

NHHLA

NEWSletter

Vol. 39 No. 9

Informing and educating members of the Green Industry

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Upcoming NHHLA Events

Sign up today for NHHLA's hands-on **Lighting Installation Class** on October 24, 2-7 pm, that will teach you the basics of designing and wiring a low-voltage lighting system. During this session you will install lights in the front of a house to enhance the beauty of the landscape, as well as provide safety. As the daylight fades, you will learn how to properly adjust the fixtures to achieve the best look. The instructors are Eric Mitchell, COLD, CLVLT and Jim Moreau, CIC, CIT, CLIA, and CLVLT.

The class will be held at 13 Rancourt St., Nashua, NH. The cost is \$50 for Members, \$70 for Non-members. Dinner will be provided. Space is limited to just 20 people, so we are only accepting one person, per company. We will have a waitlist for additional people, if space is available. Contact Pam Moreau, nhla@comcast.net with questions and to register. (The rain date is October 25.)

Our **November Dinner Meeting, sponsored by SiteOne**, is scheduled for November 9, 5-8:30 pm, at the Puritan Conference Center in Manchester. Jason Andrews, President,

Continued on p. 19

The *NHLA Newsletter* is published by the New Hampshire Landscape Association for its members, free of charge, 10 times a year.

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.

Editorial Submissions and Advertising: Articles and notices for publication should be sent to Carolyn Isaak, Editor. Advertisers wishing to appear in the *NHLA Newsletter* should submit their ads to Annette Zamarchi. The editorial and advertising submissions schedule is online at nhlaonline.org/newsletter.

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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Landscapers Assist With Toys for Tots

A Toys for Tots Touch a Truck Toy Drive will be held on December 3, 10 am-1 pm at the Merrimack NH High School Parking lot (snow date December 10).

Local contractors and businesses are donating their time and equipment to assist this toy collection, including fire, police, and Merrimack DPW. A food or coffee vendor along with porta-potties are anticipated this year.

If any local business is interested in participating, please email Sean Frazier at Backwoods Landscaping, Merrimack_toydrive@outlook.com. He will also need a certificate of insurance to forward to the high school for those being part of the event.

Toys donated on the 3rd will be collected by the Marines Toys for Tots program and Sean and brought to the Toys for Tots drop off location. Last year we estimated that we collected about 1,000 toys. Toys must be new and unwrapped.

Hosts for this collection are Backwoods Landscaping, NJB Landscaping Excavation, and O'Keefe Landscaping.

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President's Notes

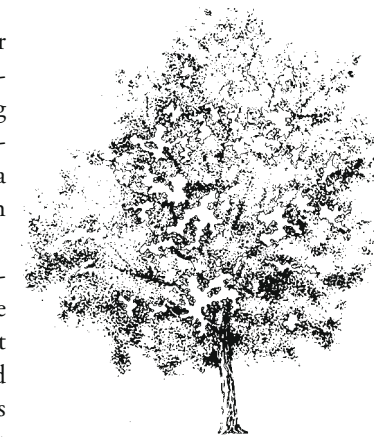
by Andrew Pelkey, NHLA President

Our 2nd Annual Field Day was a success! We saw roughly 40% growth in attendee registration and 20% or so growth in vendor support. It's certainly rewarding to see this event grow. It was nice to have numerous conversations with owners, team members, and vendors throughout the day, sharing our current approach to growing the Association. I think the time is ripe for big steps forward! Be sure to check out the full write-up on the event (pages 16,17,19) and if you missed it this year, make sure you attend next year!

Our new website has gone live, and we are working to make final edits and tweaks. The new site is the first step towards updating our approach on how we as an

Association communicate our to our members and prospective members. We're working diligently to being to have a presence on various social media platforms to enhance our reach to the green industry.

Our November Dinner Meeting is scheduled for Thursday the 9th. Jason Andrews, the president at Gallo & Associates will lead a talk on improving your sales skills and techniques. I see a great deal of value in this event. Most of us, me included, entered the landscaping industry without any formal sales training. Whether you sell work for yourself to do or for a team of people under you, it's important to have the skills to effectively do so. Be sure



to check out the event details on our website and register as seating will be limited.

As I write these notes today, it's another rainy day. We have had an abundance of rain this season. And I am sure it's been tremendously difficult to keep a

consistent and caught up schedule. That's a good reminder to check your service agreements/contracts with your clients that clearly indicate what you are and aren't responsible for when it comes to weather-related issues. For example, new lawn installation washout from heavy rains, a lawn not coming in due to too much rain, or polymeric sand not setting and activating because of rain after applying. Our industry is extremely dynamic. We use the phrase "If it was easy, everyone would be doing it," and that couldn't be truer about all of you in the Green Industry.

Here's to a sunny, dry fall to allow all of us to wrap the season up strong! ✨



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Honor Commitments

Pillar #6 of the North Point Outdoors Ten Pillars of Culture

by Andrew Pelkey, NHLA President

Pillar # 6, Honor Commitments. There’s no better way to earn people’s trust than to be true to your word. Do what you say you’re going to do, when you say you’re going to do it. The includes being on time for all phone calls, appointments, meetings, and promises. Allow for extra time for surprises and delays. Don’t let these become excuses.

On the most basic level. Be on time. Growing up I was always told if you aren’t early, you’re late...

Showing intent is a key factor in growing your career. We expect our team members to be on time daily. So much so that we put the managers, and crew leaders

in the position each morning to be on time, and ready to roll out so that their crew members can start their day on time. This discipline starts at the top and must roll down.

The deeper meaning to this pillar boils down to respecting those who work with you. Honoring a commitment can and should be easily translated into – respecting others’ time.

When a team large or small works together daily, being mindful of each member’s time is very important. In our business, and in any, each role is just as important as the other; owner, divisional manager, foreman, crew leader, crew member. Each person on our team has a set grouping of

The deeper meaning to this pillar boils down to respecting those who work with you.

duties and responsibilities that need to be executed in harmony with each other. Making sure that you provide the opportunity for your teammates to do so by honoring your commitments to them makes this possible.

On the other side of honoring the commitments, we need to also be understanding that although our team member may have had

good intentions of honoring their commitments to you or the team, sometimes things outside of our control get in the way whether it be work or home related. Cutting others a break is also a good quality to have.

All ten of our Pillars of Culture are imperative to the success of our operation. They all relate to being a good person in and out of the workplace. We value the time of our team. We know that they all have personal lives filled with spouses, kids, parents, family, and friends. Allowing them the opportunity to honor their commitments to those outside of work is also at the top of our list. Happy people produce high quality work.



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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.

- Recognition in the *Newsletter*
 - An NHLA Student membership for one year
 - An invitation to be part of the NHLA Education Committee
- Find the application at: nhlaonline.org/nhla-scholarship/

NHLA Scholarship

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.

All applications must be returned no later than December 15. The winner of this scholarship will be determined by the NHLA Board of Directors at the February board meeting, and the scholarship(s) will be awarded in March.

Winners will receive:

- A check made out directly to the recipient. Amount varies depending on our donors.
- Recognition at our March meeting

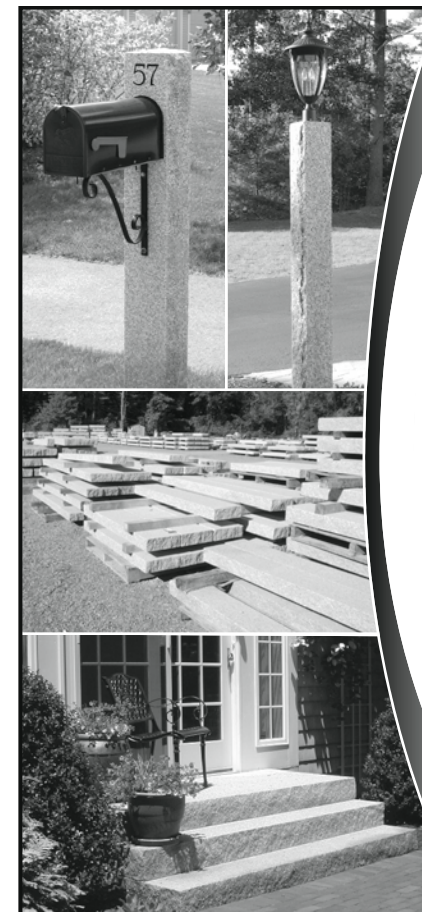


The Ruth E. & Leon E. Pearson Memorial Scholarship

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.

Applications must be submitted no later than December 1.

Find the application at: nhlaonline.org/pearson-scholarship/



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Upcoming Pesticide Licensing Preparation Classes

by Amy Papineau, Landscape & Greenhouse Horticulture Field Specialist, UNH Extension

UNH Extension can help you prepare to take the required exams to become a licensed pesticide applicator in New Hampshire. There are multiple levels of license available for those with prior experience and those just starting out. If this is something you want to add to your business or resume, consider attending training sessions with us this January. Dates and details here are at tinyurl.com/UNHPesticide

Attend your choice of sessions for training in one or more of these license categories:

Shade and Ornamental: For use of pesticides in the maintenance or production of ornamental trees, shrubs, and flowers.



Turf: For use of pesticides in the maintenance or production of turf, including home lawns, public grounds, parks, golf courses, and cemeteries.

Right of Way and Commercial Weed and Brush Control: For use of pesticides in the control of weeds, brush, and other vegetation.

Mosquito and Black Fly: For use of pesticides in the control of biting insects such as mosquitoes, black flies, and ticks.

Each session will cover applicable rules and regulations pertaining to notifications and permitting; identification and management of key pests; and selection and use of pesticides and application equipment.

The goal of Extension's Pesticide Safety Education Program is to develop responsible, safe, and effective users of pesticide products. Contact Rachel Maccini Rachel.maccini@unh.edu 603-351-3831 for more information about the steps to becoming a licensed applicator. ↑

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Be On the Lookout for: Spotted Lanternfly and Box Tree Moth

Piera Siegert, State Entomologist, NH Dept. Agriculture, Markets & Food

Spotted lanternfly and boxtree moth are invasive pests that pose a risk to New Hampshire plants. No established populations of spotted lanternfly or boxtree moth have been detected in New Hampshire, but both are present in parts of Massachusetts. Protect New Hampshire plants – learn how to identify and report these insects.

Spotted lanternfly adults are active from late August until the first hard frost. They are about one inch long, and have strik-

Protect New Hampshire plants – learn how to identify and report these insects

ing wings that are red and grey, both with spots and stripes. It superficially resembles a moth but is more closely related to leafhoppers. It kills grapevines, is a public nuisance, and can impact growth and salability of young nursery stock. Spotted

lanternflies have an extended feeding period in the fall before females are mature enough to lay eggs. Adults are susceptible to hard freezes, eggs are not. A hard freeze early in the season can significantly impact likelihood of establishment. For more information about spotted lanternfly, including photos and description you can share with your crew and clients, visit: agriculture.nh.gov/publications-forms/documents/identify-slf.pdf. Early detection of spotted lanternfly eggs and nymphs can help prevent infestations from getting to the damaging adult life stage. If you believe that you have seen spotted lanternfly in New Hampshire, take a picture, smash or stomp on it (watch out – they move fast!), and report it to NHbugs.org.

Box tree moth is a significant boxwood pest. In its native range, when infestations are heavy it has also been found feeding on burning bush, Japanese spindle tree, purple holly, and orange jessamine. Caterpillars of this species first feed on the foliage and then the bark of the plant. This heavy feeding can cause



Spotted lanternfly adult

the plants to die. Box tree moths overwinter as caterpillars and emerge in early spring. There are multiple generations in a year. They are strong fliers but are also readily moved in boxwood nursery stock. Feeding generally starts in the interior of the plant, complicating early detection. Characteristic signs of damage on boxwoods and defoliation of the plant. Eggs and larvae are harder to detect, and it is these early infestations of hard-to-detect life stages that make it easy to unknowingly move and

introduce box tree moth into a new area. To learn more about box tree moth, including information that you can share with your crew and clients, visit: ag.umass.edu/landscape/fact-sheets/box-tree-moth. If you believe that you have seen box tree moth in New Hampshire, take a picture and report it to NHbugs.org.

Please be on the lookout for these invasive pests as you go about your fall activities. Both pests pose a risk to New Hampshire's agriculture and the environment. Learn how to identify and report suspects. 🌿



Boxtree moth damage

Native Plants Attract Birds, Pollinators, and Create Views

By Chadd Guimond Hippensteel, NHCLP

Leslie Herd at Riverside Gardens is as lively as a sprig of willow, as vibrant as the Monarda covering her property, and is a



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boundless source of sage advice for growing and maintaining native plant gardens. A former organic farmer with experience

growing, selling, and teaching others, she has set her roots down in Dover, NH, and since 2017 has transformed Riverside Gardens into a mecca of flora and fauna.

We met on an overcast Friday morning at Riverside Gardens. She wore a dark blue hat from Prairie Moon nursery to match her canvas shorts and wry smile. She started talking at once. Showing me the plants intended for the “western meadow” garden, a small plot created by reclaiming land from the invasive Oriental Bittersweet Vine, she talked me through the process of overwintering seeds like Milkweed before transitioning them into full sun growing conditions.

Beyond the raised bed nursery, a row of St. John’s Wort sat heavily laden with bees. When I expressed my love for a similar species that grows by the road, she agreed, gesturing at the colorful row and saying, “they’re great, the bees love them and the deer don’t eat them.” For the next hour, Leslie took me through the trials, tribulations, and payback of growing native plants. A process that, she says, is starting to give back.

Many of her plants are grown

from seed,¹ from plugs,² from pots,³ and still more from bare-root saplings.⁴ “I love these saplings,” she explained, tending to a group of ankle-high Fragrant Sumac, “you buy them and they’re this high (about 6-8” typically), and after spring, they’re this big (14-16” high). And they cost about \$1.50.” That is bang for your buck. A group of Scotch Pine, now 6-8’ high, planted during the pandemic, stage the area she would like to make into an enclosed space for her grandchildren. “The woman next door wants the central plant, and so she’ll have it,” Leslie said. That is the kind of person she is, not surprisingly. More nuanced is the rate at which the garden’s fruits and vegetables are growing.

Now retired, Leslie and her husband Ken sell plants, honey, fruits, and vegetables at their farmstand. The long grass, healthy soil, and steady flow of bees help the veggies grow faster, naturally. Adding compost⁵ to her plant beds each year, keeping clover in the paths between rows, and using waterflow to her advantage is all part of a low-maintenance, highly productive garden. Winding mowed paths



lead guests from one plot to the next. The couple’s cooperative dynamic is evident in the self-engineered watering system they have designed.

Situated on a rolling hill adjacent to the Cochecho River, Leslie and Ken use the topography to their advantage. On the side of the greenhouse are white plastic gutters used to collect rainwater. Those lead to two 300-gallon water tanks which feed the blueberry bushes through drip irrigation. A half inch of rain is 500 gallons, says Ken, based on the footprint of the greenhouse. Solar panels power the 1/8 hp drip irrigation pump. They oc-



asionally clear the gutters, one of the many jobs they’ve agreed to do together. Both independently minded, they realized the need to work together and so conceived of the idea for “Team Tuesday’s” to be the day they collaborate on projects. Others are invited to join Riverside Gardens through one of the many workshops they host each year.

Leslie has found a balance between dealing with the challenges posed by rabbits, deer, groundhogs, and birds – and getting to a place where she can relax and watch nature unfold. Ken shares her sympathies. A lifelong engineer, he pointed



Leslie has found a balance between dealing with the challenges posed by rabbits, deer, groundhogs, and birds – and getting to a place where she can relax and watch nature unfold.

to Thistle in the middle of the greenhouse entryway, saying, “Random mercy on volunteer plants,” with a grin. Leslie has elected to keep Thistle “for the Chickadees who favor the spines to build their nests.” Ken and Leslie cleared away European Buckthorn at the base of large oaks to create space for native groundcovers in which caterpillar

species can pupate. Now they can see the stone wall bordering their property as well as the foraging birds that visit it. That’s a win-win. ✨

- 1 Wild Seed Project, No. Yarmouth, ME
- 2 Prairie Moon Nursery, Winona, MN
- 3 Van Berkum Nursery, Deerfield, NH
- 4 NH State Nursery, Boscawen, NH
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2023 NHLA Field Day Recap

Text and photos by Amy Papineau, UNH Extension & NHLA Education Committee Coordinator

The 2nd annual NHLA Field Day kicked off the morning of September 20 with record crowds. The all-day event, held at the Belknap County Fairgrounds in Belmont, NH, featured many educational sessions, demonstrations, and a vendor fair.

We want to thank all who contributed to the success of this event, especially the businesses and individuals who dedicated time to attending. Over 250 Green Industry professionals participated in the event, learning from industry specialists and networking with fellow landscapers and others. Thank you to the NHLA and UNH Extension for hosting the Field Day and to the many sponsors who made the event possible. A special thanks to the several businesses who volunteered staff time to setup and breakdown. The event would not have been possible without the cooperation of all.

The event leaves lasting marks on the fairgrounds, with the addition of a 30 foot retaining wall built by The Stone Trust with contributions of supplies, time, and labor from Dirt Doctors, Mike Barwell, and Dave DeJohn, and NHLA. A 2.5" caliper Autumn



Belknap County 4-H Fairgrounds, as captured in a drone fly-over by Graham Pellettieri, Pellettieri Associates.



Tom Keller, of NDS, shares insights of how businesses can add drainage as a profit center for their businesses.

Blaze Maple was installed at the fairground entrance, donated by Millican Nurseries and planted by Lisa Mitrano. In a demonstration led by Bill Gardocki, a stone firepit was installed with materials donated by Cambridge Pavers & Wall Systems, Gilbert Block, and PaveTools and labor by Heart and Stone Landscaping.

Attendees took away new information, skills, and ideas as industry specialists led educational sessions throughout the day. Each session had a wealth of take-home messages that participants can put to use in their work.

Here are some highlights shared by presenters:

Chainsaw Safety: When working with a chainsaw, wear your Personal Protection Equipment every time and take the five minutes to look around and make a plan! – AJ Dupere, NH Division of Forests and Lands

Drainage as a Profit Center for Your Business: Download the NDS Stormwater Drainage Tool App! The app provides tools and calculators, where to buy, the full NDS product line, contact



Participants visited with 34 vendors set up in the barns and field.



Attendees get hands-on experience working with members of The Stone Trust to construct a dry stone retaining wall.

help line, and more – all in the palm of your hand. – Thomas Keller, NDS

Insects in the Landscape: Not every insect you see in the landscape is a pest. Get to know the pests to watch for and the insects that can (and should) be left alone. – Rachel Maccini, UNH Extension

Right Plant, Right Place: Knowing your plants is important, but knowing where to plant them is even more important to keep your landscape business profitable. – Andrew Mauch, Millican Nurseries

Shoreland & Wetland Protection in NH: The best way to protect your lake is to maintain and restore natural vegetated buffers and to manage or improve stormwater runoff. And remember, state law restricts the use of pesticides and fertilizers within protected shoreland. – Eddie McKenna, NH DES

Tree Planting Practices: A leading cause of tree decline and death is planting too deeply. Find the root flare and keep it at or above the soil surface. And flatten those mulch volcanos! – Amy Papineau, UNH Extension

Using Drones in Landscape Design: For those who are willing to venture into the world of technological innovation, Drone technology can augment and transform your existing landscape services, jump starting your landscape design process with a very powerful data set. – Graham Pellettieri, Pellettieri Associates

Working Safely with Ticks: Create a “tick kit” and keep it in your vehicle so you are always prepared with repellents, a tick removal spoon, and a vile to collect any ticks you remove from your body. And do your tick check daily as you bathe! – Matt Cahillane, Ecological Solutions

More Field Day photos on page 19



A.J. Dupere, NH Division of Forests and Lands, discussing key factors in the safe operation of a chainsaw.



Jonathan Ebba, UNH Cooperative Extension, demonstrates what to look for when diagnosing plant problems in the landscape.



Abby Zudeima & Jeff Meulenbroek speak with individuals interested in becoming NH Certified Landscape Professionals.



A large crowd learning about selecting the right plants for the right place with Andrew Mauch, Millican Nurseries.



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More photos from the NHLA Field Day Recap

Cont'd from page 18



Tom Atwood and Brad Gerard of Heart and Stone Landscaping prepare a fire pit in a kit build demonstration.



Lisa Mitrano and Mike Barwell work with volunteers to prepare an Autumn Blaze Maple in a tree planting demonstration, with Dave DeJohn operating the loader.

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NHLA Upcoming Programs

Cont'd from page 1

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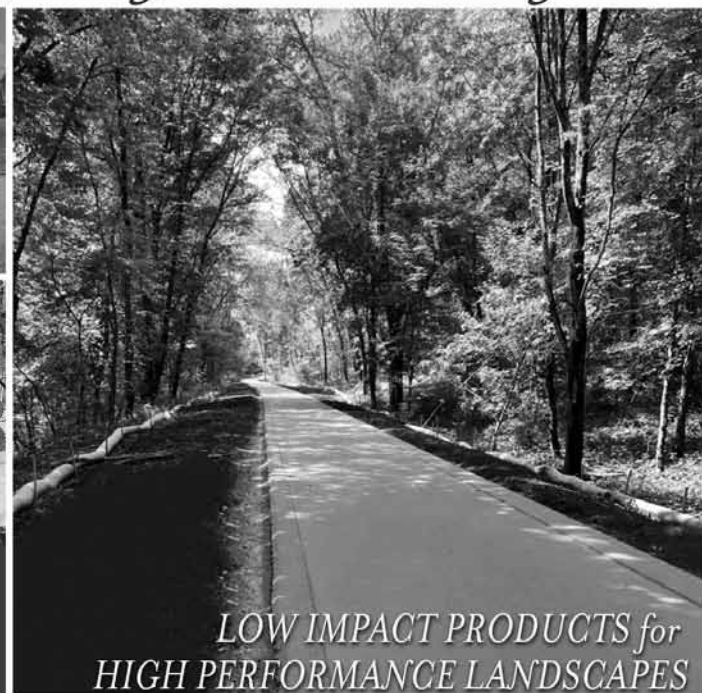
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Would you be willing to serve on an NHLA Committee?
 Yes No



MEMBERSHIP CATEGORY APPLYING FOR:

(Please check one.)

- MEMBER (1 year):** Someone actively engaged in the landscape industry or allied professions or industries. **Annual Dues: \$175.00**
- MEMBER (3 Years):** Someone actively engaged in the landscape industry or allied professions or industries. **Dues: \$475.00**
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A renewal notice will be sent to you when your membership is near expiration.

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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Please detach and return application to:
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beauty, as if nature had been saving up all year
for the grand finale.”

—Lauren DeStefano (b. 1984)
American young adult author

See the NHLA website for Newsletter copy and advertising deadlines:
nhlaonline.org/nhla-newsletter/



Calendar

■ **OCTOBER 24**

Hands-on Landscape Lighting Installation Class, presented by NHLA, *See page 2*

■ **OCTOBER 30-NOVEMBER 2**

Principles and Practices of Organic Land Care, presented by Non-Toxic Portsmouth, Non-Toxic Dover, and the Organic Land Care Program. Registration: ctnofa.app.neoncrm.com/np/clients/ctnofa/eventRegistration.jsp?event=1781&

■ **NOVEMBER 9**

Learn to Sell, NHLA Dinner Meeting, Puritan Conference Center, Manchester, NH. *See page 1*

■ **DECEMBER 3**

TOYS for TOTS Touch a Truck Toy Drive, 10 am - 1 pm, Merrimack NH High School Parking Lot. *See page 2.*