

NHLA

NEWSletter

Vol. 38 No. 9

Informing and educating members of the Green Industry

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Our first Field Day on September 14 was a huge success! This is just one of the workshops.

Photo by Maria Rainey

Let's Get Dirty!

NHLA's November Dinner Meeting: Small Engine Maintenance and Repair

As the season draws to an end, we need to properly clean and maintain our equipment before storing them for the winter. Equipment is very expensive! So, it is extremely important for all your crew leaders and crews to know the basic skills. A little grease can go a long way. Please join Chris Baker and Andrew Giampalo, from North Point Outdoors, to learn about preventative maintenance and every day small engine repair. This will be a hands-on demonstration of repairing common problems to mowers, blowers, trimmers, chainsaws, compactors, and cut saws. A little time on education can lead to a great deal of savings, on repairs! Grab your gloves and join us for pizza, and "Let's Get Dirty."

DATE – Tuesday, November 8, 2022

Continued on p.5

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Memberships:
See enclosed application or the website for a membership application.

Additional Subscriptions: Firms desiring additional subscriptions, can purchase them at \$40.00 each. Contact Pamela Moreau.

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The **NHLA Newsletter** seeks to encourage a lively discussion of topics of concern to NHLA members. Opinions and proposals presented in the newsletter are those of the writers to whom they are attributed and are not a statement of official policy by NHLA, unless so stated.

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President's Notes

By David DeJohn, NHCLP

As unbelievable as it is, it's now officially fall. We still have a good couple of months to continue on and hopefully complete projects, but we're getting to that time of year when anything can happen with the weather and the pressure is on even more to get things done before winter sets in.

It was a crazy summer again, way too busy and it went way too fast, but I appreciate that many of you took advantage of the Twilight Meetings that were held in June, July, and August. Jeff Toomey of Read's Custom Soils gave a presentation at Gale Memorial Park in Exeter that was very well attended as was Mike Garrity's tour in July of a spectacular garden in Dunbarton. Chris Maroun, owner of Miracle Farms in Moultonborough greeted NHLA members

at one of their projects on Lake Winnepesaukee in Tuftonboro on August 30, and that was a great way to close out the Twilight Meeting season. This amazing 2 million dollar project, now close to completion, has been in progress for the last year and a half and included pool installation, construction of a cabana, physically moving an existing cabin from one spot to another, a new septic system, a beautiful dry laid granite retaining wall, paver driveway, gardens, and a Bocchi Ball court. Thank you to Chris and his crew for the delicious food they set out and for their generosity and openness to share information about the job and their business. Their easy going style allowed for lots of questions and the discussion could have gone on for a lot longer if it hadn't started to get dark.

We still have a good couple of months to continue on and hopefully complete projects, but we're getting to that time of year when anything can happen with the weather and the pressure is on even more to get things done before winter sets in.

This was truly what a Twilight Meeting is all about, as they all were: a chance to talk with peers, compare notes, and see some amazing work. If any of you would like to host a Twilight Meeting or have an idea for a Twilight Meeting please contact our Education Committee Coordinator, Mike Barwell, at mikebarwell@yahoo.com

After many months of planning our first all day outdoor event was, from all accounts, quite successful. Our September 14 Field Day was a huge effort planned and put together by everyone on the Board as well as Pam and Jim Moreau, Mike Barwell, and Annette Zamarchi. Truly a team effort, and it showed.

Held at Shaker Village in Canterbury it was a beautiful day in a beautiful setting. Other than a couple of Pop-up tent casualties due to the wind, things went more or less according to plan and the classes and talks were well attended. Thank you to everyone who gave their time to give talks and demonstrations and of course thank you to all of our vendors who so generously and continuously give NHLA your support through sponsorship and purchasing booth space.

Now that our first attempt at an event like this has come and gone, we will take what we learned from it and will soon begin planning for next year and place it among our annual events. As it is one of our bigger events and takes a lot of planning we can certainly use more help with it. Ideas for talks, speakers, venue location, and feedback on what we got right and what we didn't are always appreciated. If you can give some time and would

Let us know what topics you are interested in and what you would find useful to help make your businesses even more successful.

be willing to volunteer to be on the Education Committee to help plan for the Field Day, Twilight Meetings, Dinner Meetings and the other educational opportunities we offer, then please contact Mike Barwell.

As we move forward with ideas for the opportunities mentioned above, we are discussing the idea of offering two tracks for learning, one geared toward the practical day-to-day for employees, foreman, and those in the field and one geared toward, owners, managers, and supervisors.

Again, let us know what topics you are interested in and what you would find useful to help make your businesses even more successful. In the mean time plan on attending our upcoming November 8 Dinner Meeting to be held at North Point Outdoors in Derry where the topic will be small engine repair. This hands-on discussion and demonstration will be led by North Point Outdoor Fleet manager Chris Baker, so don't miss this practical and informative evening.

Well that's about it for now. Good luck in the remaining few months of 2022. I hope you have a busy and successful fall season! 🍁



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Landscape Industry Statistics

- The market size of the landscape services industry, measured by revenue, is \$128.8 bn in 2022.
- The U.S. has 5.5% more landscaping businesses in 2022 than in 2021
- The market size of the landscaping services industry in the US has grown 5.3% per year on average between 2017 and 2022.
- The market size of the landscaping services industry in the US increased faster than the economy overall.
- There are 621,733 landscaping and lawn maintenance businesses in the U.S.
- The landscaping services industry in the US is the 3rd ranked administration, business support and waste management services industry by market size and the 108th largest in the US.
- The primary negative factors affecting this industry are high competition and low barriers to entry.
- 62% of landscaping customers come from single-family residential homes. (Lawn and Landscape)
- The biggest consumers in the landscaping service industry are households earning more than \$100,000 per year.
- The average homeowner will spend \$100–\$200 per month for general landscaping maintenance, lawn care, gardening, and upkeep.
- On average, landscaping companies charge \$50–\$100 per hour, or \$4–\$12 per square foot after installation.
- 71% of landscapers offer design and construction services, and 63% offer tree care.
- 32% of landscaping businesses say landscape maintenance is their fastest-growing service offering.
- 31% of landscaping businesses say local demand has grown as people spend more time at home.

LET’S GET DIRTY, Cont’d from page 1

TIME – 4:00-7 pm; Registration 4:00 pm, Demo 4:30-6:00ish, Dinner after demo

PLACE – North Point Outdoors, 22 Ashleigh Drive, Derry

COST – Register by November 4, 2022: Members – \$35.00, Non-Members \$50.00

Register after November 4, 2022 (Walk-ins are welcome!): Members – \$50.00, Non-Members \$65.00
REGISTER ONLINE at nhla-online.org/fall-activities/

ALL payments must be received no later than November 4, 2022. If you need to cancel after November 4, you will incur a 20% processing fee. Thank you for your understanding!

QUESTIONS – Please email Cori Cahow with questions about the class: organicggirl@gmail.com. Email Pam Moreau with questions about registration: nhla@comcast.net.



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The use of native plants in garden design is increasing dramatically. Crucial knowledge including their ecological traits, colonization patterns, and processes of compositional change, however, is often missing from the equation. Join Landscape Designer Larry Weaner and native plant expert Ian Caton as they explore how to integrate restoration ecology and garden design to achieve beautiful, ecologically diverse landscapes.

This course is applicable to landscape practitioners in the Eastern and Midwestern U.S.

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Details and registration available at ndal.org



Student Scholarship Applications Due

Two scholarship programs are available for horticulture and landscape design and construction students. One is through NHLA, and the other through the The Ruth E. & Leon E. Pearson Memorial Scholarship. Grants for each are made annually.

The NHLA scholarship is available, but not restricted to: 1) NHLA members and their employees enrolled or enrolling in full or part-time college programs that are related to the landscape industry. 2) High school seniors enrolled in agriculture education and/or horticulture classes related to the landscape industry. 3) College students already enrolled in two- or four-year landscape related majors.

The Ruth E. & Leon E. Pearson Scholarship was established in 1993 by Mrs. Ruth E. Pearson of Concord, NH, to provide financial assistance in the form of scholarship to horticulture students at the Stockbridge School at the University of Massachusetts and NHTI, Concord's Community College. Scholarship applicants must demonstrate an interest in the field of horticulture by satisfactorily completing the equivalent of at least two semesters of full time college level study in a related field and must hold a 3.0 GPA.

The Pearson Memorial Scholarship applications must be returned no later than December 1, and the NHLA Scholarship applications by December 15.

Please go to nhlaonline.org/scholarships for more details about the scholarships and the forms to apply.

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Certification Corner

by Abby Zuidema,
NHCLP Certification Coordinator

The Certification Committee announces three
new NHCLPs. Congratulations!

Georgia Elgar
Peachy Keen Gardening LLC, Milton, NH

Richard Grima
Belknap Landscape Company, Gilford, NH

Leigh Lessard
Site Structures Landscape, Eliot, ME



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Like Chucky in the Horror Movies: “I’m Back”

by Bill Gardocki

Many of you know that back a year and a half ago I sold my business. Forty-eight years doing landscape/hardscape installations was enough for me. I decided to keep my membership in NHLA as I still wanted to stay in touch with all that is happening in the industry, and I still travel all over the country teaching my list of hardscape seminars and the ICPI and NCMA certification classes.

This winter I look forward to teaching at Hardscape North America (HNA) in Louisville, KY, the Mid-Atlantic Hardscape Show in Atlantic City, the Minnesota Nursery and Landscape Show in Minneapolis, and the Northeast Hardscape Show that will be in Springfield, MA, this year. I have had the honor to be asked to be a judge in this year’s HNA hardscape awards. There are some incredible projects being installed around the country. To see what some contractors are doing with hardscapes gets my juices going. New products and innovations are coming out at a rapid pace. I love traveling to industry shows, talking to contractors, hearing their stories,

helping them achieve their goals, and just the camaraderie that comes with hanging out with industry folk.

Back during the summer, Jim Moreau asked if I would teach a hardscape seminar at the NHLA Field Day at Shaker Village. I said yes, and we had about 30 attendees in the hands-on seminar. At one point I asked the attendees how many are ICPI or NCMA certified? Only one hand went up. I then asked how many do hardscape installation? Meaning, retaining walls, patios, outdoor kitchens, pool decks, seat walls, front walkways, etc. Every hand went up. Everyone in the seminar either installs or oversees people who install hardscapes. That’s when I said to Dave DeJohn and Pam Moreau, that some type of hardscape education, articles, information, anything was needed in the *NHLA Newsletter*.

I also did another check. How much of the advertising in the *NHLA Newsletter* was from hardscape suppliers or manufacturers? I found that in almost every issue about 50% of our advertising space is sold to hardscape supply companies. The growth in



Bill Gardocki instructing landscape construction students during a hardscape demonstration.

the hardscape industry over just the last 10 years has been tremendous. Look around our state now- there are many companies calling themselves “hardscape contractors,” which was not the case just a few years ago.

So what is the bottom line? For about eight years I wrote monthly articles for *Hardscape Magazine* from the perspective of the contractor. I have offered, and it was accepted, that I would update these articles and submit them to the *NHLA Newsletter*.

So for better or worse, you will have to deal with me for a little while longer. Starting with the next issue of the *Newsletter*, I will be writing about hardscapes.

I look forward to any of your thoughts and comments, and I hope that some of my 49.5 years of experiences helps you out.

— Bill Gardocki, gbgardocki@gmail.com

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First NHLA Field Day Called a Success

by Mike Barwell; photos by Maria Rainey

Beautiful weather, engaging speakers, helpful vendors, and eager attendees made the first Field Day a successful venture.

Canterbury Shaker Village, with its historic buildings and grounds provided the perfect late summer venue for more than 150 participants.

Highlights of the day included a well-attended demonstration about how to incorporate drone technology into landscape design by Graham Pellettieri and co-workers from Pellettieri Associates.

Long-time NHLA member Bill Gardocki gave a hands-on demonstration about building walls and patios while Andrew Mauch of Millican Nurseries did a workshop about best plants for fall plantings.

Jonathan Ebba of UNH Cooperative Extension provided a workshop about using soil testing equipment and Jeremy Delisle, the Cooperative Extension's fruit specialist, gave a tour of the Shaker Village 1917 orchard and talked about pruning, fire blight mitigation, and grafting historic trees at the village.

The business side of landscaping was present when Greenius

presented a program about its on-line training platforms that are being offered to NHLA members at discounted rates.

Likewise, representatives from the National Automotive Road Fuels Associates (NARFA) shared information throughout the day about how to attract and retain employees through benefits and other programs.

Vendors offered a myriad of products, including the newest equipment, landscape products, plants, and technology.

State Police from Troop G., who monitor and enforce laws about safe road equipment, were on hand to answer questions and engage with landscapers.

Other popular workshops included First Aid in the Field, Irrigation Tips and Tricks, and Building Credentials with the NH Certified Landscape Professionals. Demonstrations throughout the day included small engine repair and chain saw safety.

Overall, most attendees thought the event was a success, with a good location, interesting workshops, and good food from vendors. 🦋



It Takes a Village

by Pam Moreau, NHLA Business Manager

Our first Field Day was a huge success! The weather was a little windy, but otherwise an amazing day. An event this size takes a village to make it happen and run smoothly. We had a great deal of help! I would like to thank everyone who helped, starting with Canterbury Shaker Village. It was a beautiful venue for this event, and we were able to offer a tour of the gardens during lunch.

Next, I would like to thank our SPEAKERS. We could not have done it without them! They were fantastic!

Laura Faubert, Greenius: Introducing an Online Training Platform

Abby Zuidema, Mosaic Plant Design and NHCLP Coordinator: Building Credentials with the NHCLP Program

Graham Pellettieri and Celynn Siemons, Pellettieri Associates, Inc: What can you do with drones in landscaping?

Jonathan Ebba, UNH Cooperative Extension: Soil Testing w/ Affordable Instruments

Bob Taylor, Windham Firefighter/EMT: First Aid in the Field

Joe Conlon, Northeast Golf & Turf: New Hydro Mulch Technology and Seed Varieties

Bill Gardocki, Hardscape Educator: Proper Paver and SRW Retaining Wall Installation Techniques

Jim Moreau, Northeast Turf & Irrigation: Irrigation Tips & Tricks

NARFA, Vinnie Daboul and Andrew Gresenz: How can NARFA help you?

Andrew Mauch, Millican Nurseries: Best Practices for Fall Planting

Chris Baker and Andrew Gi-

ampalo, North Point Outdoors: Basic Small Engine Repair Q & A

Mike Gagnon, UNH Cooperative Extension: Chain Saw Safety Q & A

Jeremy DeLisle, UNH Cooperative Extension: Small Fruit Production Q & A

Trooper Magoon and Trooper Trattoria, Troop G - NH D.O.S: Inspection Safety Q & A

A special thank you to our SPONSORS. They made it possible to keep our event affordable for all our attendees. We appreciate your support!

Drop One Portables for donating the portable toilets.

Read Custom Soils for donating the voice amplifiers for the speakers.

Northeast Turf & Irrigation for donating the lunches for the speakers.

Gilbert Block for donating the hardscape material for the paver installation demonstration.

Dig Safe for donating hats, bags, manuals, magnifiers, stickers, and post-its.

North Point Outdoors and the Cafua Management Group for donating the coffee and donuts.

A special thank you to all our VENDORS. We were very fortunate to have a variety of dedicated professionals. They demonstrated many new products and equipment. One of my personal favorites was the excavator, from Chappell Tractor.

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Arborjet/Ecologel
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NHLA Business Manager Pam Moreau tries out the excavator.

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Techo-Bloc
The Yard at Pleasant View
UNH Cooperative Extension
Unilock
United Ag & Turf
Vermeer All Road

A very special THANK YOU to the NHLA Board of Directors and Committee Coordinators. They spent many hours planning and executing this event. Thank you to Dave DeJohn, Andrew Pelkey, Maria Rainey, John Crooks, Cori Cahow, Ben

Huntington, Annette Zamarchi, Mike Barwell, and Pam Moreau.

I would also like to give a special THANK YOU to several people who came early to help set-up and stayed late to help break down. Thank you to Jim Moreau, Scot Flewelling, Chris Baker, Giampalo, Kristy Youmell and Riley Pierce. We could not have done it without you.

Finally, THANK YOU to all our attendees. We value your commitment and support to NHLA and the industry. We hope it was a great day for all and you learned something new. Your thoughts and ideas are important to us. Please email us with your ideas! 🦋

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11 Tips to Running Your Snow Removal Business

If you're starting in with the snow removal business and you're not sure if you got everything done for the upcoming snow season, here are 11 tips to help you as you get your new business off the ground:

1. By this time, you should've decided if you're going to stay a subcontractor or have a fleet of trucks with crews to drive them: right before the season, you need to have an idea where you're going with your snow business. Are you going to stay a subcontractor or will you be starting a snow management company?

2. Will you be handling residential and/or commercial customers? Again, this is a decision that should've been made by now. But if you're planning ahead, it's logical to start with residential as well as mom-and-pop shops to get a toehold in the commercial side of snow and ice removal.

3. You need a marketing and advertising plan. You should dedicate a percentage of your company's income to marketing and advertising. You need a website, business cards, and other marketing materials to create a packet for your sales prospects. Additionally, take out ads in your local newspaper, online forums, and social media to draw more eyes to your snow and ice services.

4. You need to make sure that you have both workers' compensation and liability insurances. Depending on where you do business, insurance rates are going up. But if you want to protect your business and yourself, you need to make sure you have the right insurances in place to safeguard you from lawsuits.



5. You need to train your crews how to use the equipment as well as to give them winter survival tactics. If you have a lawn and landscaping or a construction business during the warm season, you still need to train your winter crews. They need to know how to connect a plow to a skid loader, how to safely repair a broken hose, and even how to get safely in and out of a big truck.

6. You must go on pre-season visits—preferably with your crews. Again, you want to save your behind from unnecessary problems. So, take your crew members and your smartphone to take pictures if need be. You need a contact person for the properties you're caring for, and your crews need to know the layout of the parking lot or driveway to make sure they can do their jobs.

7. You need to make certain your trucks and other snow equipment are ready to hit the road. Do the necessary repairs, fix broken hoses, and change the oil as well

as any other maintenance during the fall months before snow season begins. You should also make sure all trucks have repair and first aid kits.

8. Check your accounts to see if you have enough cash reserves to survive the snow season. Do you have enough money to pay for your employees and make any repairs if it's a low snow season? You need to plan ahead to make sure you'll have enough cash flow to pay your employees, to buy parts, and for any other unforeseen problems that may come up during the season.

9. Procure any needed equipment. Fall is the time to get those last minute pieces of snow equipment. Verify that all new plows work and fit with your snow fleet. Connect with your dealer to make sure you can get any spare parts in a timely fashion.

10. Review your management skills to ensure you're communicating effectively to both your customers and your employees.

Hone those skills. The dangers of snow removal coupled with little sleep and time away from family make snow management stressful both for you and your employees. If you're generally gruff, you may want to hone up on those communication and management skills to keep good employees throughout the entire season. You don't want any walk-outs in the middle of January.

11. Make sure you're educated on best management techniques to hold onto valuable employees and to have a successful snow season. Best management skills are based on the Golden Rule: Treat others how you'd like to be treated. So, try to motivate your crews with pizza, fresh coffee, and even cots to sleep on. Recognize employees who go the extra mile and do a great job on a customer's parking lot. Encouragement is infectious. ❄️❄️

—from the *SnowWolf website*, snowwolfplows.com



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5 Hazards to Watch for This Snow Season

Snow contractors must prepare for any contingency. Here are five particularly troublesome property issues.

by Jerry Schill, Push for Profit — reprinted from Lawn & Landscape.com

They're out there on every client's property, and there's a chance you don't know about them. Failing to recognize hidden property hazards not only increases the chances of a slip-and-fall incident, but they contribute to avoidable property damage. They might even mar your bottom line.

Here are five common hidden property hazards to familiarize yourself with before your next preseason site inspections. Once these trouble spots become apparent, then you and your crews will more easily recognize them and take the appropriate actions to either avoid or rectify these issues before any damage is done.

1. Pavement conditions

More and more snow professionals are taking advantage of the latest advancements in plow technology, which, by design, are bigger and heavier than the traditional straight-blade plows. Designed to provide a cleaner surface, these tools tend to bite the pavement better than their predecessors. As a result, these plows can potentially tear up pavement imperfections and make existing surface damage worse.

In addition, these surface imperfections are prime spots for refreeze conditions. Ice builds up in these pits, dips and cracks and contributes to potential slip-and-fall hazards for pedestrians traversing the parking lot from their cars to the adjacent building. In addition, larger and/or deeper damaged areas can fill with snow, which disguises a potential tripping hazard to unknowing pedestrians.

When inspecting the property, look for signs that the pavement

has heaved. And if you can identify broken grout joints, then that's a sign the pavement has already heaved during your market's freeze-thaw cycle. Common areas to find these imperfections are at high-traffic areas, stop signs, near site intersections, and around loading docks. It's imperative to thoroughly identify and mark these problem areas on the site's storm management plan.

In addition, site inspections should take place all winter long. Since we're ISO 9001/SN 9001 certified, we not only conduct preseason and postseason inspections, but we also do post-event inspections on all of our properties. This exercise identifies any new problems areas site crews need to be aware of before the next snow and ice event.

Lastly, we're all aware snow contractors typically get blamed for any site damage that takes place during the winter. That's why it's very important to thoroughly document site conditions both before, during, and after the season. Again, this is important from both a safety and a financial perspective to make sure you don't have to carry the financial burden of correcting damage you didn't create.

2. Curbs, Catch Basins and Sewers

When it comes to curbs, all I can say is document, document, document.

Curbs are probably the No. 1 thing we repair on an annual basis. Obviously, if we damage a curb during snow ops, then we'll fix it. However, curb damage happens all year long and the snow contractor is often the fall guy. That's why you must video

We're all aware snow contractors typically get blamed for any site damage that takes place during the winter. That's why it's very important to thoroughly document site conditions both before, during and after the season.

document and photograph the curb conditions at client sites where you anticipate a lot of damage could take place. It's a preventative measure to identify for the client property damage you're not responsible for.

For example, a retail center has a lot of semi-truck traffic coming on and off the property throughout the course of a business day. And curbs tend to get damaged when semis – or even cars, for that matter – cut corners too closely. Therefore, it's important to be vigilant. Go through and document curb conditions, so you don't get blamed for the damage and stuck with the financial burden of repairing them at season's end.

It's important to mark catch basins and sewers on your site map not only for plowing purposes, but also for drainage. For

example, if you stage snow on a property, it's important to have an awareness for where the catch basins and sewers are located to understand how the property is designed to drain. So, for thaw-refreeze cycles you'll want to know which direction water will flow and where, potentially, it will reform into ice.

And as with other property features, it's important to note any existing strike marks or damage to these areas because these are easy targets. In fact, it's not unheard of for a plow operator to unknowingly take off a manhole cover. Imagine the damage that could do to a car driving into it, or God forbid, a pedestrian.

3. Roofs and architectural details

Many storefronts and modern

Cont'd on p. 19

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SNOW PLOW HAZARDS,

Cont'd from page 17

facilities have intricate, architectural details and overhangs that can cause havoc with your site management plan. Snow tends to build up at these areas, and they become major areas for refreeze problems on the pavement and walkways below.

In addition, pay very close attention to these details if they are south facing or are surrounded by reflective glass. Both tend to melt snow and ice during the day, and therefore are the first areas that will refreeze at night.

Clearly mark these areas on your site maps, so you, your crews and your clients are well aware of the potential hazard to pedestrians.

4. Space constraints

When developing your storm management plan, it's important to know where you'll stage

and store snow, as well if it'll be removed from the site. It's not uncommon to have challenging space-constrained properties where you'll have to employ specialized equipment to relocate the snow while you're plowing.

Therefore, it's important to know in advance where you'll be putting it because it will decrease the amount of time to clear the site completely. Don't forget to consider these factors when building out your proposals.

5. Traffic patterns

A lot of being successful in snow and ice management has to do with timing, so understand both the vehicle and pedestrian traffic patterns unique to each property.

For example, some properties condense employee parking areas. Once people start parking in

A lot of being successful in snow and ice management has to do with timing, so understand both the vehicle and pedestrian traffic patterns unique to each property.

spaces, it's nearly impossible to get the pavement cleaned safely. So, timing is vital to get the product down and services done before anyone arrives for the work day or their shift.

In addition, be aware of the site's hours of operation. Over

the course of an evening you can plow against normal traffic patterns and place and stage snow in certain areas. You lose that flexibility during the site's hours of operation – typically the daytime hours – when your only option is to abide by the traffic patterns. This only elongates the amount of time you have to clean that pavement and make it safe.

When building your site's contingency plan, it's equally important to know when customers are present, where and how people typically park, and the delivery schedules to the property. For example, if you have a Starbucks on a retail property, then it typically opens at 5:30 am, while the rest of the stores don't open until 10 am. It's those kinds of details that must be taken into account when you do your site planning. ☘

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I hereby apply for membership and I agree to abide by the By-Laws established by the New Hampshire Landscape Association.

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American novelist (1804-1864)

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■ **OCTOBER 27**

Ecological Landscape Alliance (ELA) 2022 Season's End Summit, online or in person at New England Botanic Garden at Tower Hill, Boylston, MA, 8:30 am - 4:30 pm, www.ecolandscaping.org/

■ **DECEMBER 2**

ELA Ecological Plant Conference, 8:30 am - 4:30 pm, www.ecolandscaping.org/

■ **JANUARY 24**

2023 CNLA Winter Symposium, Aqua Turf Club, Plantsville, CT, cnla.biz/event/2023-cnla-winter-symposium

■ **JANUARY 25**

2023 Grow Maine Green Expo, Augusta, ME Civic Center, melna.org

■ **MARCH 3-5**

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