of the Major Scales on Landscapes and Unfriendly Caterpillars

*Stanton Gill*  
*University of Maryland*  
*Cooperative Extension*

Scale populations have been increasing in causing problems in the landscape. This session will help you sort out the tough scales, understand what plants will need protection and suggest the best control tactics. Gypsy moth is back and more popular than ever. Hear an update on the situation in Maryland and what you can expect in 2009. Also learn about some of the really interesting activity from other caterpillars in the landscape. Understand when to check for them as well as the best control measures.

**Stanton Gill** is an Extension Specialist in IPM for Greenhouse and Nursery Management, stationed at the Central Maryland Research and Education Center, University of Maryland, where his appointment is 100% extension. Stanton is also a professor with the Montgomery College Landscape Technology Program where he teaches Integrated Pest Management, Greenhouse Management and Nursery Management classes. His

research program in Maryland is in integrated pest management methods for greenhouse and nursery managers. He is currently investigating practical biological methods for controlling fungus gnats and shore flies in bedding plant production greenhouses and working on a hot water immersion system to treat unrooted cuttings to kill mites and insects. Stanton has authored three books on greenhouse and perennial insect control and one CD on the diagnosis of insect and mite problems on herbaceous perennials.

8:45 am – 9:30 am

### Top 10 Insects—Turf & How to Deal With Them

*Daniel A. Potter, Ph.D.*  
*University of Kentucky*

This session covers the latest information on biology, diagnosis, and control of insect pests of lawns, golf courses, and sport fields. Learn the best management methods of white grubs, cutworms, billbugs, sod webworms, chinch bugs, and other pests, with updates on new reduced-risk insecticides and non-chemical control options.

**Dr. Daniel A. Potter**, Professor of Entomology at the University of Kentucky, has studied and taught about landscape and turf insect pests for 30 years. He has published hundreds of scientific and trade journal articles as well as the book, *Destructive Turfgrass Insects: Biology, Diagnosis, and Control*.

Dr. Potter has been a Keynote Speaker at scientific and Green Industry conferences throughout the world. He has received national distinguished achievement awards in Horticultural Entomology, Urban Entomology, and Teaching from the Entomological Society of America and service and leadership awards from the Green Industry. His research is supported by the U.S. Golf Association, O.J. Noer Research Foundation, USDA, and other funding sources.

9:45 am – 10:30 am

### Your Trees on Crack

*Hannah M. Mathers, Ph.D.*  
*Ohio State University*

According to recent calculations, the economic cost to the U.S. nursery/landscape industry of bark cracking is estimated at \$6.6 million annually. These cost estimates continue a pattern of strong and steady increased severity and frequency of bark cracking. This session will evaluate current labeling for glyphosate products, their influence in bark splitting in woody plants and methods to reduce their use including proper use of preemergence herbicides. Previous research and current Ohio State University studies with sub-lethal glyphosate dosing and accumulation in nursery and landscape thin-green-barked trees will be discussed.

**Dr. Hannah Mathers** is the Extension Specialist Nursery and Landscape and

Associate Professor in the Department of Horticulture at Ohio State University (OSU). She earned her B.S. from Cornell University, her M.S. from the University of Saskatchewan, and her Ph.D. from Michigan State University. In 2008, she received the Award of Merit from The Ohio Nursery and Landscape Association. She has received similar awards from the Oregon Association of Nurserymen and the British Columbia Nursery Trades Association. She also serves as the Associate Editor of the *Journal of Environmental Horticulture* and as the Program Chair for the OSU Nursery Short Course/CENTS.

### PESTICIDE RECERTIFICATION CATEGORIES

#### MARYLAND

- III A Ornamental Plant Exterior
- III B Ornamental Interior
- III C Turf
- V Aquatic
- VI Right of Way and Weed
- X Demonstration and Research

#### VIRGINIA

- 3-A Ornamental Pest Control
- 3-B Turf Pest Control
- 5-A Aquatic Pest Control
- 6 Right of Way Pest Control
- 10 Demonstration & Research Pest Control
- 60 Registered Technician

#### DISTRICT of COLUMBIA

- 3A: Exterior Ornamental
- 3B: Lawns and Turf
- 3C: Interior Ornamental Plants
- 5B: Aquatics
- 6C: Right of Way Control
- 7F: Industrial Weeds

10:45 am – 11:30 am

## Top 10 Insects— Ornamentals & How to Deal With Them

*Daniel A. Potter, Ph.D.  
University of Kentucky*

This session covers the biology, diagnosis, and control of the top 10 insect and mite pests of woody landscape plants. Management of borers, scale insects, mites, Japanese beetles, bagworms, lace bugs, and other key pests will be emphasized, along with new reduced-risk control products.

See **Dr. Daniel A. Potter's** bio on page 4a.

11:30 am – 12 noon

## New Research Results - What Are We Learning About How to Protect the Health of Pesticide Applicators?

*Amy Brown, Ph.D.  
University of Maryland  
Department of Entomology*

This session will present results of several new studies on pesticide applicators and pesticide exposure. One, the Ag Health Study (AHS) is a long-term investigation into the health of farmers and commercial pesticide applicators. The central focus of the AHS is to identify exposures in the agricultural environment that are responsible for excess cancers and other chronic

diseases in pesticide applicators. Another current study is evaluating whether wearing and laundering may alter a garment's ability to continue to provide protection against pesticides. The presentation will discuss these and other studies to provide insight into best practices for applicators to protect themselves when using pesticides.

**Dr. Amy Brown** is a Professor in the Department of Entomology at the University of Maryland, College Park. Dr. Brown earned her Bachelor's and Master's degrees in Entomology and a Doctorate in Toxicology. Her research centers on pesticide policy and on potential human health effects of pesticides. As the Coordinator of the Maryland Pesticide Education and Assessment Programs, Dr. Brown is responsible for oversight of the Extension pesticide applicator training programs, and develops training materials for pesticide users in all categories in the state. She also serves as a liaison on pesticide issues with state and federal government agencies. Dr. Brown initiated and directs the pesticide activities of the Agromedicine Program, a collaborative effort between Extension faculty at the University of Maryland College Park campus, medical and health professionals at the Baltimore campus, and Maryland Department of Agriculture staff. She is a member of several state and national pesticide issues committee.

1:00 pm – 1:45 pm

## More Bite to Bark: Herbicide + Mulch Combination

*Hannah M. Mathers, Ph.D.  
Ohio State University*

An herbicide plus mulch product was released to the retail market in 2006 by Vigoro. This product was developed out of work Ohio State had done for the past nine years with herbicide + mulch combinations as a way to reduce herbicide leaching and usage. Learn from the researcher about what adds more "bite to bark" and what is "all bark and no bite."

See **Dr. Hannah M. Mathers'** bio on page 4a.

2:00 pm – 2:45 pm

## Monitoring, Detection & Decision Making with an IPM Program

*Tina MacIntyre  
Farmington Country Club*

Establishing Integrated Plant Management (IPM) Programs in landscapes requires constant data collection and evaluation. Information about pest life cycles, damage thresholds, beneficial agents and available control options all need to be assessed in order to make sound IPM decisions. There are ways to make this data collection more efficient and effective. This session will cover some of these methods and how they can be incorporated into the IPM decision-making process.

**Tina MacIntyre** currently works in the Grounds Department at Farmington Country Club in Virginia. Prior to her current position, she worked at the Fairfax County Extension Service and for Feather & Associates, a landscape consulting company in Northern Virginia. In 2001, she moved to the Charlottesville, Virginia area and worked for ArborLife Tree Care, doing pest management work. She earned a B.S. in Forestry from Michigan Tech University, a B.A. in Environmental Studies from Northland College, and an M.S. in Entomology from the University of Maryland.

2:45 pm – 3:30 pm

## Aquatic Weed Control

*Lloyd Hipkins  
Virginia Tech*

This presentation will address the advantages and disadvantages of aquatic pest management through prevention, biological control and chemical application. Learn about the importance of accurate plant identification and the identifying characteristics of otherwise similar plants. Hear the contrast between particularly pernicious plants and those more desirable ones. Exotic invasives will be identified, particularly as they relate to the mid-Atlantic states. Chemical control methods will be discussed to include the need for accurate calibration, water use restrictions, and newly registered products.

# Wednesday, January 21, 2009

**Lloyd Hipkins**, after serving time in the Army and working at a variety of jobs, returned to school and was awarded an A.B. in Biology from Hood College. While a student, he worked with Dr. John Sterrett at the USDA ARS laboratory at Fort Detrick. With encouragement from Dr. Sterrett, he began graduate school at Virginia Polytechnic Institute and State University under the guidance of Dr. Bill Chappell. His Masters thesis was entitled, "Controlling the Spread of Multiflora Rose in Southwest Virginia." He is presently employed as a Senior Research Associate/ Extension Weed Specialist (45% research/55% extension) in the Department of Plant Pathology, Physiology and Weed Science at Virginia Tech. He conducts research and has Extension outreach programs dealing with industrial vegetation management and invasive plants in aquatic ecosystems.

3:30pm – 4:15pm

## Pesticide Regulations Update for 2008

*Ed Crow*

*Maryland Department of Agriculture*

*Alvin Harris*

*District of Columbia Department of Health, Environmental Health*

*Administration*

In this session, participants will receive updates on new/proposed state and federal pesticide regulations,

special issues regarding pesticides and reminders on problem areas.

**Ed Crow** received a Bachelor of Science Degree in Agriculture and an Associate Degree in Forest Resource Management from Penn State. He has been employed with the Maryland Department of Agriculture, Pesticide Regulation Section since October 1981. Since 1989, Ed has been in charge of Maryland's pesticide applicator Licensing, Certification and Training programs, the educational and public outreach programs, and the development of the U.S. Environmental Protection Agency's (EPA) pesticide grant. In addition, he has also been responsible for coordinating Maryland's Urban IPM program with the primary emphasis placed on Maryland public schools. Ed has also been involved with EPA's Certification & Training Assessment Group (CTAG) and has participated in special training sessions for EPA staff regarding licensing, certification and how pesticides are regulated on the state level. Ed is currently serving on the CTAG Core Manual Committee that is developing the national core manual and on the Editorial Subcommittee. Prior to his current duties, Ed was a field inspector for the Pesticide Regulation Section in Western and North Central Maryland involved with inspection and compliance assistance of licensed businesses and permitted public agencies and conducted pesticide accident/incident investigations.

# Thursday, January 22, 2009

## Management Track

8:30 am – 10:00 am

### Removing Barriers to Communication

*Bernard L. Erven, Ph.D.*

*Ohio State University*

No skill for working with people is more important than communication. Supervisors and managers must deal with a variety of barriers that get in the way of open, honest, continuous and needed communication. This session includes an easily understood communication model and practical guidelines on how to remove barriers and improve communication. It concludes with guidelines on how you can be proactive in improving your communications skills.

**Dr. Bernie Erven** is Professor Emeritus of Agricultural Economics at Ohio State University where his teaching, extension and research activities were in human resource management and business management. He continues to teach a course in Human Resource Management in Small Businesses at Ohio State. His consulting work with small businesses through Erven HR Services LLC focuses on family business relations and human resource management. For nearly 40 years, he has worked on issues such as hiring, training, motivation, discipline, compensation, and performance

feedback. He also conducts workshops on succession and human relations in family businesses, communication, handling the stress of management, team building and time management. His work on these important topics has taken him to more than 30 U.S. states and Canadian provinces. Bernie has degrees from Ohio State University and the University of Wisconsin, has been a visiting professor at Cornell University, taught for seven months at a school for refugee boys at Jericho, Jordan and three and a half years of university teaching in Brazil. He is a two-time recipient of the Ohio State University Award for Distinguished Teaching and has also received the American Agricultural Economics Association Teaching Award, a U.S. Department of Agricultural National Excellence in Teaching Award, both the Ohio State University Gamma Sigma Delta Extension and Teaching Awards, the Ohio Farm Bureau Federation Cooperative Education Award and the American Agricultural Economics Association Group Extension Award.



10:15 am – 12 noon

## Principles of Ecological Landscaping: Sustainable Design, Installation and Management for the 21st Century Landscape Company

*Michael Talbot*

*Michael Talbot & Associates, Inc.*

Ecological landscape design finds common ground between ornamental horticulture and environmental sensitivity while creating landscapes that are more sustainable, truly low maintenance—and attractive and enjoyable. For over two decades Michael Talbot has been promoting and practicing ecological design. In this presentation he will provide an overview of the principles and concepts of ecological design and how to incorporate these concepts in a successful business.

**Michael Talbot**, the recent recipient of an Environmental Champion Award, is a certified arborist, a Massachusetts Certified Horticulturist and landscape designer and a conservation consultant for Michael Talbot & Associates, Inc., his Cape Cod design, tree and landscape business. In his nearly three decades working in both the public and private sectors, he has pioneered, developed and promoted environmentally sensitive approaches to designing and restoring landscapes and to managing trees, shrubs, and lawns. He has been staff horticulturist and educator for the Massachusetts Horticultural Society

and Boston Urban Gardeners and a consultant for institutions such as the National Park Service, the John F. Kennedy Library, Williams College and numerous municipalities, agencies and conservation commissions. Among the many organizations of which Michael is a member, are the American Society of Consulting Arborists, the Ecological Landscaping Association, the Massachusetts Association of Conservation Commissions and the Society of Wetland Scientists. He has appeared on The Victory Garden, New England Chronicle and many other television and radio programs. He has worked as a Visiting Lecturer at the University of Maine and speaks yearly at professional conferences, colleges, environmental organizations and garden clubs throughout the northeast and mid-Atlantic. Mr. Talbot is the author of many articles on a wide range of horticultural topics. He was a co-founder of the Ecological Landscaping Association and the principal author of their publication on professional ecological turf management. Michael is a member of the Board of Directors for the Rachel Carson Council, an international organization based in Maryland.

1:15 pm – 2:45 pm

## Becoming a Better Boss

*Bernard L. Erven, Ph.D.*

*Ohio State University*

Supervisors and employers don't want to be known as "poor bosses," yet that

is exactly the reputation many bosses have among their employees. This topic directs attention to 10 practical changes bosses can make that will likely result in their being known as "good bosses."

See **Dr. Bernard L. Erven's** bio on page 6a.

3:00 pm – 4:30 pm

## Thriving, Not Surviving, in Business

*George Koziarz*

*George Koziarz & Associates, Inc.*

If you continue to do things the same way, you can only expect and get the same results. Every tradition and custom we hold so dear began as a broken precedent! Now is the time to look at the way we approach our businesses and decide which traditions and customs in our businesses are worth keeping and which need to be replaced. While accounting is the obvious "scoreboard" of our businesses, this program will help you translate your accounting data into financial and economic facts to help in making the decisions necessary to thrive, not just survive, in your businesses.

**George Koziarz** joined a Midwest landscape, nursery and retail operation. He learned the business from the ground up. He started as a draftsman and quickly advanced to Estimating and Sales. Within twelve years, while earning undergraduate and graduate degrees on a part time basis, he became

Chief Financial Officer and then President of the company. This work experience provides Mr. Koziarz a diverse, insightful, hands-on, and extremely valuable understanding of the complex horticultural industry.

In 1985, he started George Koziarz and Associates, Inc., based in Glenview, Illinois. The organization's mission is to use his keen sense of the industry in establishing a financial services consulting firm that would provide far more than the traditional accounting services available to the industry. Today his firm enjoys a solid national reputation in financial planning that includes budgeting, pricing strategies, compensation planning, acquisition and merger work as well as estate planning and appraisal work for closely held businesses within the industry. In 2002 he was named the Certified Business Appraisal Consultant of the American Nursery and Landscape Association. Mr. Koziarz holds an Associate of Science degree in Ornamental Horticulture from Triton College and a B.S. with honors from DePaul University in Commerce, majoring in finance and economics. He also holds a M.S. in Management from the Kellogg Graduate School of Management in the Executive Masters Program at Northwestern University.

## Landscape Design Track

8:30 am – 12 noon

### 50 High-Impact, Low-Care Garden Plants

*Tracy DiSabato-Aust*

Are you searching for plants that will be high impact but low care? Plants that will fit our sustainable landscape goals? Who isn't? Finally a look at dynamic, artistic, outstanding plants that may also be long-lived, tolerant of heat and humidity, cold hardy, non-invasive, as well as drought, disease and deer resistant. Ones that don't require frequent pruning, deadheading or division and don't require heavy feeding or staking to perform their best. Plants that will soon become your favorites because they are fantastic and yet they give you time for your busy life...plants that your clients can actually have success with. Learn from a 33 year veteran gardening expert about what will look amazing without hours of work!

**Tracy DiSabato-Aust** has earned international acclaim as one of America's most entertaining and knowledgeable garden writers and professional speakers. She has extensive experience in the United States and abroad, working for over 30 years in the industry, speaking for over 25 years and designing for over 20 years. Her experience includes stints at Longwood Gardens in the U.S., The Montreal Botanical Garden

in Canada, the Kalmthout Arboretum in Belgium, and Knightshayes Court in England. She earned a B.S. and M.S. in Horticulture from The Ohio State University. Her first book, *The Well-Tended Perennial Garden*, which has been referred to by many as "the bible for perennial maintenance," has sold over 150,000 copies and has become Timber Press' best selling book in their 25-year history of publishing. Her second book, *The Well-Designed Mixed Garden*, has sold over 30,000 copies. Her newest book (2009), *50 High-Impact, Low-Care Garden Plants: Tough-but-Beautiful Plants Anyone Can Grow*, features easy care dynamic selections for our busy lives. Tracy DiSabato-Aust is a frequent guest on national garden television and radio gardening shows. She is a vibrant speaker, and in great demand nationally and internationally. She has contributed articles or been featured in numerous national and international magazines, books, and newspapers including *Fine Gardening*, *Horticulture*, *Garden Design*, *The New York Times*, and *The Daily Telegraph* in London. She has appeared on several gardening television and radio shows.

1:15 pm – 3:00 pm

### Construction Details

*Guy Williams, ASLA*  
*DCA Landscape Architects, Inc.*

Want to add something special to your next project? Looking for a new way to approach construction

details in the design process? Learn from one of this region's masters about the thought process he uses when planning a project. Guy will discuss materials and context in design, illustrated through projects his firm has completed over the past 25 years.

**Guy Morgan Williams, ASLA**, received his Landscape Architectural Degree from Pennsylvania State University. He has been a Principal at DCA Landscape Architects, Inc. since 1984. DCA Landscape Architects, Inc. is an award winning, six person design firm providing a full range of landscape architectural services. Based out of Georgetown, their projects range from small scale urban gardens to large scale master planning and estate design. Their projects have appeared in many local and national publications. Guy has been a member of the LCA for many years, most recently he has been on the judging committee for the LCA "Excellence in Landscape" Awards Program.

3:15 pm – 4:15 pm

### Ecological and Sustainable Design

*Michael Talbot*  
*Michael Talbot & Associates, Inc*

Ecological landscape design finds common ground between ornamental horticulture and environmental sensitivity while creating landscapes that are more sustainable, truly low maintenance—and attractive and enjoyable.

For over two decades, Michael Talbot has been promoting and practicing ecological design. In this presentation he will provide an overview of the principles and concepts of ecological design and how to incorporate these concepts in a successful business.

See **Michael Talbot's** bio on page 7a.



# 2009 Winter Workshop Registration Information **A**

## January 21 & 22, 2009 Pesticide Recertification • Design • Management

### TWO FORMS! TWO EARLY BIRD REGISTRATION DATES!

This page and Registration Form A (on the reverse side of this page), are for the Pesticide Recertification, Design and Management Tracks.

*Flip the brochure over and you will find the Early Bird Registration Date, Registration Information B, and Registration Form B for the Installation, Maintenance and Spanish Tracks.*

### EARLY BIRD REGISTRATION

**Monday, January 12, 2009**—deadline to receive discounted early registration fee(s) for the Pesticide Recertification, Design and Management Tracks. Flip the brochure to page 9b to find the Early Bird Registration Deadline for the Installation, Maintenance and Spanish Tracks.

### NEW LOWER FEES AND DISCOUNT! (for LCA members only)

This year, in consideration of these challenging times, we have lowered the prices on Winter Workshop member fees. Plus, after the first five registrations at the full fee, for each additional registration, you can deduct \$20 off each full registration fee. Registrations for multiple attendees must be received together and with full payment. This discount does not apply to on-site registrations.

### CEU CREDITS

#### Certified Landscape Technicians (CLTs):

Earn CEUs towards your re-certification for every day you attend.

#### ISA Certified Arborist Program:

Call the LCA Office to obtain the number of credits received for this program.

### REFUNDS / CANCELLATIONS

- Written cancellations received prior to January 12, 2009 are subject to a 15% cancellation charge.
- Substitutions will be accepted.
- No refunds will be given after January 12, 2009.
- No refunds will be given due to inclement weather.

### LOCATION

#### Turf Valley Resort & Conference Center

2700 Turf Valley Road, Ellicott City, MD 21042  
www.turfvalley.com

**Hotel Reservations:** 410.465.1500 or 1.888.833.8873

**Room Rate:** Traditional single/double \$131. Deluxe single/double \$157. Be sure to mention “Landscape Contractors Association” to get the discounted group rate.

**Hotel Reservations Deadline:** Monday, December 22, 2008

### DRIVING DIRECTIONS

#### FROM BALTIMORE:

Take I-695 West toward Towson to I-70 West toward Frederick. Follow I-70 to Exit 83, Marriotsville Road. At the first traffic light, turn left onto Route 40. Proceed for 0.10 miles. Turn left onto Turf Valley Road. Then turn left onto Turf Valley Golf Road.

#### FROM WASHINGTON DC:

Take I-95 North toward Baltimore. To Exit 43 / Route 100 West toward Ellicott City. From Route 100, take Route 29 North to Exit 24B / Route 40 West. Proceed approximately 4 – 5 miles. Turn right on Turf Valley Road. Turn left on Turf Valley Golf Road.

### REGISTRATION INSTRUCTIONS

- Register online *or*
- Print or type all information on Form A on the next page. Use a separate form for each person registering.
- Select days and sessions of your choice. Please check each day you are attending and also your session choices.
- Check appropriate registration fees.
- Select payment option and include payment.

*Payment must be included to complete your registration.*

**Questions?** Call: 301.948.0810 or email: [lca@mgmtsol.com](mailto:lca@mgmtsol.com)

### THREE WAYS TO SAVE!

1. Register by the Early Bird Registration deadline, Monday, January 12<sup>th</sup>.
2. Receive a lower registration fee by being an LCA member.
3. Register more than five, and attendees six and over in the Design or Management tracks receive \$20 off each full fee.

# 2009 Winter Workshop Registration Form **A**

## January 21 & 22, 2009 Pesticide Recertification • Design • Management

### Two Forms! Two Early Bird Registration Dates!

This page is for the Pesticide Recertification, Design and Management Tracks.

*Flip the brochure over and you will find the Early Bird Registration Date, Registration Information B, and Registration Form B for the Installation, Maintenance and Spanish Tracks.*

### 1. REGISTRATION INFORMATION

Please print or type all information. Use a separate form for each person registering.

LCA Member  Yes  No

Full Name \_\_\_\_\_

Nickname for Badge \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Special Dietary Requirement  Vegetarian  Other

Require special accommodations to participate (attach written description)

### 2. WORKSHOP FEES

		BY JANUARY 12		AFTER JANUARY 12			
		LCA Member	Non Member	LCA Member	Non Member		
		1-5	6+	1-5	6+		
Wednesday, Jan 21	Pesticide Recertification	\$75	\$75	\$100	\$100	\$100	\$125
Thursday, Jan 22	Management Track	\$165	\$145	\$225	\$215	\$195	\$275
	Landscape Design Track	\$165	\$145	\$225	\$215	\$195	\$275

### 3. SESSION CHOICES

Please check your day and session choices.

#### Wednesday, January 21, 2009

Pesticide Recertification Track

MD  DC  VA Application Permit # \_\_\_\_\_

#### Thursday, January 22, 2009

Management Track

Design Track

### 4. PAYMENT OPTIONS

Total Amount Due \$ \_\_\_\_\_

Check enclosed made payable to LCA  MasterCard  VISA

Card # \_\_\_\_\_

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Signature \_\_\_\_\_

### Three Easy Ways to Register

1. **Website**..... Register online at [www.lcamddcva.org](http://www.lcamddcva.org).

2. **Fax**..... 301.990.9771

3. **Mail**..... Landscape Contractors Association MD • DC • VA  
9707 Key West Avenue, Suite 100  
Rockville, MD 20850  
(301) 948-0810