

President's Message

Enjoy your work and the people around you.

I love my job and its benefit of being able to work in some of the finest landscaping in the area. The



Stephen Saunders

sad part is that in many of the yards and landscapes that we service, it seems we are the only ones that get to enjoy them.

With work schedules as they are, a lot of our customers are not able to spend much time in their own homes and landscaping. I have said numerous times that the saddest thing that I see in a yard is a kid's swing with grass growing perfectly under it.

Besides being outside and enjoying nature, I really value the many friendships that I have made while building my business. But most of all, I love the people that I am blessed to be able to work with. I am reminded of that now that I have recently lost one of my dearest friends and a valued employee, Phyllis Stapleton. She was 89 years old when she passed away in July.

Ms. Phyllis started helping me with my books and recordkeeping not too long after I started the business. She was one of the smartest people I have ever known and was incredible when it came to numbers and paperwork. I was amazed at everyone that she knew and had worked with. Phyllis helped many businesses through

Please see *PRESIDENT* on page 2.

Fall Tour Features Nurseries

Spots are still available for WVNLA's Fall Tour of northern Ohio nurseries, a European-style private garden and dinner at a winery Sept. 22 – 23. The tour includes: North Coast Perennials, Lake County Nursery, Klyn Nurseries and the Gale private garden. Dinner on Thursday will be at Ferrante Winery.

There is no cost for the tour, but attendees will cover their own travel costs. WVNLA will provide dinner Thursday and lunch Friday. The Holiday Inn Express in Madison has a limited number of rooms available for \$109 for our group. Ask for the Nursery Growers of Lake County (NGPLC) rate. Call the Holiday Inn Express in Madison at 440-307-4449 to make a reservation.

The tour group will meet at 1 p.m. Thursday in the parking lot of the Holiday Inn Express. We'll head over to **North Coast Perennials**, a wholesale grower of finished perennials

for the retail, wholesale and landscape trade. We'll see more than 600 varieties of perennials, groundcovers and tropicals.

At 2:30 p.m., we'll head to **Lake County Nursery**, a wholesale nursery with production on 350 acres.

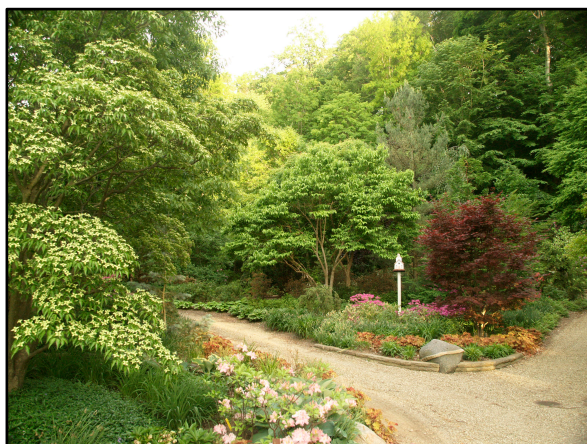
They provide a wide selection of trees, shrubs, perennials, ornamental grasses and evergreens. They offer the most popular, tried-and-true plant varieties and Lake County Nursery selections, along with other branded varieties of plants and materials.

We'll return to the hotel at 4 p.m.

We'll meet for dinner at 6 p.m. at nearby **Ferrante Winery**. Located on Lake Erie, in the Grand River Valley, Ferrante Winery & Ristorante is one of Ohio's premiere vinifera estate-grown wineries. Established in 1937, the winery produces 22 varietals.

The Italian restaurant offers a creative menu that naturally includes many wine pairings.

Friday morning, we'll meet at **Klyn Nurseries** for a wagon tour of some of Klyn's 500 acres of crops in the field and 40 acres of container plants. Klyn's inventory includes



The Gale garden showcases an extensive collection of plants in artfully designed landscapes and settings.

Please see *TOUR* on page 2.

Spotted Lanternfly Sightings Increase in Range

By Sara Neagu-Reed, AmericanHort

Spotted lanternfly (SLF) has been in the spotlight recently, and response efforts are underway throughout the mid-Atlantic and Northeast. As the introduced invasive pest continues to expand its range, there have been more SLF detections this year in parts of New York and Virginia. The New York Department of Agriculture and Markets has begun communicating directly with agricultural businesses that could be impacted. A parallel effort seeks to educate the public about how to spot SLF and limit potential introduction into new areas of the state.

The pest's movement throughout the states has received the attention of U.S. Senator Chuck Schumer, who urged USDA to tap federal money for eradication efforts with over \$200 million to curb the insect. Federal funding would allow agencies to pursue a two-pronged containment plan against the pest. APHIS would manage the outer perimeter of the infestation, while the state agriculture department would focus on the core area.

USDA has also begun running a "beat the bug" campaign, asking Americans to "join the battle" against the invasive pest. The "beat the bug" campaign billboards have already appeared on West Virginia highways.

Meanwhile, in Virginia, the quarantine area for SLF was recently expanded to include 22 additional

parts of the state. These quarantines mean businesses must have regulated items leaving the zone inspected to check for the pest. The list of regulated materials depends on the state but can include landscaping or construction waste; logs, stumps, tree parts; firewood; grapevines; nursery stock; and pots, crates, or pallets.

While the pest is known to be particularly destructive to vineyards and fruit trees, potential impacts on the green industry continue to be studied. In West Virginia, it has been spotted in Berkeley County, which is home to many orchards.

The Horticultural Research Institute (HRI) helped fund a project led by researchers at the Penn State College of Agricultural Sciences dedicated to exploring SLF effects on environmental horticulture.

The goal is to provide safe practices that prevent the inadvertent spread of SLF. AmericanHort and HRI plan to host a webinar this fall on the expanded efforts concerning the pest.

The West Virginia Department of Agriculture encourages the reporting of any sightings in the state. If you have a sighting of spotted lanternfly please report it to the WVDA bugbusters detection email at bugbusters@wvda.us. If possible, please, include a photo of the insect before trying to kill it. In the email include as much detail about the location, date and insect activity.

PRESIDENT *Continued from page 1.*

the years and worked for numerous construction companies.

In 1968, she helped to start Kiwanis Daycare in Huntington and was still keeping the books for them when she passed away. Helping children was one of her greatest passions. She served as state commissioner for West Virginia State Babe Ruth Baseball along with her husband, and was the first woman to ever hold that position. Phyllis raised four young children after her husband died of cancer.

Did I mention that she never drove a car?

Phyllis was my weather hero, as well. She knew how much snow we would have by counting the fogs in the month of August, and she could decipher the Farmer's Almanac like no one I ever knew. She could tell you when storms were coming and by her allergies she could tell you which plants were thriving this year.

Phyllis is missed every day and will never be replaced. Her passing has helped me realize how blessed I am to have so many wonderful people

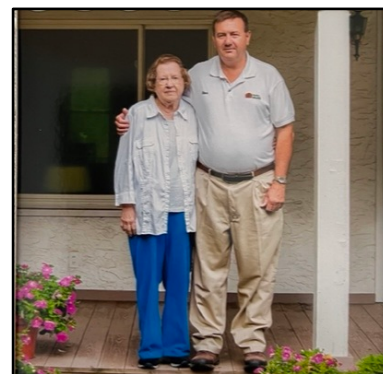
around me and whose friendships I enjoy. Many of those friendships that I have made are with WVNLA members. I don't take any of them for granted. While you are going throughout your day, take a minute to appreciate everyone around you. As I well realize, these friendships will not last forever.

Finish this 2022 season strong!

Thank you,

Stephen K. Saunders

Stephen Saunders is the owner of Saunders Lawn Care in Huntington and is president of WVNLA.



Phyllis Stapleton and Stephen Saunders

FALL TOUR *Continued from page 1.*

more than 1,600 varieties of plants. Of those, 80-90% are propagated internally.

Propagation at Klyn is done by soft and hardwood cuttings, seed, divisions and grafting. The balance is produced from purchased liners or directly as finished plants for resale. Klyn Nurseries Inc. is a wholesale nursery serving landscape contractors, re-wholesalers, retail garden centers and municipalities.

Paul Eastwood is West Virginia's sales representative at Klyn and is accepting individual appointments for tour attendees. Reach him at 740-338-0036 or peastwood@klynnurseries.com.

After touring the nursery, we'll enjoy lunch in Klyn's bamboo garden at 11:30 a.m.

After lunch, we'll visit the **Gale garden**, which is well worth the 25-minute drive.

This impressive 17-acre garden has been created with Mimi Gale's vision and passion for plants, and continues to evolve.

It is truly a garden for all seasons starting with bulbs and spring flowers followed by the use of perennials for summer against a background of specimen conifers and deciduous plants. In autumn, the changing foliage is displayed against a background of evergreens. Winter transitions to a focus of structure and forms.



The garden includes conifers, Japanese maples, European beech, rhododendron and hosta artfully placed and massed among a diverse assortment of trees, shrubs, herbaceous perennials and ferns. The property also incorporates a stream, two ponds, a koi pool, stone work, iron work ornamental birdhouses and sculpture. In 2012, an additional 19 acres were planted with hundreds of specimen plants.

After the private garden tour, attendees are free to make their way back home, or visit any of the nearby nurseries or garden centers, including:

Bremec's Garden Center in Chesterland (3 locations)

Petitti's Garden Center in Mentor and Bainbridge (9 locations)

Lowe's Greenhouse, Florist and Gift Shop in Chagrin Falls.

To secure a spot on the tour, email Julie Robinson at wvnlassoc@gmail.com or call 304-553-1234.



Attendees will hop on the wagon for a tour of Klyn Nurseries' extensive acres of more than 1,600 plant varieties. Photos courtesy of Klyn.



Winter Symposium Offers Impressive Line Up of Speakers

Mark February 22 on your calendar for our 2023 Winter Symposium at the Embassy Suites in Charleston. The dual-track format assures something for everyone, with one track focusing on landscape design and the other on business issues.

Design side topics include the preservation of historic plants at Monticello, ecological design in traditional landscapes, the gravel garden at Chanticleer and perennial powerhouses.

Peggy Cornett, curator of plants at Monticello, will present “Preserving Plants from the Past—Monticello’s Historic Landscape.”

Peggy’s presentation features the many varieties—from historic tulips and ancient roses to heirloom fruits, vegetables, and herbs—that have been collected, propagated, and preserved in the gardens at Monticello today.



*Even the vegetable gardens are beautiful at Monticello.
©Thomas Jefferson Foundation at Monticello.*

Larry Werner, principal and founder of Larry Weaner Landscape Associates, will present “Breaking the Rules: Ecological Landscape Design and Traditional Landscape Methodology.”

Larry’s presentation examines how alternative approaches on everything from selecting, arranging, and spacing plants to the simple act of weeding can yield more easily maintained landscapes that express the beauty and ecological richness of our native landscapes.

Lisa Roper, horticulturist at Chanticleer Gardens, will take us through “The Evolution of Chanticleer’s Gravel Garden.”

For the years, Lisa Roper has managed the Gravel Garden at the renowned public garden Chanticleer in Wayne, Pennsylvania. Lisa will discuss how form, texture, color, and rhythm are carefully considered in her design choices. She will

introduce some of her favorite plants, cover planting techniques, the importance of “editing,” and the technique of using photography to inform design decisions.

Paul Westervelt, annual and perennial production manager and head grower at Saunders Brothers, Inc, will discuss “Are These Plants Better, or Just New?”

With so many new perennials released every year, it can be difficult to distinguish legitimately better cultivars from those that are simply marketable. Through production trials, garden visits, vendor visits and collaboration with other growers, Paul works to select the best from the rest.

Our **Business Track** speakers have been selected to meet the unique needs of West Virginia’s green industry businesses.

Business Coaching: Speakers from the West Virginia Small Business Development Center specialize in business coaching to encourage the success of small businesses in West Virginia. They provide expert advice on everything from marketing, business management and planning, human resources, succession planning, cyber security, financial analysis, government contracting and technology commercialization. With so many resources available, they want to be sure to hit the issues most relevant to **YOU**. So, please, email Julie Robinson at wvnlassoc@gmail.com with the topics you want to hear. This is your chance to tailor the discussion to your needs.

Electric vs Gas Equipment: As administrators and politicians push for electric-powered equipment usage, some cities and municipalities are mandating electric-powered landscape equipment. A representative of Stihl will fill us in on the benefits of both and where the industry is headed with this equipment.

Workforce Development: Recently, WVNLA has been working on many levels to develop green industry employees. We’ve made presentations to high school agriculture and career and tech students, created videos and presentation materials, developed a lawn and landscape training course through the National Guard to present to Jobs & Hope participants and others and developed a “Landscape Technician Boot Camp,” a 40-hour course to be offered at community and technical colleges throughout the state. Hear all about it from the folks who are making it happen: Michael Biafore, chairman of WVNLA’s Workforce Development Committee and president of Biafore’s Landscape Development; Cindy Bailey, director of

*Please see **SYMPOSIUM** on page 7.*

Employers Interview Jobs & Hope Participants after Pilot Training

The first Jobs & Hope Lawn and Landscape training course participants wrapped up their course work and will soon be ready for employment. Six women from Recovery Point in Charleston learned enough lawn and landscape basics to provide them with a background that should be attractive to WVNLA employers.

The curricula, developed with input from WVNLA's Workforce Development Committee members and presented by National Guard trainers, included pruning, lawn care, insect identification, proper tree planting, perennial & shrub identification, disease identification, small equipment operation and lawn disease and insect identification.

Scott Byars, former WVU Extension Service agent, landscape business owner and current National Guard trainer, developed the course materials based on what knowledge current landscape business owners said they would like potential employees to have and on what he would like to see in an employee himself. National Guard trainer John David Johnson also presented training to the women.

For Scott, the project is personal. "I have a passion for this work. I want to share that with others and help them to find the same fulfillment in employment in this industry that I have found," he said. "I created the program from scratch, and probably spent 200 hours or better creating the materials."

Scott covered the topics above, while also injecting desirable workplace practices.

"We talk about placement of tools when not in use. Place them in a wheelbarrow or in the truck. Don't just leave them out. Your appearance is important. Don't show up in a shirt with holes in it. That might be fine for working in your own yard, but wear something decent when you are representing a company," he said, noting that many companies provide company shirts.

In addition to hiring an employee who already knows lawn and landscape basics, Jobs & Hope employers benefit from the salary reimbursement program, which can provide up to 1,040 hours of salary reimbursement (up to \$25,000 per employee

for a year's employment.)

Scott gave the women in the current class high marks, saying they were very engaged and asked lots of questions, which forced him to do a bit of homework himself. "I'd like to hire them all," he



Potential employers speak with program participants at the conclusion of their Jobs & Hope training session.

said. Scott adjusts the program, based on suggestions from both employers and course participants.

Some of the women in the course have green-industry background, while others see it as a way forward out of a challenging lifestyle.

Jessica Setliff's father owned a lawn care business. She would love to find a lawn care position. "I like mowing. It looks nice and pretty. It's satisfying," Jessica said. "There are lots of routes you can take from this course."

Abby Mihelic previously worked on a lavender farm. "I was a volunteer there, but I loved being

outside. I also touched a lawn mower for the first time during this program. I loved stepping back and seeing what I've accomplished."

Susan Showalter's mother is retiring soon. She would like to start a landscaping business with her daughter. "I grew up on a farm. This feels homey to me," she said. She also noted that there seems to be great demand for lawn care and

landscape companies in the area.

Several Charleston-area employers spoke with the women during an open interview process, including representatives from Valley Gardens, TerraCare and Lisa's GardenScapes. At presstime, one woman was eligible for employment and was offered a position and will soon start working at Valley Gardens.

In addition to hiring an employee who already knows lawn and landscape basics, Jobs & Hope employers benefit from the salary reimbursement program, which can provide up to 1,040 hours of salary reimbursement (up to \$25,000 per employee for a year's employment.)

For more information, contact Cindy Bailey at cynthia.l.bailey33.nfg@army.mil or 304-545-0465.

Inflation Reduction Act Includes Provision to Provide 30% Tax Credit for Large Electric Lawn Mowers

When President Biden signed into law the Inflation Reduction Act, a 30% tax credit for electric vehicles, including large commercial grade lawnmowers, was included.

Parameters are:

- Lawn mowers are considered “mobile machinery”
- The lawn mower must be less than 14,000 pounds and battery capacity of not less than 7-kilowatt hours (this includes most of the commercial riding mowers on the market today)
- The tax credit is 30% per vehicle/lawn mower, with a maximum of \$7,500 per vehicle/lawn mower
- The credit is available for sales made beginning Jan. 1, 2023
- The credit sunsets in 2032

To further solidify the interpretation, Sen. Van Hollen (D-Maryland) and Sen. Wyden (D-Oregon) confirmed this interpretation during a colloquial on the Senate floor.

Sen. Van Hollen: “I ask the chairman of the Finance Committee whether commercial lawn mowers can fit the criteria of mobile machinery and, therefore, qualify for the qualified commercial clean vehicle credit, provided that the vehicle meets the other criteria for the credit.”

Sen. Wyden: “A commercial lawn mower could qualify as mobile machinery, since it performs a similar operation to the purposes listed in the statute. Therefore, if such a vehicle met the other

criteria for the qualified commercial clean vehicle credit, it would be eligible.”

Credit goes to the efforts of Stanley Black & Decker who helped secure Sen. Van Hollen’s

remarks and also to John Deere for playing a critical role to include “mobile machinery.” This was a great outcome for the landscape industry

Some details still need to be ironed out, as rulemaking authority has been given to implement the rules, but National Association of Landscape Professionals and others will closely monitor and provide updates when pertinent.

–Reprinted from the *National Association of Landscape Professionals*



Welcome New Members!

The West Virginia Nursery & Landscape Association is pleased to welcome the following new members:

Green's

Active Member

Mike Wynn

314 Piedmont Road

Charleston, WV 25301

304-343-0441

MikeW@GreensFeed.com

GreensOutdoorCreations.com

Landscape designer, landscape construction, landscape and lawn maintenance, hardscape design and installation, landscape lighting, irrigation, retail garden center, seasonal lighting, industry materials and/or services provider.

Joshua Hamrick

Individual Professional Member

2033 McCoy Road

Huntington, WV 25701

304-730-3001

jhamrick@hmoa.org

Huntington Museum of Art Conservatory

West Liberty University

Active Member

Rodney Anderson

208 University Drive

West Liberty, WV 26074

330-815-1614

Rodney.anderson@westliberty.edu

Landscape management and educator.

Workforce Development Efforts Gain Traction

In addition to initiatives such as the Lawn and Landscape Training offered to Jobs & Hope participants (*see article page 5*), and outreach to high school students, WVNLA's workforce development committee members are guiding the creation of a Landscape Technician 40-hour training at the community and technical college level. A steering committee of WVNLA members is working with Nancy Lingus, director of workforce, continuing education, and economic development at Pierpont Community & Technical College (PCTC) in Fairmont, to establish a Landscape Technician program there. Committee members are Michael Biafore, Denny Crede, Bobby Gompers, Julie Robinson and Jose Loureiro of PCTC.

They have developed curricula, plans and a budget for this pilot project. Once it is up and running at Pierpont, the program will be available at community colleges throughout West Virginia. Because the training is hands-on, tools and equipment are needed for these courses. Please take a look at the equipment list in the accompanying box and consider if you would be willing to donate or lend equipment, or to approach a supplier to ask for their participation, when the program comes to a community college near you.

Several committee members have enjoyed speaking to high school agriculture or plant science students at their local high schools about green industry careers. Most teachers welcome a landscape professional to bring his or her experience and background to the students. WVNLA has

promotional videos, a PowerPoint presentation and printed materials available to any member who would like use them in a classroom presentation.

For questions, comments or ideas about workforce development, please contact committee chairman Michael Biafore at michael@biafore.com or Julie Robinson at wvnlassoc@gmail.com.

– WVNLA Workforce Development Committee

COURSE EQUIPMENT NEEDS

Nearly every section would require work gloves, eye protection, ear plugs, workshoes/boots.

Plant Layout:

Marking paint, paint gun, 100' tape, 30' tape, architect's scale, marking flags, flagging tape, large clipboard.

Planting:

Rubber gloves, hand spreader, digging shovel, hand pruners, fertilizer, mulch, pre-emergent, push broom, mattock, mycorrhiza, irrigation shovel, wheelbarrow, pitchfork, sledge hammer, scoop shovel, rototiller, rubber hose, wooden stakes, guy wire, stake driver, and tree cart.

Plant Maintenance:

Backpack blower, baskets/tubs, hand spreader, hedge clippers, loppers, mulch, pole pruners, pruning saw, and weeder. Additional items already included in Planting list.

Plant Identification:

Books/pamphlets, perennials, ornamental grasses, tree and shrubs.

Lawn Mower Operation:

Backpack blower, push mower, zero-turn mower, walk-behind mower, screw driver and socket set.

Edger/Trimer:

Weedeater, string, hard hats/face shields.

***Power Blower:**

Gas-powered, rakes/brooms.

***Rototiller:**

Gas-powered, or attachment.

***Chainsaw Operation:**

Gas-powered, bar and chain oil, chaps.

***Aerator:**

Gas-powered, self-propelled.

Sod Installation:

Hard rake, soft rake, scoop shovel, edging shovel, wheelbarrow, string line/stakes, hose, sprinkler

*Gasoline, gas can, leather gloves required

SYMPOSIUM (Continued from page 4.)

economic development for the West Virginia National Guard; and Scott Byars, WVNG trainer, former WVU Extension Service agent and landscape business owner.

Before the sessions begin at 9:30 a.m., WVNLA will sponsor an **Member's Annual Breakfast Meeting** at 8:30 a.m., also at Embassy Suites. The morning meeting is a change from the Annual Member's Meeting, which is typically held at the Symposium's conclusion.

Vendors tables will be set up in the main meeting and lunch space for attendees to visit.

Registration will open in December. Cost to attend is \$50 for WVNLA members and \$100 for non-members and includes lunch. Contact Julie Robinson at wvnlassoc@gmail.com or 304-553-1234.

WVNLA NEWS

P. O. Box 20284
Charleston, WV 25362

Events of Note

- Sept. 17** Volunteer Installation at
**Cabell-Wayne Association of
the Blind**, Huntington, 9 a.m.
- Sept. 18-21** **NALP Elevate Conference**,
Orlando, FL Visit
[landscapeprofessionals.org/
elevate](http://landscapeprofessionals.org/elevate)
- Sept. 22-23** **WVNLA Lake County Nursery
Tour**, *See details on page 1.*
- Oct. 18** **WVNLA Board Meeting**
Days Inn, Flatwoods 10 a.m.

2023

- Jan. 11-13** **MANTS**, Baltimore, MD
- Feb. 22** **WVNLA Winter Symposium**,
Charleston
- Feb. 23** **Pesticide Applicators
Training**, Charleston
- Feb. 23** **Certified Professional
Horticulturist exam**,
Charleston

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