



SOUTH DAKOTA NURSERY & LANDSCAPE ASSOCIATION

CONVENTION ISSUE 2019

GREAT PLAINS GREEN EXPO

FEBRUARY 3-5, 2019 2400 North Louise Ave - Sioux Falls, SD 57107

WIN BIG AT THIS YEAR'S CONFERENCE



We've got some fabulous door prizes and raffle game prizes at this year's conference! We're featuring a 1 day, 4 person fishing trip on the Missouri River at Chamberlain with Lockwood Guide Services. Join us Monday evening of the conference at the annual Social, participate in our fund-raising games, and you might be the lucky winner of this prize, as well as other prizes yet to be announced!

Thanks to the James Valley Nursery for donating this great trip!



We are also giving away a rifle on the Wheel of Fortune Game that we introduced last year. Don't miss your chance to win a Ruger American Predator 6.5 Creedmoor Rifle. Grab all your friends and employees and make sure to attend the SDNLA Monday Night Social!

Donations are the key to our Scholarship auction, so don't forget to bring something to the Monday Night social to help support our students in the industry. Thanks to all the supporters of this great project, last year we brought in over \$3,000.00 for the fund from auction and raffle proceeds.



YOU'RE INVITED- IT'S SUPER BOWL TIME Sunday, February 3rd, 2019 • 5:00 PM

Meet us in the bar at the convention center to cheer on your favorite team. Visit with SDNLA Board members and early arriving speakers and vendors. Costs for this event are not included in the registration package. Each member is responsible for their own expenses.



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The South Dakota Nursery and Landscape Association's Convention Newsletter is published once a year. Inquiries for advertising rates and news articles should be sent to:

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PRESIDENT'S MESSAGE

REBECCA ROOB



Another year in the books and what a year it has been. This year has brought late spring blizzards, record rain days, and drought. It's brought struggles to find new employees and or keep existing ones. It has brought us familiar setbacks, breakdowns, and injuries. And as if that wasn't enough, it's bestowed upon us a new and

unwelcome state resident in the form of EAB. To be honest, it has been hard to see past these difficulties but let's remember what else this year brought. Plentiful work with new and existing clients, new friends and family members (and the rare time spent with them), and another great growing season are a few of the highlights of 2018.

The winter has always been a time of reflection especially for people like us. A time to step out of "crunch mode" and into "change mode". What worked for us? What did not? It is a time to realize that 2018 was just that, it was one year, it was one season, and it is over. It's a time to look forward to 2019 with newfound optimism. A time to make plans for a successful year with all the ammunition 2018 has provided.

It's also a time to be united in this crazy, seasonally dictated industry we clearly love. To be able to connect with industry peers and vendors, to be able to learn and network, to have the opportunity to share horror stories and a laugh with one another, is truly a gift. That gift is due in great part to our perseverance through these difficult times and our continued dedication to building a thriving industry in South Dakota. I sincerely thank each and every one of you in our organization for your continued membership, attendance, professionalism, and support. Support not just for the SDNLA but also for those entering the field as well as those that have been here for decades, you are the mortar holding our industry together. Thank you.

We look forward to seeing you in February at the SDNLA Green Expo and let's welcome in a successful 2019 together! Cheers!

Thank you

Rebecca Roob



Incoming SDNLA president, Rebecca Roob, congratulates and thanks outgoing president Dana Anderson for his service to the association. Dana will continue to serve on the SDNLA board as Past-President.

INDUSTRY NEWS

BAILEY NURSERIES TO ACQUIRE CARLTON PLANTS



Bailey Nurseries is acquiring Carlton Plants as of October 31, 2018. Integrating one of the industry's most well-respected bareroot growers into the Bailey organization offers customers an expanded product portfolio with the same quality and service they have come to expect.

"Carlton Plants is very fortunate to have so many great employees, customers, and colleagues with whom strong relationships have been developed over the past 128 years. Carlton remains very strong and healthy because of them," said Carlton General Manager Jon Bartch. "With respect to these relationships, and as a business owner, there is a responsibility to consider the longer term future of the company. I am excited to share this future with another relationship-focused organization such as Bailey."

Second generation Bailey Nurseries owner Gordon Bailey Sr. purchased Carlton Plants in 198 before his grandson (Bartch) purchased the company in 1997. This thread of common family

ownership between Bailey and Carlton, as well as the already collaborative relationship between the companies, has laid the foundation for a smooth integration into one organization under the Bailey umbrella.

"We have many common core values, making this a natural fit," adds Bailey President Terri McEnaney. "Our joint commitment to service and quality will be a great benefit to our expanded customer and employee base, and we look forward to bringing our teams together to support the long-term success of Bailey and our customers. This is an incredibly exciting time and we are thrilled to create new opportunities with the combined resources of Carlton and Bailey."

Throughout the integration process, Jon Bartch will remain on board alongside Bailey and Carlton leadership. Customers can expect a smooth transition with all 2019 ordering and shipping processes unchanged. During this time, long-term transition plans will be established for the most efficient integration of people and systems. "The entire Bailey family has great respect and admiration for what has been built at Carlton, and we are grateful that Bailey has the opportunity to continue its legacy," Terri McEnaney shared. "Jon's intentional decision for Carlton to continue as a plant nursery speaks volumes to his character, and I am confident that if our grandfather were here today, he would be pleased to see this next evolution for Bailey and Carlton."



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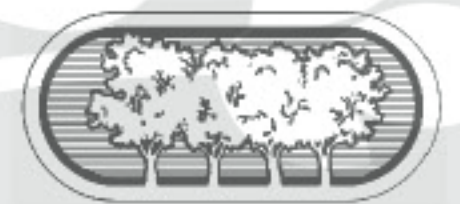
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SDNLA PROFESSIONAL ACHIEVEMENT AWARD

APPLICATIONS AVAILABLE

The SDNLA board has introduced the Professional Achievement award this month, honoring an employee of a member firm for their dedication to the green industry in South Dakota. Employees may be nominated by the owner, manager, or other employees of a member business. Application deadline is January 13, 2019 and may be mailed or emailed to Rick Foster, Foster Landscaping. One winner will be chosen each year from the applications and will be honored at the annual SDNLA Convention in February. The winner will also receive a prize from SDNLA, to be announced at the convention.

SOUTH DAKOTA NURSERY AND LANDSCAPE ASSOCIATION PROFESSIONAL ACHIEVEMENT AWARD/RECOGNITION APPLICATION DEADLINE: JANUARY 13, 2019

Company Name _____

Company Address _____

Company Phone _____

Company Contact Person _____

Contact Person Phone _____

Company's Local Newspaper's Name & Email Address _____

Nominee Name _____

Position Held in Company _____

Years working in the Green Industry _____

South Dakota Certified Nursery Professional? Yes No

Other Current Certifications in the Green Industry _____

Why are you nominating this person for the Professional Achievement Award?

Applications can be emailed or mailed to:

Rick Foster
Foster Landscaping, Inc.
47238 271st St
Sioux Falls, SD 57108
rick4scape@aol.com



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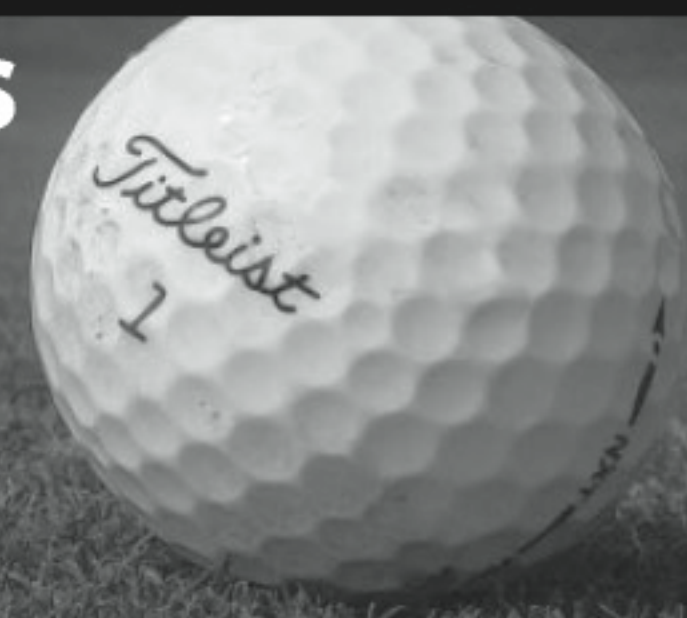
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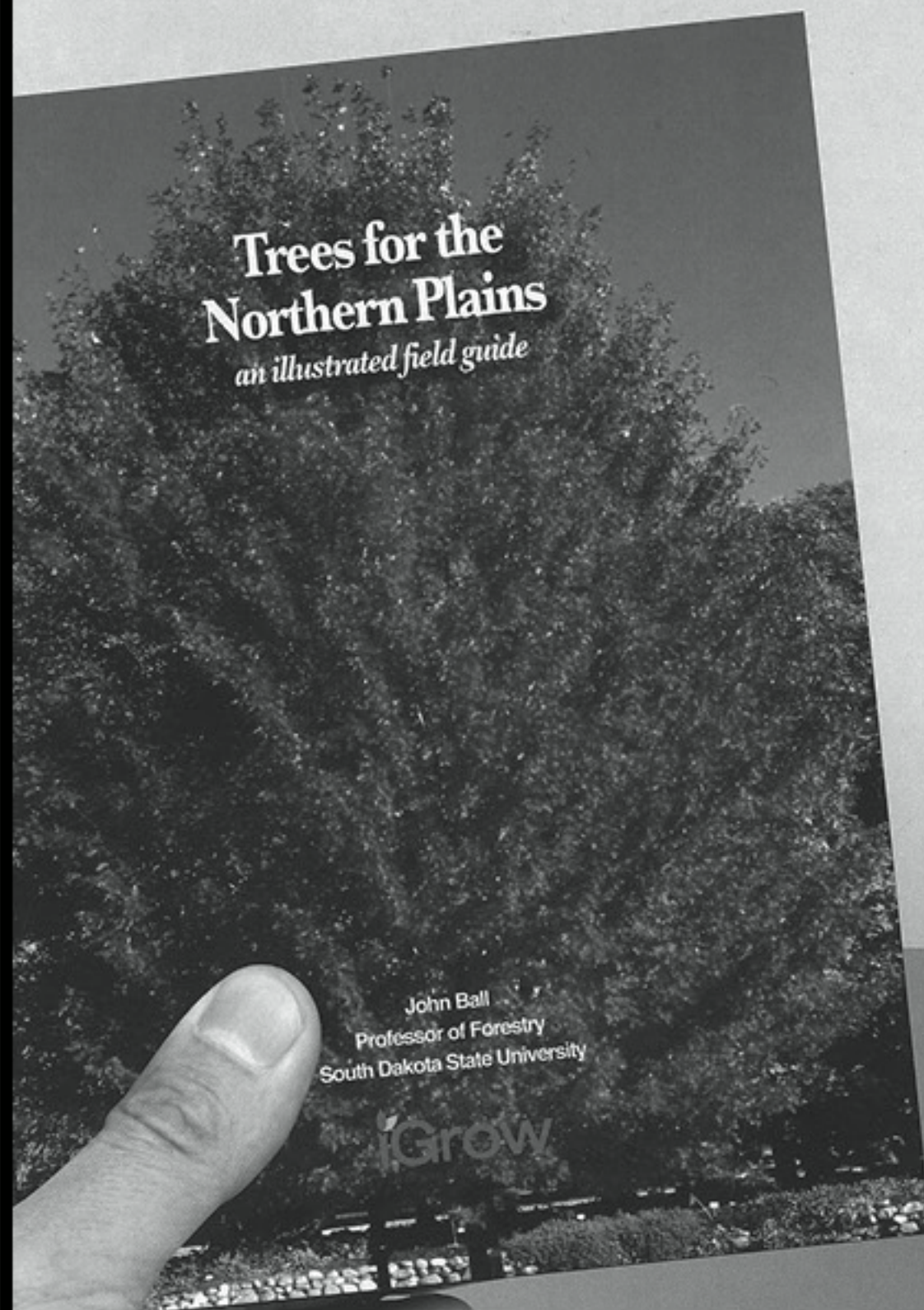
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NOW AVAILABLE...

TREES FOR THE NORTHERN PLAINS: AN ILLUSTRATED FIELD GUIDE



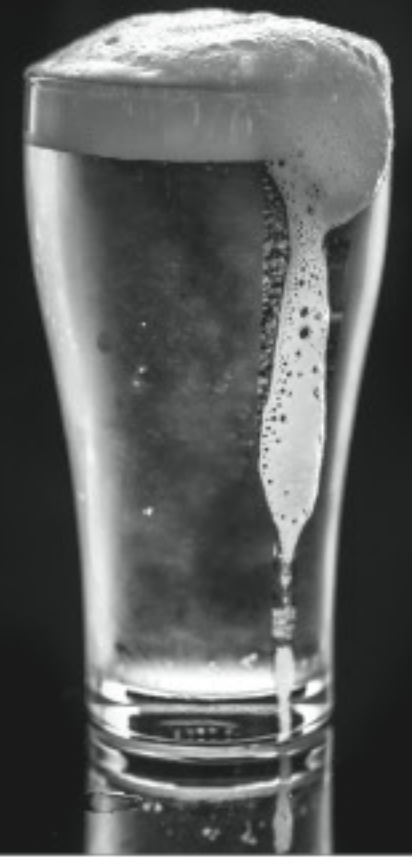
You'll find this tree guide so useful, it'll never have time to join the other books in the pile.

- Written by SDSU professor and Extension Forestry Specialist John Ball, who is considered one of the Midwest's foremost authorities on trees. He also serves as Forestry Health Specialist with the South Dakota Department of Agriculture.
- Featuring more than 270 tree species, including fruit, nut, evergreens and ornamental trees, as well as windbreak and native trees.
- Information is provided in a reader-friendly format and includes hardiness zones, soil requirements, growth rates, tree height, and the form of each tree at maturity, as well as valuable information on cultivar and rootstocks and interesting facts about each species.
- The book contains more than 500 pages with hundreds of full color photographs plus black and white illustrations. Easy-to-follow keys for identifying trees by their leaves and needles are provided.

Order your copy today
online at www.iGrow.org
and click on iGrow Store

BACK AGAIN THIS YEAR CRAFT BEER TASTING

You won't want to miss the
Monday Night Social
at this year's convention.
Craft Beer Tasting
is on the agenda, featuring
local Sioux Falls beer brewers.



We want to thank the following sponsors for making this possible!
ANDERSON NURSERIES, INC • GOLDEN VALLEY HARDSCAPES/XYLEM
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GREAT PLAINS GREEN EXPO

FEBRUARY 3-5, 2019

2400 North Louise Ave - Sioux Falls, SD 57107

FULL-LINE TRADE SHOW - PRODUCTS FOR:

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2 DAYS OF INFORMATION PACKED SEMINARS!

Sessions for Landscape Designers & Installers, Landscape Architects, Greenhouse Growers, Garden Center Owners, Managers & Employees, Arborists, Park & Recreation Personnel, and Landscape Maintenance Firms

MONDAY, FEB. 4

"It's New, is it Good?"

"EAB Management Options and Dispelling the Myths"

"Profit, Through Pricing and Products"

"Advanced Tree Health Care and Treatment Technique"

"Is the Transition to Biological Controls Possible?"

"Spectacular Information-Rich Landscape Designs"

"What if I Told You It's Possible to Estimate as You Design?"

TUESDAY, FEB. 5

"Why Outdoor Lighting?"

"Creating Your Gardening Community"

"Flexibility and Growth of Artificial Turf"

"Round Table Discussion- Marketing/ Social Media/ Events- Successes and Bombs"

"Playing with Fire"

"EAB Has Arrived! What Can We Do and What Trees Will Replace Ash"



REGISTER IN ADVANCE AND SAVE! CALL (605) 352-4414

Members of other state associations can register at Great Plains Green Expo - member rates.

PROGRAM AT A GLANCE

FEBRUARY 3-5, 2019

SUNDAY, FEBRUARY 3, 2019

- 3:00..... SDNLA Executive Board Meeting
President Rebecca Roob
-Ramkota Hotel Board Room
- 4:30..... Board Members help set up Certification Testing Room
- 5:00..... Super Bowl Party in Ramkota Bar

MONDAY, FEBRUARY 4, 2019 MORNING SESSION

- 7:30-11:30 Trade Show Setup,
-Ramkota Hotel Washington Room
- 7:30..... Coffee Service in East Lobby
Sponsored by: GPGE
- 7:30 - 9:30 SDNLA Certification Testing
-Conference Room
- 7:30..... Registration Desk Open
-Ramkota Hotel East Lobby
- 9:00-10:30 "It's New, is it Good?"
Russell Emerson, Ball Horticulture, Fargo ND
-Amphitheater II
- OR-
- 9:00-10:30 "EAB Management Options
and Dispelling the Myths"
Jeff Palmer, Arborjet
-Roosevelt Room
- 10:30-10:45 Break
Sponsored by: Lundebly Evergreens & Mfg.
-Ramkota Hotel East Hall
- 10:45-12:00 "Profit, Through Pricing and Products"
Russell Emerson, Ball Horticulture, Fargo ND
-Amphitheater II
- OR-
- 10:45-12:00 "Advanced Tree Health Care
and Treatment Technique"
Jeff Palmer, Arborjet
-Roosevelt Room

MONDAY AFTERNOON SESSION

- 11:30..... Trade Show Opens
-Ramkota Hotel Washington Room
- 11:30-1:30 Luncheon in Trade Show Area
(Ticket Required-Provided with Full Registration)
- 1:00-2:00 "Is the Transition to Biological Controls Possible?"
Ginger McNickle, Southeast Technical Institute
-Ampitheater II
- OR-
- 1:00-2:00 "Spectacular Information-Rich Landscape Designs"
Joe Salemi, DynaSCAPE
-Roosevelt Room
- 2:00-3:00 Break
Sponsored by: The Tessman Company
-Ramkota Hotel Washington Room
- 3:00-4:00 "What if I Told You It's Possible
to Estimate as You Design?"
Joe Salemi, DynaSCAPE
-Roosevelt Room

- 4:00-5:00 "Landscape Round Table-Member Presentations"
Moderator: SDNLA President, Rebecca Roob
-Roosevelt Room
- 5:00-10:00 Great Plains Green Expo Evening Social
-Craft Beer Tasting/Scholarship Benefit Auction
**Beer Tasting Sponsored by: The Tessman Company
Anderson Nurseries, Inc.
Hoffman & McNamara
Golden Valley Hardscapes/Xylem**
-Ramkota Washington Room
(Ticket Required-Provided with Full Registration)

Wheel of Fortune and Hi-Low Card Games

Ticket Sale Proceeds to go to the SDNLA Scholarship Funds
(Must Be Present to Win any Raffle, Game Prize, or Door Prize)

TUESDAY, FEBRUARY 5, 2019 MORNING SESSION

- 7:30..... Breakfast on Your Own
- 7:30..... Registration Opens -Ramkota East Lobby
- 8:00..... Trade Show Opens -Ramkota Washington Room
- 8:00-9:00 **SDNLA Job Fair in Trade Show**
-Companies wanting to participate will have to sign up ahead
of time so we can assign tables in the trade show. Students can
come and talk to prospective employers.
- 9:00-10:30 "Why Outdoor Lighting?"
Chandler Carlson, Crossroads Sales LLC
-Roosevelt Room
- OR-
- 9:00-10:30 "Creating Your Gardening Community"
Suzette Nordstrom, Monrovia Nurseries
-Ampitheater II
- 10:30-11:00 Break
Sponsored by: Anderson Nurseries
-Ramkota Hotel Washington Room
- 11:00-12:00 "Flexibility and Growth of Artificial Turf"
Joe Makoutz, SYN Lawn of South Dakota
-Roosevelt Room
- OR-
- 11:00-12:00 "Round Table Discussion-Marketing/Social Media/
Events-Successes and Bombs"
Suzette Nordstrom, Monrovia Nurseries
-Ampitheater II
- 12:00-1:30 SDNLA Annual Luncheon and Meeting
- Ramkota Hotel Washington Room
(Ticket Required-Provided with Full Registration)

TUESDAY AFTERNOON SESSION

- 1:30-3:00 "Playing with Fire- Adding Fire Features
to Your Designs"
Ben Geffre, Alta Falls and Pond Supplies
-Roosevelt Room
- 3:00-3:30 Break
Sponsored by: GPGE
-Ramkota Hotel Washington Room
- 3:30-4:30 "EAB Has Arrived! What Can We Do
and What Trees Will Replace Ash"
Dr. John Ball, SDSU Extension Specialist
-Roosevelt Room
- 3:30-7:00 Trade Show Closes and Tear-down

CONFERENCE SPEAKERS



RUSSELL EMERSON

Russell Emerson has been active in the greenhouse and horticulture industry for the past 40+ years. Looking for seasonal work during college he found a job at a greenhouse and has loved and worked in the industry ever since.

Russell worked 24 years at Lowes Garden Center in Minot, ND as production manager. The last 20 years Russell has been a sales representative for the Ball Horticultural Company. Ball is a leader in both breeding and distribution with locations worldwide. With Ball, Russell travels ND, SD, MN and parts of Wisconsin calling on greenhouses.

MONDAY, FEBRUARY 4, 2019 | 9:00 - 10:30
"It's New, is it Good?"

MONDAY, FEBRUARY 4, 2019 | 10:45 - 12:00
"Profit, Through Pricing and Products"



JEFF PALMER

Jeff graduated from the University of Minnesota with a B.S. in Forestry. He began as a Horticulturist and Consultant and then managed a large plant health care (PHC) firm in the Twin Cities area. Jeff went on to operate his own Commercial Landscape Maintenance business for more than 15 years.

Since joining Arborjet in 2009, Jeff has assisted hundreds of municipalities and plant health care companies with the implementation of their PHC programs and has a particular strength in management of Emerald Ash Borer. Jeff continues to fine tune treatment protocols for managing tree issues like EAB, Bur Oak Blight, and Oak Wilt, among others. Jeff Palmer is a Certified Arborist and Municipal Specialist.

Jeff resides in the suburbs of the Twin Cities and in his free time you may find him fishing or hiking with his two sons. It is one of Jeff's goals to visit the tallest natural point in each state and he is nearly half way there. Jeff also loves to cycle and has completed multiple Tour des Trees.

MONDAY, FEBRUARY 4, 2019 | 9:00 - 10:30
"EAB Management Options and Dispelling the Myths"

MONDAY, FEBRUARY 4, 2019 | 10:45 - 12:00
"Advanced Tree Health Care and Treatment Techniques"



GINGER MCNICKLE

Ginger joined Southeast Tech in the summer of 2015, with more than a decade of experience in the horticulture field. After earning her A.S. degree in horticulture from Northeast Community College in Norfolk, NE, she continued her education earning a B.S. degree in Horticulture Production from South Dakota State University. This allowed her to focus on specific areas like; fruits, vegetable, ornamental and turf plants. She is currently in the process of earning her M.S. degree from South Dakota State University in Plant Science with an emphasis in Entomology.

In addition, she has also worked with various production systems like greenhouse, nursery, and food crops, as well as traditional and organic management practices.

MONDAY, FEBRUARY 4, 2019 | 1:00-2:00
"Is the Transition to Biological Controls Possible?"



JOE SALEMI

Joe is responsible for DynaSCAPE's branding, market position, sales and product management and developing/maintaining strategic relations with associations and key industry influencers. Joe brings 10 years of experience in the nursery, grower, retailer and landscape industry to DynaSCAPE, and since joining the company has studied landscape designers and design/build contractors all over North America, learning about their needs, frustrations and gaps in sales and productivity. Joe served two terms on the board of directors with the

Association of Professional Landscape Designers and has recently been promoted as DynaSCAPE's Vice President.

MONDAY, FEBRUARY 4, 2017 | 1:00-2:00
"Spectacular Information-Rich Landscape Designs"

MONDAY, FEBRUARY 4, 2017 | 3:00-4:00
"What if I Told You It's Possible to Estimate as You Design?"

CHANDLER CARLSON

Chandler Carlson is an independent Mfr. Rep. who's been selling into the landscape/hardscape world for 10 years. Prior to that he sold construction tools & supplies since 1975.

He covers the "Frozen Tundra"- MN, WI., IA., NE. & the Dakotas.

MONDAY, FEBRUARY 4, 2019 | 9:00-10:30
"Why Outdoor Lighting?"



SUZETTE NORDSTROM

Suzette has been with Monrovia for 30 years, and for the past 24 years has managed a sales territory throughout Minnesota, the Dakotas and Manitoba, Canada. Early in her career, she earned a horticulture degree from STI and spent five years working for Landscape Garden Centers in Sioux Falls, SD. Suzette is an avid gardener, and having grown up in South Dakota and living presently in Minnesota, she certainly understands the challenges faced by the cold climate



TUESDAY, FEBRUARY 5, 2019 | 9:00 - 10:30
"Creating Your Gardening Community"

TUESDAY, FEBRUARY 5, 2019 | 11:00 - 12:00
"Round Table Discussion-Marketing/Social Media/Events-Successes and Bombs"

JOE MAKOUTZ

Joe Makoutz is a forward-thinking professional who values relationships built on trust and integrity while striving to serve others' needs and exceed their expectations. From his consulting and coaching experience to product creation for a Fortune 500 company, he is not afraid to roll up his sleeves and actively lead teams to their highest standard.

In 2003, Joe partnered with AstroTurf and assisted in developing an artificial turf brand called SYNlawn. Today, AstroTurf and SYNlawn are the premier sports and leisure surfacing companies in the world. His company, SYNlawn of South Dakota is part of a devoted global network of passionate turf experts.

TUESDAY, FEBRUARY 5, 2017 | 11:00-12:00
"Flexibility and Growth of Artificial Turf"



BEN GEFFRE

Alta Falls and Pond Supplies

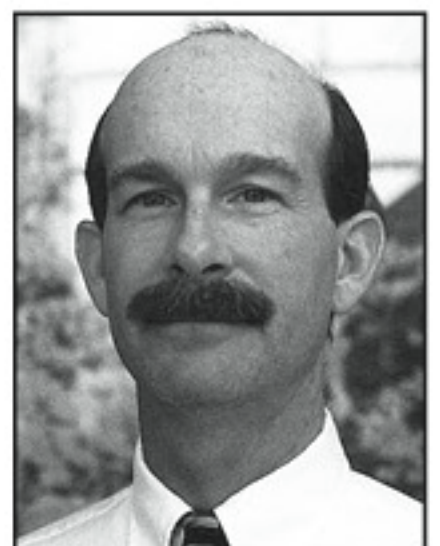
TUESDAY, FEBRUARY 5, 2019 | 1:30 - 3:00
"Playing with Fire"



DR. JOHN BALL

Dr. John Ball is a professor at South Dakota State University and also serves as the forest health specialist for the SD Division of Resource, Conservation, and Forestry. He has a MS and PhD from Michigan State University. His areas of special interest include the influence of urban development on forest fragmentation, the competitive relationships between ornamental trees and turf grasses, and industry training opportunities including utility line clearance, electrical hazards, and logger education. He is a Certified Arborist through the International Society of Arboriculture.

TUESDAY, FEBRUARY 5, 2019 | 3:30-4:30
"EAB Has Arrived! What Can We Do and What Trees Will Replace Ash."



Complete Registration includes Trade Show, Education Seminars, plus Lunch & Social on Monday and Lunch on Tuesday. Single Day Registrations include Trade Show, Education Seminars and social or meal for that day only.

Extra Meal Tickets may be purchased, Meals cannot be subtracted from registrations.

SOUTH DAKOTA NURSERY & LANDSCAPE ASSOCIATION

**Conference Registration • Feb 3-5, 2019
BEST WESTERN PLUS RAMKOTA HOTEL
2400 Louise Ave., Sioux Falls, SD 57107 • Exit 81 off I-29**

Pre-Registration Deadline - January 26, 2019
Add \$5.00 per registration at the door

Members of Adjoining State Associations May Register at the Member Rate

GREAT PLAINS GREEN EXPO

Please Phone Hotel for Room Reservations 605-336-0650.

Please tell them that you are registering for the SDNLA Convention when calling.

NAME	Which Association are you most closely assoc. with? See Below	SDNLA MEMBERS		NON-MEMBER		TRADE SHOW		EXTRA MEALS		
		Complete Reg 2 Days w/Meals	ONE DAY ONLY w/Meals	Complete Reg 2 Days w/Meals	ONE DAY ONLY w/Meals	ONLY Member	NON-Member	MON	TUES	
		\$95	MON \$65 TUES \$60	\$110	MON \$75 TUES \$70	\$20	\$25	Lunch \$15.00	Social \$17.00	Lunch \$15.00

Please reserve a table for our business at the Tuesday morning Job Fair in the trade show YES _____ NO _____

Firm Representing _____
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Phone _____
Today's Date _____

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Total of all Columns

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1. SDNLA - SD Nursery & Landscape Association
2. SDARA - SD Arborists Association
3. MNLA - or Other Association
3. City or State Government

SEMINAR HIGHLIGHTS

It's New, is it Good?

Russell Emerson

Let's look at what is new for 2019, what are some of the winners from the past few years, and a sneak peek into 2020.

Profit, Through Pricing and Products

Russell Emerson

We will review retail pricing and trends that can put more money in your pocket.

EAB Management Options and Dispelling the Myths

Jeff Palmer

Now that the bid bad green bug has arrived in South Dakota it is time to learn about your options. We will talk about the economics of managing EAB, case studies of EAB management programs over the last 15 years and the latest in treatment options.

Advanced Tree Health Care and Treatment Technique

Jeff Palmer

We will talk about other serious issues affecting trees in South Dakota such as the Pine Wilt Nematode and Bur Oak Blight and management options for those problems. In addition we will demonstrate injection equipment and techniques to maximize injection efficiency.

Is the Transition to Biological Controls Possible?

Ginger McNickle

Biologicals are becoming more common as a pest control strategy in greenhouses. Southeast Tech's teaching greenhouse has utilized biologicals for pest management over the last few years. We have learned a lot and are still learning how to successfully implement biologicals into our greenhouse.

Spectacular Information-Rich Landscape Designs

Joe Salemi

You'll get an inside look at how DynaSCAPE Design and Color are used by professional landscape designers. DynaSCAPE's landscape design software solutions are proven to increase your sales closing rate and to make life a lot easier for the crews that have to install your plan. You'll get the workflow that our power users have turned into muscle memory for creating job-winning presentations and that will streamline your processes at the same time.

What if I told you it's possible to estimate as you design?

Joe Salemi

Integrating software systems can be a nightmare, especially when they weren't meant to interact with each other. You'll see how DynaSCAPE's landscape design and estimating software solutions have closed this gap in the market place to dynamically link your landscape design to your estimate. As you create your job-winning landscape design with DynaSCAPE Design you can also be creating your cost-based estimate on the fly. Combining DynaSCAPE Design and Manage360 increases capacity for your designers and estimators, streamlining processes and creating significant efficiencies.

Why Outdoor Lighting?

Chandler Carlson

We'll be covering why outdoor lighting is a worthwhile consideration for both Dealers & Contractors to add value & profitability to their businesses, how outdoor lighting has become simple to design & install with the advent of LED lighting technology, and how to sell lighting jobs in a competitive market.

We will also touch on some of the unique products & features Alliance Outdoor Lighting offers.

Creating Your Gardening Community

Suzette Nordstrom

Suzette is back again with a brainstorming session on what Monrovia is currently doing in their marketing and promo department. Finding out who your customer is and how to get them into your store is the focus of this presentation. Those that have heard Suzette present in the past, know that this will be a fast paced and action filled event, one not to miss.

"Round Table Discussion-Marketing/Social Media/Events-Successes and Bombs"

Suzette Nordstrom

We've got Suzette Nordstrom at the helm of this idea filled discussion event. Come ready with your own successes and failures in the Marketing, Promo, and Events arena. Suzette has a few ideas from other businesses she works with, but wants to know what your best/most profitable promotions have been, as well as the Bombs!

Flexibility and Growth of Artificial Turf

Joe Makoutz

If you've been thinking of adding artificial turf to your landscape designs, then this is the seminar for you. Joe Makoutz, from AstroTurf has been instrumental in developing turf that will stand up to a multitude of conditions. SYNLawN was developed for use in parks, golf courses and playgrounds. The SYNLawN Playground System is the only playground surface that provides consistent safety standards in high traffic areas, in any weather, at any height, and under all types of play equipment. All this, plus the look of beautiful green grass. SYNLawN, well known for their ability to create and popularize artificial grass product, was the first in the industry to go green with their soy-base EnviroLoc backing; colored green to denote its plant-derived qualities. This trademarked backing does more than help the environment, a three layer system lock in fibers for less shedding and lost lasting durability under the toughest of environments.

Playing with Fire

Ben Geffre

Don't miss this informative presentation on adding Fire features to your landscapes! Many of you might not know that Ben was a street performer in his younger days, and his specialty was blowing fire! He knows all the ins and outs of what it takes to make fire a feature in the landscape!



EAB Has Arrived! What Can We Do and What Trees Will Replace Ash.

Dr. John Ball

The long awaited arrival of emerald ash borer has finally occurred for South Dakota. Now we move from monitoring to management. Since most of our ash will not be treated (or treated for very long) our focus goes to planting. In Sioux Falls alone, perhaps 40,000 trees will need to be planted within the next 10 years to replace half what might be lost, a process that will be repeated across the state over the next several decades. This presentation will cover how EAB can be treated and what are the recommendations for new trees to replace ash.

2019 HONORARY MEMBERS

GAY AND JEANNE HIEBERT



Peter Hiebert founded Hiebert Greenhouses in Mountain Lake, Minnesota in the early 1930's. He had been in the produce business and during the depression the changes in agriculture were making things more and more difficult. Peter's brother George ran a hardware store and always had a demand for good tomato plants in the Spring, so George asked Pete to start some for him. Well, Pete had a few more than George could use so he picked up some empty cans from the dump, potted them up, and set out in his Model A Coupe Convertible to a neighboring town. The store manager there took all the plants he had. That simple start lead to a complex wholesale greenhouse operation now on it's third generation. His wife Sarah was always involved and they added a floral shop. As the years passed the family grew as the business grew and everyone was involved. They bought some used greenhouse panes and put them up, they began supplying flowers for weddings and funerals and selling retail and wholesale plants. Sales were difficult at first and some stores had to be convinced to try selling plants. When the truck came to town the merchant got to select what plants he wanted and he was not billed for them unless he sold them. As business spread an opportunity came up in Sioux Falls. A bank had foreclosed on some property and asked Pete to take a look at it. Gay Hiebert and his wife Jeanne moved to Sioux Falls in 1958 to manage that location and they are still there. Shortly after starting in Sioux Falls an acreage was purchased for future expansion which is where we are currently located today. The third generation has separated Hiebert Greenhouses into two entities. Hiebert Greenhouses of Minnesota is still located in Mountain Lake and Hiebert Greenhouses of South Dakota is still located in Sioux Falls. Hiebert Greenhouses of South Dakota ships to 18 states and has 20 acres of greenhouses and their own fleet of trucks with rolling racks. To give you an idea of some numbers, just in petunias we grow over 4, 000, 000 plants and in impatiens we grow over 2, 000, 000. These are the two most popular annuals. We carry a large variety of product focusing on spring bedding plants. Poinsettias, Fall product line and Easter Lilies are our other three crops. It is amazing what happened because of a few tomato plants in tin cans.

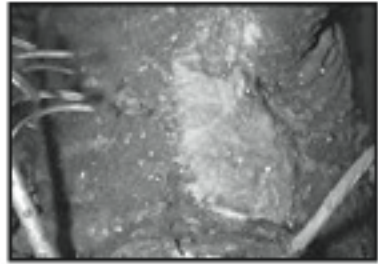
SD DEPT. OF AGRICULTURE

PEST DETECTION IN 2018

PEST DETECTION REPORT:

The South Dakota Department of Agriculture (SDDA) conducted several pest surveys in 2018. These included detection trapping for gypsy moth, Japanese beetle, Oriental beetle, pine shoot beetle, and several exotic pests in pine trees.

GYPSY MOTH:



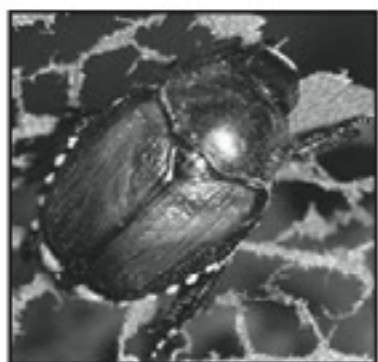
Gypsy moth detection is conducted by the SDDA, the USDA-APHIS-PPQ office in Pierre, as well as many cooperating agencies and individuals throughout the state. The locations that were detected as positive in 2017 were negative this year. However, we did capture 2 moths in two locations; one each at campgrounds in Custer & Lawrence Counties. Based on this trapping effort, we currently believe there are no established populations of gypsy moth in South Dakota. However, we plan to continue with this trapping program next year.

ORIENTAL BEETLE:



Oriental beetle traps were placed at several locations across the state. A single beetle was captured at one location in Rapid City. Oriental beetles are possibly more invasive than Japanese beetles, although the adults don't feed as much as JB adults. Movement is by eggs, larvae, & pupae in B&B nursery stock, and possibly adult hitchhiking.

JAPANESE BEETLE:



As you'll remember, a major nursery supplier experienced an outbreak of Japanese beetles last year. We believe the

supplier took additional steps to prevent a repeat this year. We continued to find additional positive locations through our trapping effort, but don't believe we have documented all potentially new infestations from last year's event.

Japanese beetle traps were placed at 116 locations in 32 communities, set by SDDA, Master Gardeners, and other cooperators. Of these, we found Japanese beetles at 38 locations in 11 communities. We are happy to report that approximately two-thirds of our trap locations are still negative. Most locations that have positive traps did, however, have low beetle counts. Currently, we consider Japanese beetle as established in Brookings, Clay, Codington, northern Lincoln, Minnehaha, and Union counties. In addition, we have positive locations with low numbers of beetles in Beadle, Brown, Charles Mix, Davison, Grant, Hughes, Lake, Meade, Lawrence, and Pennington counties. We feel there's opportunity to delay or eliminate the populations of the insect in these counties. The Pennington County Weed & Pest department is a very aggressive ally, and continued to help us attack known infestations with insecticides and trapping. We plan to continue trapping areas with known infestations in counties categorized as not established.

EMERALD ASH BORER:



For the past 15 years or so, we've had the joy of saying that no EABs were found in South Dakota. As you know, we can't say that anymore.

The USDA-APHIS-PPQ conducted EAB trapping again this year, although at a reduced level, and continued to use the Emerald ash borer private contracting firm to conduct the trapping. Our department (SDDA) obtained additional trap supplies, of which most were given to cooperators in city parks departments in eastern South Dakota. Although no additional EAB locations were detected in the trapping effort, it seems it is impossible to put the traps in the right place. Thanks to aggressive outreach campaigns by several agencies including SDSU Extension, an arborist conducting tree trimming in early May recognized the signs of this insect, and reported the infestation in Sioux Falls. Nationwide, EAB continues to be found in

new areas. Nationwide to date, EAB has been found in approximately 35 states. Of particular concern to South Dakotans, EAB was found in one additional county near Minneapolis, two additional counties near Omaha, and 12 additional counties in Iowa in 2018. Although these don't represent any big surprises, the insect was found in several new states further east.

This is a major statistic, and it has prompted the USDA to issue a proposal to remove the federal quarantine regulations on EAB. This does not affect our state quarantine that is currently in effect in Minnehaha, northern Lincoln and northeastern Turner County. USDA has stated that they will consider all options for more effectively addressing EAB since, and in their opinion, the current federal quarantine has not stopped the EAB spread. SDDA feels that there is evidence in the Great Plains states that quarantines have slowed the spread of EAB and has asked USDA APHIS-PPQ to not deregulate the federal EAB quarantine. Reasons why SDDA has stated that quarantines are effective in slowing the spread of EAB are:

- 1) although the Great Plains may not have as many trees as states further east, the trees we have are valuable and of the trees we have, a higher percentage of those trees are ash,
- 2) this insect is primarily spread by human activity, since it does not spread very far by itself.

So SDDA would like USDA to continue the federal quarantine on EAB, and we sent a letter to the USDA opposing the proposal to remove it.

What does this mean to us in South Dakota? If the federal quarantine were removed, it could open the door for untreated, infested wood materials to enter the state. Many companies use wood material for fuels as well as ship firewood all over the US and Canada. There are many people who like to travel and camp, most who have great respect for federal rules, and currently leave their firewood home.

If you're interested in additional information, there is a great story presentation about EAB at this web page: <https://www.aphis.usda.gov/aphis/maps/plant-health/eab-storymap> or at: <http://emeraldashborerinsouthdakota.sd.gov/>

For further information, please contact Dale Anderson, Plant Quarantine and Pest Survey Specialist at the South Dakota Department of Agriculture at 605.773.3796.

IT'S TESTING TIME AGAIN!

APPLICATION FOR CERTIFICATION EXAM AND MATERIALS

Please Print Clearly

(Registration Deadline is January 13, 2019)

Candidate's Name (As you wish it to appear on certificate: _____)

Company: _____

Address: _____ City, State, Zip _____

Phone: _____ Fax: _____

Time employed by present employer: _____ Number of years previous nursery/landscape experience _____

Name and address of your local newspaper (for press releases: _____)

Applicant's Signature: _____

Employer/Advisor: Please Verify:

In accordance with the procedures established by the SDNLA's Certification Committee, verification of the experience of each person successfully completing the examination must be received prior to awarding official certification.

Please check appropriate box:

This person has completed 2000 hours in nursery-related employment

-OR-

This person has completed 2 years nursery-related education plus internship

Employer/Advisor Signature _____ Title _____

(Note: A signature is not necessary to test, purchase a manual, or initiate certification process. It is necessary to confirm the applicant as a Certified Nurseryman.)

FEES

Examination Registration:

I have enclosed the required \$50 fee to enter the SDNLA Certification Program. This 50 includes the cost of the manual and a first test session (which includes all three test sections). Once the certification application is approved and FEES HAVE BEEN PAID, a certification manual will be issued to the applicant.

Re-Testing Fees

I have enclosed \$10 per section of test that I need to take. Please indicate sections to be retested.

General Horticulture Plant Identification Landscape Plan

TOTAL ENCLOSED: \$ _____

Return Application to:

South Dakota Nursery and Landscape Association

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Thanks to everyone who donated whose names
were not available at the time of printing.

THE GRIM REALITY

-JULIE HOFFMANN, SDNLA EXECUTIVE DIRECTOR



I saw this cartoon on a birthday card (don't ask me what the inside said) and immediately thought of the situation in our industry as we stand today. There isn't a single South Dakota Landscape Contractor, Greenhouse, or Garden Center owner that probably ISN'T looking for help right now. Everyone one I talk to is in the same boat, and the seas are pretty rocky right now. And our industry is not the only one in dire need of good, qualified help. It used to be that we were up against each other in getting the best help for our landscape crews, greenhouses, and garden center managers, but no more. Now you are competing against fast food restaurants, building contractors, industrial manufacturers, medical institutions, and just about anyone else on Mainstreet USA these days.

Part of the problem with our industry (some would say it was an asset, but I think it's come back to bite us), is that most of the green industry people I know are nose to the grindstone, get the job done, I don't have time to teach anyone how I do things, and I'm better off doing it myself, type of people. As entrepreneurs,

green industry people are self-starters in going after their perceived goals. The drawback is that the more successful they become, the more help they are going to need in a very labor-intensive industry, and the help just isn't there.

Because we tend to look ahead with the blinders of needing to get the job done, we don't often notice what's happening on the sidelines, hence the reason for this article. I am urging those in the South Dakota green industry to take a good look at what's going on in our higher education systems these days.

South Dakota State University is currently developing a Landscape Architect degree in place of their Landscaping Major that was offered in the past, a program from which many in the industry graduated from and went to work in the state. Because of changes in the program and where the horticulture/landscape department is positioned in the Agriculture program, student numbers are declining, a cause for real concern in our industry. In my opinion, we can employ very few Landscape Architects in our state, I know of only a handful of actual firms in South Dakota. We CAN use more landscape designers/installers in the businesses that compose most of our membership. I am afraid that the barn door has already been closed on this matter at SDSU, if student numbers continue to decline, we may see the program totally disappear. Comments from SDSU faculty would be appreciated on the outlook for the program.

Southeast Technical Institute is the only technical school in South Dakota that is offering a program for Landscaping, Horticulture and Turf, filling a great need for those of us in the industry. Our STI job fair at the Great Plains Green Expo is always well attended by member businesses looking for help. Instructors and students from the school have always been great supporters of our events.

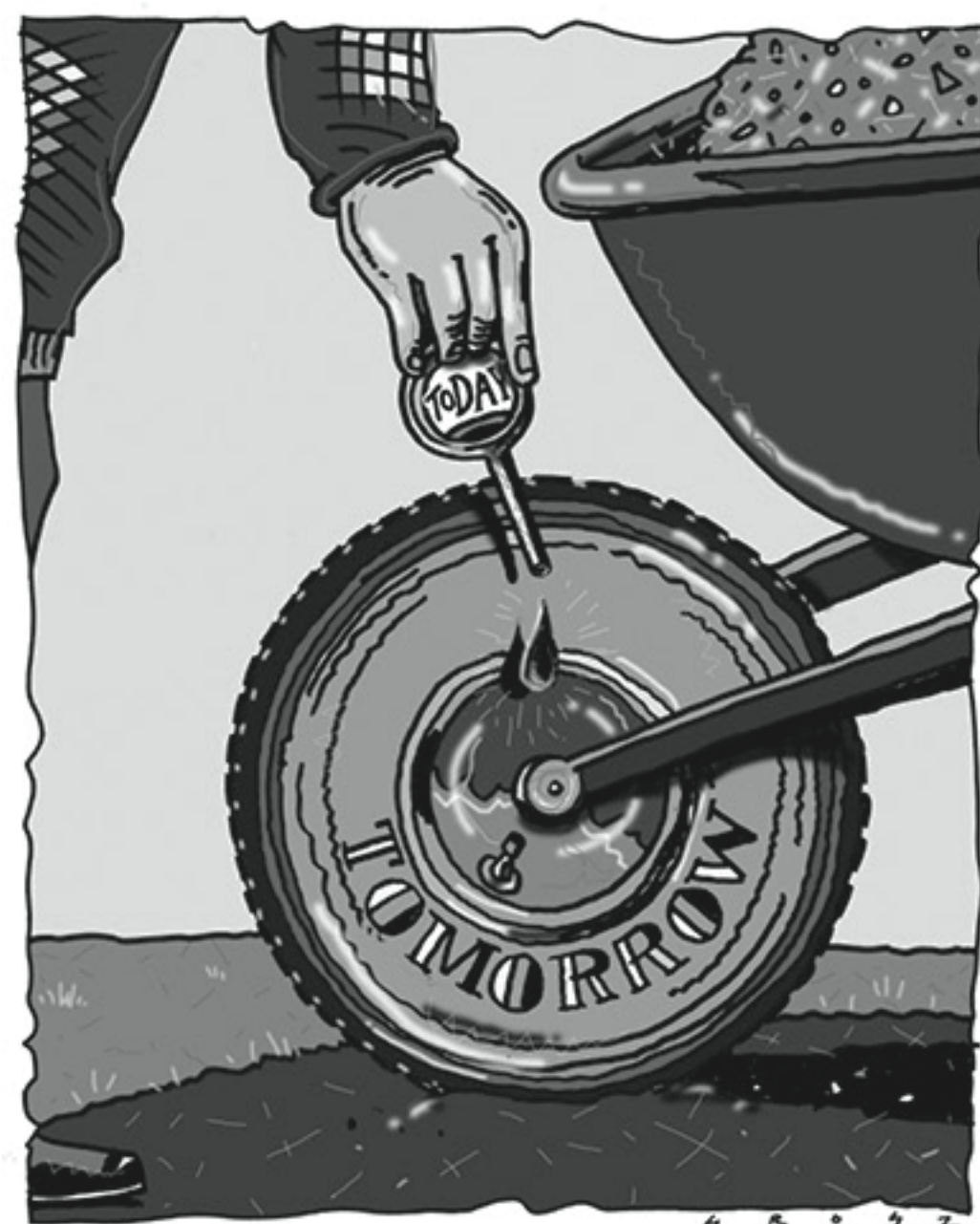
I have great concern though, after watching a recent TV ad put out by the school, that there was no mention of any opportunities in our Green Industry. The school is currently putting out great effort to attract more students, but not in our field! Again, I blame this on our nose to the grindstone mentality, with members being too busy to take the time to investigate why this is happening.

It has been said that the squeaky wheel gets the grease/oil or whatever lubricant you can imagine. That's exactly what has happened with technical schools, the manufacturing and industrial industries are also feeling the pinch for help and have been actively lobbying for/and providing funds for more

programs and graduates to fill their needs. The offering of Technical School scholarships has been great incentive for students to fill those positions in welding, diesel mechanics, auto body, and a host of others. The problem is, the Green Industry in South Dakota has been silent on this issue, we're not the types to voice opinions, other than to people in our industry. We will not see any encouragement by the tech schools for students to explore careers in our industry unless we start making ourselves heard. I would encourage everyone to contact their legislative representatives, the new session starts in January in Pierre, and now is the time to make ourselves heard. You can also contact the tech school officials and inquire about what they will be doing in the future to promote our industry.

Some of us might even want to think about sponsoring a student ourselves. Might we even talk about spreading some of our SDNLA Scholarship funds more widely, increasing amounts of scholarships, and requiring that the student receiving the funds, remain for a time, employed in our industry, in South Dakota? Another front we must approach is the promotion of our industry to grade school, middle school, and high school students. Until we start encouraging younger students to consider "Green" careers, all the talk about colleges and tech schools will do no good if the interest is not there. All good topics to discuss at our annual convention coming up in February.

Back to the cartoon at the top of the page. Unfortunately, our industry does not have any Super Heroes to rescue us from our current dilemma, it's time for us to put on our "Capes", be the "Squeaky Wheel", and get something done!



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CALENDAR OF EVENTS

Jan 9-10, 2019 - Montana Nursery & Landscape Assoc Green Expo-Hilton Garden Inn Missoula, MT 406-755-3079

Jan 8-10, 2019 - Congress 2018 Landscape Ontario, Toronto Congress Centre, Toronto, Canada 800-265-5656 www.landscapeontario.com

Jan 15-17, 2019 - Minnesota Nursery & Landscape Association Northern Green, Minneapolis Convention Center, Minneapolis, MN 888-886-6652 info@northerngreen.org

Jan 15-18, 2019 - Tropical Plant Industry Expo, Broward County Convention Center, Fort Lauderdale, FL 800-375-3642 www.fnlga.org

Jan 16-18, 2019 - Idaho Horticulture Expo, Boise Centre on the Grove, Boise, ID 208-681-4769 www.inlagrow.org

Jan 22-24, 2019 - Nebraska Nursery & Landscape Association Great Plains Conference-Holtus Event Center, York, NE 402-761-2219

Jan 28-30, 2019 - North Dakota Nursery & Greenhouse Association Convention and Trade Show, Ramada Plaza Suites, Fargo ND 701-886-7673 www.ndnga.com

Feb 3-5, 2019 - South Dakota Nursery & Landscape Association Great Plains Green Expo Best Western Ramkota, Sioux Falls, SD 605-352-4414 www.sdnla.org

Feb 5-8, 2019 - ProGreen Expo, Colorado Convention Center, Denver, CO 571-322-5785 www.progreenexpo.com



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