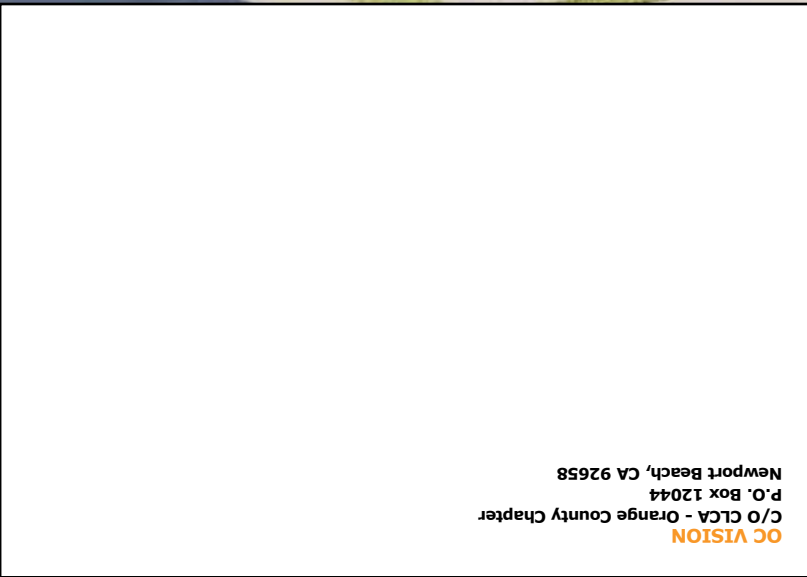




# OC Vision

Official Publication of the Orange County Chapter of California Landscape Contractors Association • [www.clca-orangecounty.org](http://www.clca-orangecounty.org)



OC VISION  
C/O CLCA - Orange County Chapter  
P.O. Box 12044  
Newport Beach, CA 92658



Cover Photo: 2021 State Trophy Award winning project, Rodriguez's Modern Playground, by award-winning contractor Pacific Breeze Landscape.

## 2021 Orange County Chapter CLCA Coaching Staff



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*For information about what we're doing in 2021, contact Sal.*



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*For anything chapter finance related, contact Steve.*



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*For questions relating to our OC Champions program or Golf Tournament, contact Bill.*



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## Relax, Recharge, and Reconnect

**A**loha OC! I had the opportunity to attend CLCA's convention last month in Hawaii and it was probably one of the most amazing events I have attended while being a member. For starters, the venue was beautiful, and the weather was amazing! When not participating in the various educational and networking activities that CLCA hosted, I spent a good amount of my time enjoying the beaches; riding waves was definitely part of my itinerary. And the Trophy Awards banquet... it was great! It was super competitive this year with many quality entries from contractor members throughout the state of California. I'm honored to say I won an award. CLCA OC Chapter member Visionscape also took home a couple of awards. Congratulations to all the winners!

With convention in Hawaii this year, I couldn't pass up the opportunity to stay a few extra days to enjoy a short vacation with my wife. With a baby on the way, we may not have an opportunity like this again for a while. Remembering back to when I started my business, I was reminded of the dream I had to be my own boss and create my own schedule. I wanted to have the freedom to go on vacations whenever it best suited me. And that's exactly what I did!

When is the last time you took a vacation? Sometimes we find ourselves consumed in our work with no balance in our life. Remember to give yourself a break and recharge so that you don't get burned out.



**Sal Hernandez**  
Pacific Breeze Landscape  
Chapter President

Now that the holidays are here, things are starting to slow down a bit. Our industry has been very busy and it's great to be able to catch some sort of a break. This month, the chapter is having our annual holiday party at Dave & Buster's in Irvine. Bring the family to this fun-filled event and don't miss out on reconnecting with your fellow members. Let's close out this year strong. I hope to see you there!

For this month's book, I encourage you to read *Growing Dreams* by Jim Paluch. This book sparked my joy of reading and motivated me to improve my systems within my company. In fact, the author personally gave me this book and even signed it! I hope you enjoy it as much as I did.

~Sincerely, Sal

## Top 5 Apps to Save Time as an Entrepreneur or Small Business Owner

By Jonathan Goldhill, The Goldhill Group, [www.thegoldhillgroup.com](http://www.thegoldhillgroup.com)

**A**s an entrepreneur, you know time is money. So, haven't you ever wished there was an app that could save you time? Well, good news. There are several. To free up more of your time as an entrepreneur or small business owner, The Goldhill Group presents the following list of the top five apps to help you become more productive with your day-to-day tasks

### 1. Elocance Audio Reading App

Have you ever felt like you'll never be able to read through all of the emails that flood your inbox? Then you're in luck! Elocance is an audio reading app that allows you to transform long documents, web articles, emails, and text of any kind into audio files. This is revolutionary for business owners in terms of multitasking. You can turn all of your important files into podcast form and listen while you work or on the go.

### 2. Trello

Once you give this app a try, you'll wonder how you lived without it. Trello is an amazing project management tool that allows you to reach new levels of productivity. You can organize your to-do lists into three columns: "To Do," "Doing," and "Done." Plus, you can share it with your employees to help your team succeed as a whole.

### 3. QuickBooks Online Advanced

For small business owners, financial reporting is crucial. You need to understand how much money you have, how much is coming in, and how much is going out. QuickBooks Online Advanced lets you gain immediate access to the

information and data you need in real time, which means you won't need to process any unnecessary reports. The software can also help you design a roadmap to help you lay the groundwork for achieving your business-related spending goals.

### 4. 17hats

17hats is a must-have time-saving app for solopreneurs. The all-in-one system allows you to manage your contacts, calendar, bookkeeping, contracts, and invoices in one app. By automating these tedious tasks, you gain more free time in your day.

### 5. RescueTime

Have you ever wondered how productive you actually are? RescueTime is an award-winning productivity assistant that helps you stay on track during the workday. The app analyzes your work style, meeting schedule, and to-do list each day, allowing you to focus your efforts where you need to most. You can also take advantage of Focus Sessions, which allows you to block websites that hinder your productivity. RescueTime compiles all of the data and gives you reports on which apps and sites are keeping you from getting your work done.

### Work Smarter, Not Harder

As a small business owner, it's important to save time when you can. Not only to give you more free time to focus on your customers but more importantly, to gain more time to unwind and avoid burnout. Try out each of these apps and find out what works best for you.

# 2022 CLCA-OC CHAMPIONS REGISTRATION FORM

Please indicate your desired sponsorship level by placing a check mark in the box to the right of your choice.

## Premium – \$2,250 (\$2,785 value)

- Kickoff Meeting & all CLCA Universities for one + tabletop opportunity and recognition on banner at all events
- Foursome in Golf Tournament + premium hole sponsorship
- 2 Beautification Awards tickets + General Category Sponsorship
- 4 Sporting Event tickets
- 2 Holiday Dinner tickets
- Recognition in magazine & website
- Link on emails to membership

## Preferred – \$1,625 (\$2,025 value)

- Kickoff Meeting & all CLCA Universities for one + recognition on banner at all events
- 1 golfer in Golf Tournament + hole sponsorship
- 1 Beautification Awards ticket + General Category Sponsorship
- 2 Sporting Event tickets
- 2 Holiday Dinner tickets
- Recognition in magazine & website
- Link on emails to membership

Have questions? Contact Bronwyn Miller at (949) 466-1222 or eyescapes@yahoo.com.

## Partner – \$975 (\$1,380 value)

- Kickoff Meeting for one + recognition on banner at all events
- Golf Tournament hole sponsorship (no golf)
- Beautification Awards General Category Sponsorship (no dinner)
- Recognition in magazine & website
- Link on emails to membership

## Contractor – \$700 Contractor Members Only!

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- 2 Beautification Awards tickets
- 2 Sporting Event tickets
- 2 Holiday Dinner tickets
- Recognition in magazine & website
- Link on emails to membership



Total Enclosed \$ \_\_\_\_\_

Registration and payment can be completed online.  
Scan the QR Code to the right or visit [www.clca-orangecounty.org](http://www.clca-orangecounty.org) for more info.



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Please return this form with check made payable to CLCA-OC, to:

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**Celebrate the Holidays with Us!**  
**OC Chapter Holiday Party is**  
**Dec. 16 at Dave & Busters, Irvine**



**R**ing in the holidays with us on Thursday, December 16, at Dave & Buster's in Irvine. Come out and join us for some fun and games, coupled with tasty food and your CLCA friends as we celebrate 2021.

Located inside the Irvine Spectrum, this venue will provide the perfect setting for this year's holiday party. There will be lots of opportunities to let loose and reconnect with your green industry friends! Catch up over a drink, a game of pool, while having some fun in the arcade, or while enjoying a tasty dinner.

You definitely don't want to miss this holiday event that's open to all CLCA members and friends!

Cost for this fun-filled celebration is just \$75 for members and \$95 for non-members. Price includes dinner, a drink ticket, and a \$20 power card for game play. We will also have pool tables available for play during our party! We hope to see you there.

Space is limited; reserve your spot as soon as possible. Register online at [www.clca-orangecounty.org](http://www.clca-orangecounty.org).

**OC Chapter Kickoff is Jan. 12 at Golden Road Brewery, Anaheim**

**• Learn about the many exciting things we have planned for 2022!**

**S**ave the date and plan to join us on January 12 at Golden Road Brewery in Anaheim to learn about the exciting things we've got planned for 2022. Don't miss this great networking event where you'll have the opportunity to connect with CLCA professionals who can help you grow, both professionally and personally.

We're excited to announce that we will be resuming our CLCA University in 2022 and will be offering CEU's! Each class will be geared toward something that affects all contractors, large or small companies, residential or commercial, construction or maintenance. Join us at this kickoff meeting to learn more!

The meeting will begin at 4:30 p.m. Cost to attend is \$40, which includes a meal and drink ticket. Register to be an OC Champion and have this and other 2022 events pre-paid for. *Find more info. on page 4 of this OC Vision.*

RSVP your attendance by calling Bronwyn Miller at (949) 466-1222 or emailing [eyescares@yahoo.com](mailto:eyescares@yahoo.com).

Golden Road Brewery is located at 2210 E. Orangewood Ave., Anaheim, CA 92806.

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2022 CLCA-OC Calendar	
Mark Your Calendars & Save the Dates Now!	
<b>Jan. 12</b>	OC Chapter 2022 Kickoff Meeting, Anaheim. Golden Road Brewery: 2210 E Orangewood Ave.
<b>Feb. 9</b>	CLCA University, Class #1. Location TBD. Topic: Irrigation Regulations & MWELO Updates.
<b>Mar. TBD</b>	CLCA LandPAC Fundraiser. Date & Location TBD.
<b>April 13</b>	CLCA University, Class #2. Location TBD. Topic: 2022 New Plant Introductions & Landscape Design Tips.
<b>May TBD</b>	Chapter Golf Tournament.
<b>June 8</b>	CLCA University, Class #3. Location TBD. Topic: HR in 2022 & Employee Retention.
<b>July TBD</b>	CLCA Picnic, Day at the Park. Date & Location TBD.
<b>Aug. TBD</b>	CLCA Outing to a Sporting Event. Details TBD.
<b>Sept. 17</b>	OC Chapter Beautification Awards, Mission Viejo.
<b>Oct. 12</b>	CLCA University, Class #4. Location TBD. Topic: Marketing your Business & Increasing Sales.
<b>Dec. TBD</b>	Chapter Holiday Party.

# Air Resources Board Mandates 2024 Phase Out of Gas-Powered Landscape Equipment

*Board rejects calls from CLCA and industry for more time to address unresolved technological and financial hurdles*

On December 9, the California Air Resources Board (CARB) voted to update California’s Small Off-Road Engine Regulations, effectively banning the sale of gas-powered equipment using small off-road engines (SORE), which includes all lawn and landscape equipment in 2024.

These recently updated regulations are part of the state’s attempt to reduce greenhouse gas emissions. California also aims to mandate that 100 percent of in-state sales of new passenger cars and trucks are zero-emission by 2035.

The California Landscape Contractors Association, the landscape industry association for California’s licensed landscape contractors, coordinated feedback and advocacy from California’s landscape professionals who use SORE landscape equipment daily.

“CLCA’s members were candid and forthcoming about their concerns for such an accelerated timeline to ban the sale of SORE landscape equipment starting in the model year 2024,” said Sandra Giarde, CLCA’s executive director. “The reality is that the currently available battery-powered commercial landscape equipment has a way to go before meeting the needs of the full-time landscape professional. California’s landscape industry supports the transition to zero-emission equipment, but a 2024 deadline is too soon, given numerous unresolved technological and financial hurdles.”

CLCA worked with a national coalition of associations and industry groups to lead the charge for a compromise solution that would have ended the sale of residential landscape SORE by 2024 and allowed commercial SORE to be sold until 2028. This commonsense compromise would give equipment manufacturers enough time to increase

***“We felt our compromise solution could achieve the state’s 2031 emission reduction goals while reducing the impacts on landscape professionals. We remain disappointed that the (California Air Resources Board) board members did not concur.”***

*Sandra Giarde, CLCA executive director*

performance and improve battery life while bringing down costs for commercial landscape professionals.

“With 85 percent of the SORE landscape equipment in California belonging to residential users, we felt our compromise solution could achieve the state’s 2031 emission reduction goals while reducing the impacts on landscape professionals,” says Giarde, “We remain disappointed that the board members did not concur.”

“I am proud of the advocacy efforts made by CLCA’s staff and members, said Paul Hansen, CLCA’s State President.” “Despite today’s decision by CARB members, CLCA will continue efforts to ensure adequate

funding will be made available for rebate programs and tax credits to ease the transition.”

“The Legislature only appropriated \$30 million for rebate programs, which would be about \$15 per piece of equipment for professionals, Giarde said. “With California facing a \$3 billion budget surplus, we will be working to secure additional funds to help landscape professionals make the transition.”

As passed today, the updated SORE regulation would allow users of gas-powered landscape equipment to continue to use their equipment. However, it would only allow zero-emission equipment to be sold starting in the model year 2024.



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# UC Landscape Plant Irrigation Trials Virtual Open House Survey

Submitted by Karrie Reid, Environmental Horticulture Advisor, University of CA Cooperative Extension



*Trial Fields*

As many of you know, we have been evaluating plants for water use and inclusion in the Water Use Classification of Landscape Species since 2016. In typical years – during spring, summer, and fall – we hold Open House events where UC Master Gardeners, landscape and horticulture educators, and professionals from all sectors can view the trial plants in the ground and evaluate a sampling of them on all the irrigation treatments. But there has been nothing typical since early 2020. In order to

continue to involve you – the industry professionals – in this vital research, we are inviting you to take an online survey of the plants from photographs.

The survey follows up our spring 2021 survey to elicit your perspective on how the plants performed after a summer of deficit irrigation treatments. We know you would all rather be in the field where you can walk around each plant and examine it, both close up and far away, but we are nevertheless eager to share the new plants we are evaluating and get your feedback on their overall appearance and potential as new garden plants. This online survey seeks your opinion on the qualitative performance of one plant per cultivar of the 10-13 taxa we just finished evaluating. All photographs are from late September or early October. We will use these results to inform our irrigation and cultural recommendations for the taxa evaluated in this round of the UC Landscape Plant Irrigation Trials. We hope to be back in person in 2022.

## Survey Basics & Overview

Access the survey via the link on the next page, selecting the site you would normally attend (UC Davis or South Coast REC in Irvine). Please take the survey only once. You can move through the survey sections using the back and next

*Continued on Next Page...*



Devil Mountain Wholesale Nursery was established in 1995 to broaden the plant and tree palette available to landscape professionals. With over 1,100 acres of nursery stock, ten locations, and a robust plant brokerage service, Devil Mountain provides a single-source solution to landscape professionals. The acquisition of BrightView Tree Company in 2020 further increased plant availability, especially quality grown trees. Customers can expect to find a wide range of plants and trees in sizes ranging from 4" containers to 120" boxes. Orders can be placed online or you can shop the nursery in person, with will call pickup service or delivery available throughout Los Angeles and San Diego.

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## UC Landscape Plant Irrigation Trials

...Continued from Previous Page

buttons before submitting the form. It takes 5-10 minutes to complete the survey. If you have any questions or issues, please email Jared Sisneroz at [jasisneroz@ucdavis.edu](mailto:jasisneroz@ucdavis.edu).

UC Davis (Davis, CA) Survey:  
<https://forms.gle/fcrfUfUuPWEEiusz5>

South Coast REC (Irvine, CA) Survey:  
<https://forms.gle/KFaBHXh8rztrAVQA>

Participation is voluntary and all responses are anonymous. The survey is open to UC Master Gardeners and horticulture and landscape professionals, including educators, academics, and writers. Due to the parameters of our current study, the survey is not open to the general gardening public.

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[www.clca-orangecounty.org](http://www.clca-orangecounty.org)

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1/4 Page (Color)	\$1,560
1/3 Page (B/W)	\$1,735
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1/2 Page (B/W)	\$2,140
1/2 Page (Color)	\$2,775
Full Page (B/W)	\$4,050
Full Page (Color) - Back Cover	\$5,205
Full Page (Color) - Inside	\$4,920

### Size - Width x Height

Business Card	(3 5/8" x 2")
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1/3 Pg horizontal	(6 1/8" x 3 3/8")
1/3 Pg vertical	(3 5/8" x 7")
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1/2 Pg vertical	(3 5/8" x 9 1/2")
Full Pg	(8 1/2" x 11" + 1/4" bleed all around)

For more info. about advertising in the OC Vision, contact Bronwyn Miller at (949) 466-1222/[eyesclapes@yahoo.com](mailto:eyesclapes@yahoo.com).



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**STATE PRESIDENT Paul Hansen** welcomes attendees to CLCA's Annual Convention at The Westin Maui Resort and Spa in Hawaii. Held November 3-6, this year's event was big on business AND relaxation.



**WELCOME RECEPTION** kicked off this year's convention offering attendees an opportunity to network in-person with colleagues and friends.



**OC CHAPTER PRESIDENT Sal Hernandez** (second from right) and his wife Kathy (right) chat with SFV Chapter President Francisco Salazar (center) and his wife Yuriela and daughter Victoria.



**CHAPTER PRESIDENTS COUNCIL CO-CHAIR (South) Ed Wallace** and Frank & Grossman Landscape Contractors rep Rick Oropeza hang ten.



**TAKING A BREAK** from his presidential duties, past OC President Paul Hansen enjoys some one-on-one time with his wife Maddie.



**MAKING NEW FRIENDS** Frank & Grossman Landscape Contractors rep Scott Hayes (right) shares a laugh with Pacific Breeze Landscape rep Jose Acevedo and Jose's wife Sophia.



**GREETING ATTENDEES** with a warm aloha welcome at registration is CLCA Executive Director Sandra Giarde.



**EDUCATION IS KEY** to having a successful business. Understanding this, Pacific Breeze Landscape reps Jose Acevedo and Sal Hernandez are ready to attend one of several educational opportunities at convention.



**KNIGHTS OF THE GARTER** – Knighted in the past for being courteous, kind, and always willing to help when needed, CLCA's Knights of the Garter showcase their garters with pride.



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**RECOGNITION LUNCHEON** serves as the perfect setting to showcase the impact that CLCA and its chapters have, among other things. The OC Chapter was highlighted for their 2019 volunteer work on the Shipley Center in Huntington Beach.



**PAST STATE PRESIDENT Javier Lesaca** (right) and his wife Benita catch up with long-time pal and past OC Chapter President, Ed Wallace.



**ELVIS IS IN THE BUILDING** – Hawaiian Elvis (also known as Past State President Heath Bedal) serves as emcee for this year's Trophy Awards. Heath ensured all in attendance had a great time and enjoyed lots of laughs!



**VISIONSCAPE** wins outstanding achievement in the Small Residential Installation category. Receiving the award is company rep Ruben Flores; presented by Gina Stanley for sponsor CLCA Insurance Solutions.



**PACIFIC BREEZE LANDSCAPE** wins first place in the Small Residential Installation category. Receiving the award is company reps Jose Acevedo and Sal Hernandez (right); presented by Debbie Abele and Gina Stanley for sponsor CLCA Insurance Solutions.



**WINNING ANOTHER award**, this time first place in the Large Residential Maintenance category, is Visionscape. Receiving the award is company rep Ruben Flores (center); presented by sponsor Sacramento Valley Chapter of CLCA.

**CLCA MEMBER ADVANTAGE**

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