

Grow Your Business and Your Staff with LCA

Landscape professionals have always counted on the Landscape Contractors Association MD • DC • VA because no one knows your business like we do. As

an LCA member you'll have full access to industry connections and timely programs that will educate you and your staff, propel your business, and generate bottom-line results.



The most obvious thing that unites LCA members is their sense of pride. You see it in the quality of their work, the way they conduct business, and the way they interact with customers and partners. It really means something to be an LCA member and discerning customers, as well as industry leaders recognize this.



Education

Exceeding client expectations by keeping you current

LCA provides a wide offering of educational programs that are designed to keep you abreast of current trends and industry practices—helping you exceed your customers' expectations.



Our **Landscape Industry Certification** is one of the most respected programs in the country and validates your expertise and makes you stand out from your competition.



Connections

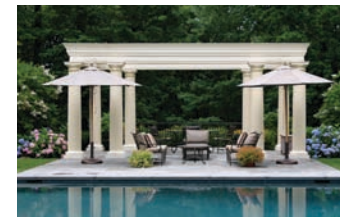
Developing industry contacts that will strengthen your business

LCA's meetings and events provide you with countless opportunities to make valuable business connections, share experiences and access information—making you and your company stronger and more profitable.

Industry Recognition

Making your business stand out from the competition

Our **Excellence in Landscape Awards** competition gives you the opportunity to shine by showing your current and prospective clients the caliber and value of your work.



LCA Member Benefits

- Support in marketing your business to potential customers through an online profile listing on "Find a Landscape Professional" directory
- Outstanding and relevant **education and certification programs** at reduced rates.
- Access to in-depth coverage of landscape issues in LCA's popular **monthly magazine, GROUNDWORK**.



- Access to national resources through **Professional Landcare Network (PLANET)**.
- **Networking opportunities** with leading landscape professionals and supplier members.
- Programs and resources designed specifically to **address the needs of our Hispanic workforce**.

To view a full listing of LCA member benefits visit, www.lcamddcva.org.

Invest in your company's growth by becoming an LCA member today.

LCA Membership Information

Membership Category

Regular: Any person, firm, partnership or corporation actively engaged in landscape installation, maintenance, design or consulting.

Associate: An individual, firm, partnership or corporation that supplies products or services to the landscape industry, but does not engage in the competitive practice of landscape contracting.

Affiliate: Any individual or organization that is involved in or related to the landscape industry, but does not provide landscape services or products on a competitive basis.

Educational Institution: Any school or department of higher learning related to the landscape industry.

Satellite Membership: Available to members who have more than one location. Branch will be listed in membership directory and will receive all mailings.

Please check the category that applies to your firm.

REGULAR

Any person, firm partnership or corporation actively engaged in landscape installation, maintenance, design or consulting.

- \$250** grossed under \$50K/yr
- \$325** grossed between \$50K - \$100K/yr
- \$425** grossed between \$100K - \$200K/yr
- \$500** grossed between \$200K - \$500K/yr
- \$600** grossed between \$500K - \$1M/yr
- \$750** grossed between \$1M - \$3M/yr
- \$900** grossed between \$3M - \$5M/yr
- \$1050** grossed over \$5M/yr
- \$1600** grossed over \$5M/yr & includes up to 10 satellite locations

Please indicate the areas in which you work:

- | | |
|---|--|
| <input type="checkbox"/> Annapolis | <input type="checkbox"/> Northern Virginia |
| <input type="checkbox"/> Baltimore | <input type="checkbox"/> Richmond |
| <input type="checkbox"/> Columbia | <input type="checkbox"/> Suburban Maryland |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> Fredericksburg |
| <input type="checkbox"/> Eastern Shore of MD | <input type="checkbox"/> Delaware |
| <input type="checkbox"/> Frederick | |

Please indicate your specialty areas:

- | | |
|---|---|
| <input type="checkbox"/> Consultant | <input type="checkbox"/> Irrigation |
| <input type="checkbox"/> Construction Management | <input type="checkbox"/> Landscape Architecture |
| <input type="checkbox"/> Commercial Maintenance | <input type="checkbox"/> Landscape Construction |
| <input type="checkbox"/> Commercial Installation | <input type="checkbox"/> Landscape Design |
| <input type="checkbox"/> Design / Build | <input type="checkbox"/> Landscape Lighting |
| <input type="checkbox"/> Decks | <input type="checkbox"/> Organic Maintenance |
| <input type="checkbox"/> Garden Center | <input type="checkbox"/> Residential Installation |
| <input type="checkbox"/> Grading/Seeding/Sodding | <input type="checkbox"/> Residential Maintenance |
| <input type="checkbox"/> Hydroseeding | <input type="checkbox"/> Snow Removal |
| <input type="checkbox"/> Interior Installation | <input type="checkbox"/> Tree Care |
| <input type="checkbox"/> Interior Maintenance | <input type="checkbox"/> Water Features |
| <input type="checkbox"/> Integrated Pest Management | <input type="checkbox"/> Wetland Restoration |

Please indicate the job size you will accept:

- under \$5K \$5K - \$10K \$10K - \$20K over \$20K

\$475 ASSOCIATE (SUPPLIERS)

Please list the products and services you provide:

\$250 AFFILIATE

industry-related organization not providing landscape services or products on a competitive basis

\$150 EDUCATIONAL INSTITUTION

\$125 SATELLITE (PER BRANCH)

LCA Membership Application

Contact Information

Firm _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Web Site _____

Contact Person _____

PAYMENT INFORMATION

Membership Category Fee(s).....\$ _____

Maryland Members: Please **ADD 15%** surcharge to support LCA's participation in the Maryland Green Industry Council and its work in the legislative arena.....\$ _____

New / Lapsed Member Processing Fee(s).....\$ **\$50**

Total Amount Due.....\$ _____

Check enclosed—made payable to LCA

MasterCard VISA

Credit Card # _____

Expiration Date _____ 3 Digit Security Code (back of card) _____

Name on Card _____

Signature _____

Send form and payment to:

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Rockville, MD 20850

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Grow smarter with the landscape experts.

Contributions to LCA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible by members as an ordinary and necessary business expense.



MEMBERSHIP

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