

Issue 3, 2021



# Trunkline



EXTENSION   
UtahStateUniversity

## 2022 Utah Green Industry Conference

**January 18-19-20, 2022 via Zoom  
January 25-26, In-Person Conference  
and Trade Show  
Mountain America Expo Center**

# Conference Registration Form



2022 Utah Green Industry Conference • January 18-19-20, 2022 via Zoom and  
 January 25 – 26, 2022 In-Person Conference and Trade Show  
 Mountain America Expo Center, 9575 South State, Sandy, Utah 84070



Please send a separate registration form for each individual. Please combine forms and send in one envelope for same-company group discount. All fields are required

## Registrant Information

Name \_\_\_\_\_  
(as should appear on name badge)

Company \_\_\_\_\_

Email \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (day) \_\_\_\_\_ Fax \_\_\_\_\_

## Trade Association Memberships (Check all that apply)

UNLA  UCFC  ASLA – Utah Chapter

## Four Easy Ways to Register

- ON LINE [www.utahgreen.org](http://www.utahgreen.org)
- MAIL the completed registration form (or a photocopy) and full payment to:

**USU Conference Services**  
**P.O. Box 413135**  
**Salt Lake City, Utah 84141-3135**

3. CALL **800-538-2663** or **435-797-0421** with a credit card or purchase order number.

4. FAX the completed registration form to **435-797-0636** (24 hours) with a copy of purchase order.

Please note that confirmations will be emailed on registrations received at least seven days prior to the conference.

## Conference Registration

**Each Registration includes trade show, and speaker handouts.**

**Early Rate** (on or before January 11, 2022) circle one

	Member	Nonmember	Group Member*
All Conference Days & Trade Show	\$195	\$375	\$175

**Regular Rate** (after January 12, 2022) circle one

All Conference Days & Trade Show \$225 \$400 NA

On-Site Registration (per day) \$85 (member and non member)

## Special Rates

**\*Group Member Rate:**

**Must have four (4) or more (submit forms together) from same member firm of UNLA, UCFC, ASLA – Utah Chapter, applies to early registration only.**

## Student Rate:

Current University students pay \$25 per day.

## Tradeshow Only Registration

Tuesday, 12:00-5:00 and Wednesday, 10:00-2:00  
 \*Free if pre-registered by January 21st or \$10 at the door

**Pre-Registered Trade Show Only**

## Ticketed Events

These are optional activities with additional charges. We reserve the right to cancel any activity due to lack of enrollment.

**UCFC Annual Meeting & Luncheon**

Tuesday, January 25, 2022 12:30 pm .....\$25.00  
 Lone Peak Indoor Pavilion (10140 S 700 E, Sandy, UT 84070)

## Special Services Requests:

- Reasonable accommodation is available for persons with disabilities. Please check here for additional information. Three working days' notice is needed to prepare materials and services.
- Please check here if you have special dietary restrictions in connection with meal events included in this conference registration, and attach an explanation of your requirements.

## Cancellation/Refund Policy

Refunds will be made to those registrants who must cancel, less a \$20 Processing fee. Written cancellation requests must be postmarked on or before **January 11, 2022**. No refunds will be made after that date. Substitutions are welcome. UNLA and Utah State University reserve the right to cancel this event or portions thereof due to insufficient enrollment and limit their liability to registration refunds only.

## Payment Information

TOTAL OF REGISTRATION AND TICKETED EVENTS: \$ \_\_\_\_\_

Method of Payment (full payment required with registration):

A. Enclosed is my check for \$\_\_\_\_\_ payable to Utah State University.

B. Please bill my organization on P.O.# \_\_\_\_\_

C. Please bill my charge card:  Visa  MC  Diners  Disc  AMEX

(to pay by credit card please go online or call 435-797-0421)

**For updated schedule, to join as a member, and for more information go to the Utah Green website at: [www.utahgreen.org](http://www.utahgreen.org)**



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*Trunkline* is published four times each year as a membership benefit to inform UNLA members of the opportunities and actions of the association and its members.

**Send submissions to:**  
**Trunkline c/o UNLA Office**  
PO Box 1073  
Riverton, UT 84065-1073  
Phone 801-424-9223

**INTERNET RESOURCES**

**UNLA**  
[www.utahgreen.org](http://www.utahgreen.org)

**Keynote Address:**

# The Green Industry in Utah: How Long Will the Boom Last?

The Utah Green Conference committee is proud to announce the main Keynote address by Dr. Charlie Hall

**Wednesday, January 26, 2022**

**Room 300 A-D**

**Charlie Hall, Texas A&M University**

**9:00-9:50 am**

**1 DOPL-Pro, 1 UCNP**

**Socio-Horticulture**

**10:00-10:50 am**

**1 DOPL-Pro, 1 UCNP**

## Dr. Charlie Hall



*Dr Charlie Hall*

Dr. Charlie Hall grew up in the industry on a nursery in Western North Carolina. Although an economist by training, he is currently a Professor in the Department of Horticultural Sciences at the Texas A&M University and is holder of the Ellison Chair in International Floriculture. His major areas of specialization include innovative management and marketing strategies, financial analysis and benchmarking, and the situation/outlook for nursery and greenhouse crops. He is an invited speaker at numerous regional, national, and international meetings of various industry-related associations and organizations. He is particularly known for the enthusiasm, passion, and intensity

he exhibits when speaking. Dr. Hall is an Honorary Lifetime Member of the Texas Nursery and Landscape Association and has received TNLA's Award for Outstanding Service to the Nursery Industry. He is also a member of the Hall of Fame and Honorary Lifetime Member of the Tennessee Nursery and Landscape Association.

**6 tracks with CEU's  
and a total of 29  
classes available**

**Irrigation, Landscape,  
Design, Garden Center/  
Greenhouse  
Turf Management and  
Arboriculture**

Register online at:  
[www.utahgreen.org](http://www.utahgreen.org)





## Webex Training provides an interactive e-learning environment where you can participate in live presentations for our **2022 Virtual Utah Green Conference**

### **Jane Beggs-Joles**



**B**.S. Horticulture, M.S. Agricultural Economics, both from Michigan State University. I have over twenty years of experience in the wholesale horticulture industry,

and have enjoyed helping to introduce many fantastic new varieties to the North American market. Some of my favorites are Little Lime® hydrangea, Temple of Bloom® Heptacodium, and Kodiak® Orange Diervilla. When I'm not talking about plants I enjoy spending time having outdoor adventures with my husband and two teenage daughters.

### **Alex Chan**

**A**lex Chan is the mental and behavioral health specialist for University of Maryland Extension Family & Consumer Sciences (FCS) Program. He brings practical knowledge and experience in stress management, family relations, and adolescent development. His recent program development has focused on enhancing mental health among youth, the farming community, and healthcare industry. He holds master's and doctoral degrees in Human Development and Family Studies from Auburn University. Alex is also a Licensed Marriage & Family Therapist in Maryland and the District of Columbia.

### **Guy Collins**



**G**uy Collins is the Director of Sales for Munro Companies. Previous to his tenure with Munro he spent 14 years at Hunter Industries

and has held sales and sales leadership positions with Tyco, Abbott Labs and Lexis Nexis. Guy has substantial experience and success in the irrigation industry working with contractors, specifiers, golf courses, municipalities and distributors.

Guy is a graduate of The Ohio State University, and he holds a Certificate Program, in Advanced Strategic Negotiations, from Pepperdine University.

He is a certified Product Technician, certified Product Specialist, a 2009 Award winner of "Appreciation for Outstanding Contribution to Landscape Architecture and the Green Industry in Southern Nevada" from the Nevada Chapter of American Society of Landscape Architects.

### **Greg Dahle**

**G**reg Dahle is an Associate Professor at West Virginia University where he teaches courses in urban forestry & arboriculture. Dr. Dahle's arboricultural research utilizes biomechanical approaches to understand how trees grow and survive environmental loads. Greg was a practicing arborist and urban forester in California for seven years, working with commercial, municipal, and utility clients developing and implementing short- and long-term urban forest management plans. Dr. Dahle is an ISA Board-Certified Master Arborist and Qualified Tree Risk Assessor.

### **Dr. Jason Deveau**

Application Technology Specialist, OMAFRA



**J**ason studied biology & psychology at Mount Allison University, plant cell physiology at York University and plant cell electrophysiology at the

University of Guelph. Based in Ontario's Simcoe Resource Centre since 2008, he researches and develops practical methods to optimize productivity, spray effectiveness and reduce waste. Co-author of "Airblast101 – Your Guide to Effective and Efficient Spraying", he also co-administers [www.sprayers101.com](http://www.sprayers101.com).

### **Krista Guerrero**



**A** Southern California native, Krista Guerrero has over 17 years of experience in the drinking water industry. She holds a B.S. in Natural Resources from Cornell

University and a M.S. in Environmental Engineering from the University of Florida. She began her career as a hydrogeologist for the South Florida Water Management District working on water use and conservation issues. She has worked on a range of issues including source water protection, stormwater management, water efficiency, water quality, and water resource management. Most recently, she was the program manager for the Long Beach Water Department's award-winning Lawn to Garden program and a water resources manager focusing on long-term water reliability. She specializes in outdoor conservation and is currently the program manager for Metropolitan Water District's turf replacement program.

### **Monica Hemingway**



**M**onica Hemingway is a licensed arborist, landscape designer, digital strategist, and industrial psychologist (Ph.D.) – an unusual

combination that gives her unique insight into building a green industry business. She specializes in helping green industry business owners develop successful companies by building a strong online presence.

Monica has worked in the digital world since 1999 and consulted with some of the world's largest companies, such as Walmart and Google. As the former owner of Hemingway Horticulture, she developed a successful landscape design/consulting business in a highly competitive market by applying key digital strategies and tactics within the green industry. And her gardening website, GardeningProductsReview.com, has generated over \$2.5 million in sales by using SEO best practices to drive organic traffic that converts into paying customers.

## Andrew Koeser



Andrew Koeser is an associate professor of Urban Tree and Landscape Management at the University of Florida Gulf Coast Research and Education Center near Tampa, Florida. He researches tree risk assessment, tree biomechanics, and conflicts with trees and the built environment. He is the father of four amazing daughters and companion to a strong-willed basset hound.

## Shaun Moser



Shaun is the Conservation Garden Manager for Jordan Valley Water Conservancy District. He has a bachelor's degree from Utah State University in Residential Landscape Design and Construction. He helps homeowners and professionals understand and implement sustainable, water efficient landscapes.

## Jon Parry



Jon is currently an Assistant General Manager for Weber Basin Water Conservancy District responsible for overseeing the long-term planning, conservation and IT

needs of the District. He has been with the District for over nine years. His career at the District has allowed him to hold several different positions including staff engineer, and engineering manager. He has been acting in his current role for over three years. He holds an M.S in Civil and Environmental Engineering from Brigham Young University.

## Aaron Penrod

I am a 44 year old landscape company owner and operator living in Sandy UT. I have been in the green industry since I was 17 when I worked for Intermountain Plantings as a laborer. I worked for a few nurseries and decided in 2005 to open my own company which I run today. I am a certified Master Gardener and also have a great love of Bonsai trees. I studied for a few years with Boon Manakitivipart, a master in California, who was trained in Japan. I have since studied with several other people who studied in Japan as well. I have been on the board of The Bonsai club of Utah for almost 15 years and have been President for 10 of those years. I have a great love and passion for working the soil in many different ways and hope to pass that knowledge to as many people as I can.

## David Rice

Conservation Division Manager  
Weber Basin Water Conservancy District



- He has been working in the water industry in water conservation since 2002.
- He received a bachelor's degree

from Weber State University in Biology and Secondary Education.

- He taught high school biology and general earth systems science for five years of his professional career.
- He left teaching to pursue more education and earned a master's degree from Utah State University in horticulture with an emphasis on Water Efficient Landscaping.
- He has worked for Jordan Valley Water Conservancy District and is now currently working for Weber Basin Water Conservancy District over conservation programming, managing conservation programs throughout Davis, Weber, Morgan and Summit counties including the broad oversight of a 2 acre Learning Garden designed to educate the public about water efficiency in the landscape.
- His personal interests and hobbies include; spending time with his family, outdoor activities, some sports, reading, woodworking, and of course landscaping and gardening.

## Keith Schweiger



Keith Schweiger, is currently a Technical Sales Representative for Calsense, living in CO and covering CO, WY and UT. He has spent 18 years in distribution that

make up more than 35 years plus years of experience in the irrigation industry. He is a Certified Landscape Water Manager (CLWM), Certified Irrigation Designer (CID), Certified Landscape Irrigation Auditor (CLIA), Certified Irrigation Contractor (CIC), and Certified Irrigation Technician (CIT). In addition to his newly acquired QWEL certificate, he has been an Instructor for the Irrigation Association, for the last 16 years. He has spoken and taught at many local and regional conferences on irrigation matters and is past Chair of the Irrigation Association Education Committee. Keith Schweiger has previously owned and operated his own irrigation-contracting firm and is an EPA WaterSense Partner.

# LIVE Virtual Conference Tracks

Come learn about the upcoming trends and future of the green industry. Here is a list of classes, speakers and a brief description of what you can expect.

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## Greenhouse Garden Center and Landscape Track

**Tuesday, January 18**

VIA ZOOM

8:00 – 8:50 am

**Speaker:** Dr. Jason Deveau  
Ontario Ministry of Agriculture, Food & Rural Affairs

**Title:** Spraying in Closed Environments  
(1 DOPL-Pro, 1 Pest - USE, 1 UCNP)

9:00 – 9:50 am

**Speaker:** Dr. Luis Canas  
Ohio State University

**Title:** Scouting for Greenhouse Pests  
(1 DOPL-Pro, 1 Pest - USE, 1 UCNP)

10:00 – 10:50 am

**Speaker:** Monica Hemingway  
ITG Multimedia

**Title:** How to Amp Up Your Online Presence to Outrank the Competition & Gain More Business  
(1 DOPL-Pro, 1 UCNP)

**Description:** Nothing happens until your ideal customer knows you exist. But it's not enough just to be "found" - it's about being found by the right people, in the right place, at the right time, with the right message so the "selling" happens before you even talk to them. And, in today's world, that all happens online.

Gone are the days when word of mouth was all it took to grow a successful local business. As competition grows, it's critical to stand out in a crowded online marketplace if you want to attract new customers.

If you're frustrated that your business doesn't appear on the first page of the Google search results, wondering why you don't show up in Google Maps for the neighboring town, or concerned that your competitors are outranking you, then this session is for you!

You'll learn the online strategies, tools, and tactics that get the best results in 2022 (and the ones to avoid). Best of all, these are things you can do yourself. We'll cover:

- basic principles that affect your company's online visibility and ranking (what you don't know about this will hurt you),
- the most effective way to get your business listed on the first page of the local search results – for free,
- the quick and simple website changes you can make to bring in more website visitors and increase the number who call, contact, or visit your business, and
- how to get the right people talking about your business in a way that improves your visibility in the search results.

11:00 – 11:50 am

**Speaker:** Alex Chan  
University of Maryland Extension

**Title:** Dealing with Stresses in Family Business  
(1 DOPL-Pro, 1 UCNP)

**Description:** Participants will:

- Increase confidence in ability to initiate discussions of family dynamics within participants' scope of work with family-owned businesses
- Increase knowledge of common patterns of dysfunction in family communication
- Increase knowledge of positive family communication strategies

1:00 - 1:50 pm

**Speaker:** David Rice  
Conservation Division Manager,  
Weber Basin Water Conservancy District

**Title:** Best Use of Water  
(1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP)

2:00 – 2:50 pm

**Speaker:** Eric Jaeger  
Rainbird

**Title:** Why Drainage & How it Impacts Your Business  
(1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP)

3:00 – 3:50 pm

**Speaker:** Kelly Kopp  
**Title:** Drought and Pesticide Use  
(1 IA, 1 DOPL-Pro, 1 Pest-USE, 1 QWEL, 1 UCNP)

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## Design and Irrigation Track

**Wednesday, Jan. 19**

VIA ZOOM

8:00 – 8:50 am

**Speaker:** Kris Veenker  
Thrive Nursery

**Title:** The Puzzle of Selecting Trees  
(1 ISA, 1 DOPL-Pro, 1 UCNP)

9:00 – 9:50 am

**Speaker:** Shaun Moser  
JWWCD

**Title:** Rethinking Lawn  
(.25 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP)

10:00 – 10:50 am

**Speaker:** Cameron Allcott  
Progressive Plants

**Title:** Plant Substitutions - Dispelling the "One True Plant" Theory  
(1 DOPL-Pro, 1 UCNP)

11:00 – 11:50 am

**Speaker:** Krista Guerrero  
Metropolitan Water District of  
Southern California

**Title:** How Turf Removal Programs Can  
Benefit Landscapers  
(1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP)

1:00 - 1:50 pm

**Speaker:** Andy Bellingheri  
Jain Irrigation

**Title:** Non Functional Turf Conversion  
(1 IA, 1 DOPL- Pro, 1 QWEL, 1 UCNP)

**Description:** The process and  
challenges of switching "useless and  
decorative" turf areas in water  
conserving landscapes. Starting with  
the removal of turf and ending with  
the options of proper irrigation.

2:00 – 2:50 pm

**Speaker:** Elven Webb  
Orbit Irrigation

**Title:** Spray Sprinkler Regulations  
(1 IA, 1 DOPL- Pro, 1 QWEL, 1 UCNP)

3:00 – 3:50 pm

**Speaker:** Guy Collins  
Munro Pumps

**Title:** Taking the Fear Out of Irrigation  
Pumps  
(1 IA, 1 DOPL- Pro, 1 QWEL, 1 UCNP)

4:00 - 4:50 pm

**Speaker:** Keith Schweiger  
Calsense

**Title:** The Advantages of Pressure  
Regulation  
(1 IA, 1 DOPL- Pro, 1 QWEL, 1 UCNP)

**Description:** Understanding the  
importance and advantages of  
pressure regulation to the facets of  
an irrigation system. From direct  
system damage to unaccounted  
water use. All of it impacting site  
management, labor and \$\$\$ for the  
owner.

## **Turf and Arboriculture Track**

**Thursday, January 20**

VIA ZOOM

8:00 – 8:50 am

**Speaker:** Paul Boekweg  
BYU

**Title:** Turf Fertilization & Chemical  
Application for Drought Stress  
(1 DOPL-Pro, 1 Pest-USE, 1 UCNP)

9:00 – 9:50 am

**Speaker:** Jim Sutherland  
Salt Lake County

**Title:** Managing Drought Restrictions in  
City Parks  
(1 IA, 1 DOPL-CORE (EC), 1 QWEL, 1  
UCNP)

10:00 – 10:50 am

**Speaker:** Dr. Michael Wierda  
USU Extension

**Title:** Turf Pesticide Safety  
(1 DOPL-Pro, 1 Pest-Safety, 1 UCNP)

11:00 – 11:50 am

**Speaker:** Henry Nahalweski Sr.  
UDAF

**Title:** New Pesticide Laws  
(1 DOPL-CORE, 1 Pest – LAW, 1 UNCP)

1:00 – 1:50 pm

**Speaker:** Nina Bassuk  
Cornell University Urban Horticulture  
Institute

**Title:** Strategies for dealing with  
compacted 'trashed' soils  
(1 ISA, 1 DOPL-Pro, 1 UCNP)

2:00 – 2:50 pm

**Speaker:** Greg Dahle  
West Virginia University

**Title:** The Importance of Making Correct  
Cuts of Appropriate Size  
(1 ISA, 1 DOPL-Pro, 1 UCNP)

**Description:** Branch failure can be  
caused by wind, ice, snow or a  
climber aloft in a tree and can result  
in costly property damage, personal  
injury, power outages, or road  
blockage. In order to understand  
how a branch deals with loading, we  
will explore how loads move through  
the vulnerable region of a branch  
union/fork. Then discuss why  
biologically small cuts are better than  
larger cuts and impacts of decay on  
after pruning.

3:00 – 3:50 pm

**Speaker:** Mike Lopez  
Atlas Tree Care

**Title:** Close Encounters of the Tree Kind,  
The Saga Continues  
(1 ISA, 1 DOPL-Pro, 1 UCNP)

4:00 - 4:50 pm

**Speaker:** Andrew Koeser  
University of Florida

**Title:** Urban Tree Risk Assessment:  
Perceptions, Reality, and Reliability  
(1 ISA, 1 DOPL-Pro, 1 UCNP)

**Description:** How safe is this tree? It's a  
critical question, but the answer is  
not always straightforward. Learn to  
avoid the pitfalls of tree risk  
assessment as Dr. Koeser highlights

(continued on page 8)

### **Trade Show Only Pass**

Tuesday, January 25, 2022

Noon – 5:00 pm

Wednesday, January 26, 2022

10:00 am – 2:00 pm

Scan QR Code to register for  
Trade Show Only Pass



## Conference Tracks

(continued from page 7)

sources of variation and potential bias when rating a tree's likelihood of impact, likelihood of failure, and consequences of failure. Improve your assessment ability as he discusses opportunities for avoiding false precision and making the process more repeatable.

## Classes and Trade Show

**Tuesday, January 25**

**Room 300 A-D**

### Turf and Irrigation

9:00 – 9:50 am

**Speaker:** Jon Parry  
Weber Basin Water District

**Title:** The Future of Secondary Water Use in our Landscapes  
(1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP)

## Design and Landscape

10:00 – 10:50 am

**Speaker:** Jane Beggs-Joles  
Spring Meadow Nursery

**Title:** We live in interesting times – Make the most of them!  
(1 DOPL-Pro, 1 UCNP)

**Description:** Living in interesting times can be challenging, but it's also a great opportunity. We'll talk about why landscapers shouldn't panic about the crazy housing market and how they can use the changes in how people live, work, and play to their advantage. Yes, plants are a big part of this!



## Arboriculture & Greenhouse Garden Center

11:00 – 11:50 am

**Speaker:** Randy Miller  
Tree Fund

**Title:** Communication with Customers  
(1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP)

## Guest Speaker and Trade Show

**Wednesday, Jan. 26**

**Room 300 A-D**

9:00 – 9:50 am

**Speaker:** Charlie Hall  
Texas A&M University

**Title:** The Green Industry in Utah: How long will the boom last?  
(1 DOPL-Pro, 1 UCNP)

10:00 – 10:50 am

**Speaker:** Charlie Hall  
Texas A&M University

**Title:** Socio-Horticulture  
(1 DOPL-Pro, 1 UCNP)

## Visit the UNLA Home Page!

[www.utahgreen.org](http://www.utahgreen.org)

Also, email us at [utgreen2@aol.com](mailto:utgreen2@aol.com)

### Featuring...

- Current & upcoming events for the UNLA
- Certification information
- Links to other exciting green industry websites



### CLASSES FOR LANDSCAPE PROFESSIONALS

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Training Calendar at: [qwel.net](http://qwel.net)

where our water comes from   irrigation systems   scheduling  
soils   landscape water budgets   maintenance and troubleshooting  
irrigation system audits   controllers   sustainable landscaping





# Utah Green Conference

## via Webex Training

Tentative subject to change without notice as of 11/23/21

Date and Track	<b>GREENHOUSE GARDEN CENTER AND LANDSCAPE TRACK</b> <i>Tuesday, January 18, 2022</i> <b>VIA ZOOM</b>	<b>DESIGN AND IRRIGATION TRACK</b> <i>Wednesday, January 19, 2022</i> <b>VIA ZOOM</b>	<b>TURF AND ARBORICULTURE TRACK</b> <i>Thursday, January 20, 2022</i> <b>VIA ZOOM</b>
8:00-8:50	Spraying in Closed Environments Dr. Jason Deveau Ontario Ministry of Agriculture, Food & Rural Affairs 1 DOPL-Pro, 1 Pest - USE, 1 UCNP	The Puzzle of Selecting Trees Kris Veenker Thrive Nursery 1 ISA, 1 DOPL-Pro, 1 UCNP	Turf Fertilization & Chemical Application for Drought Stress Paul Boekweg, BYU 1 DOPL-Pro, 1 Pest-USE, 1 UCNP
9:00-9:50	Scouting for Greenhouse Pests Dr. Luis Canas Ohio State University 1 DOPL-Pro, 1 Pest - USE, 1 UCNP	Rethinking Lawn Shaun Moser JWCD .25 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	Managing Drought Restrictions in City Parks Jim Sutherland Salt Lake County 1 IA, 1 DOPL-CORE (EC), 1 QWEL, 1 UCNP
10:00-10:50	How to Amp Up Your Online Presence to Outrank the Competition & Gain More Business Monica Hemingway, ITG Multimedia 1 DOPL-Pro, 1 UCNP	Plant Substitutions - Dispelling the "One True Plant" Theory Cameron Allcott, Progressive Plants 1 DOPL-Pro, 1 UCNP	Turf Pesticide Safety Dr. Michael Wierda USU Extension 1 DOPL-Pro, 1 Pest-Safety, 1 UCNP
11:00-11:50	Dealing with Stresses in Family Business Alex Chan University of Maryland Extension 1 DOPL-Pro, 1 UCNP	How Turf Removal Programs Can Benefit Landscapers Krista Guerrero Metropolitan Water District of Southern California 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	New Pesticide Laws Henry Nahalweski Sr. UDAF 1 DOPL-CORE, 1 Pest - LAW, 1 UNCP
12:00-1:00	<b>Break</b>		
1:00-1:50	Best Use of Water David Rice Weber Basin Water Conservancy District 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	Non Functional Turf Conversion Andy Bellingheri Jain Irrigation 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	Strategies for dealing with compacted 'trashed' soils Nina Bassuk Cornell University Urban Horticulture Institute 1 ISA, 1 DOPL-Pro, 1 UCNP
2:00-2:50	Why Drainage & How it Impacts Your Business Eric Jaeger Rainbird 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	Spray Sprinkler Regulations Elven Webb Orbit Irrigation 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	The Importance of Making Correct Cuts of Appropriate Size Greg Dahle, West Virginia University 1 ISA, 1 DOPL-Pro, 1 UCNP
3:00-3:50	Drought and Pesticide Use Kelly Kopp USU 1 IA, 1 DOPL-Pro, 1 Pest-USE, 1 QWEL, 1 UCNP	Taking the Fear Out of Irrigation Pumps Guy Collins Munro Companies 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	Close Encounters of the Tree Kind, The Saga Continues Mike Lopez, Atlas Tree Care 1 ISA, 1 DOPL-Pro, 1 UCNP
4:00-4:50	Best Use of Xeriscaping in the Landscape Aaron Penrod Twisted Forest 1 DOPL-Pro, 1 QWEL, 1 UCNP	The Advantages of Pressure Regulation Keith Schweiger Calsense 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	Urban Tree Risk Assessment: Perceptions, Reality, and Reliability Andrew Koeser University of Florida 1 ISA, 1 DOPL-Pro, 1 UCNP

Time	<b>Classes and Trade Show</b> <i>Tuesday, January 25, 2022</i> Room 300 A-D	<b>Guest Speaker and Trade Show</b> <i>Wednesday, January 26, 2021</i> Room 300 A-D
7:30 AM	<b>Registration</b>	<b>Registration</b>
8:30 -8:50 AM	<b>Registration</b>	<b>UNLA General Meeting Session</b>
9:00-9:50 AM Turf & Irrigation	The Future of Secondary Water Use in our Landscapes Jon Parry, Weber Basin Water District 1 IA, 1 DOPL-Pro, 1 QWEL, 1 UCNP	"The Green Industry in Utah: How long will the boom last?" Charlie Hall, Texas A&M University 1 DOPL-Pro, 1 UCNP
10:00-10:50 AM Design & Landscape	We live in interesting times – Make the most of them! Jane Beggs-Joles, Spring Meadow Nursery 1 DOPL-Pro, 1 UCNP	Socio-Horticulture Charlie Hall Texas A&M University 1 DOPL-Pro, 1 UCNP
11:00-11:50 AM Arboriculture & Greenhouse Garden Center	Communication with Customers Randy Miller Tree Fund 1 ISA, 1 DOPL-Pro, 1 UCNP	<b>TRADE SHOW</b> ** 10:00 AM – 2:00 PM **
12:00 PM	<b>TRADE SHOW</b> ** Show ends at 5:00 PM **	

# Landscape LEADERSHIP grants

FOR BUILDERS · DEVELOPERS  
COMMERCIAL BUSINESSES AND INSTITUTIONS  
& HOMEOWNERS ASSOCIATIONS



CENTRAL UTAH WATER  
CONSERVANCY DISTRICT

1426 East 740 North Suite 400 - Orem, UT 84097  
801-226-7100



JORDAN VALLEY WATER  
CONSERVANCY DISTRICT

8215 South 1300 West - West Jordan, UT 84088  
801-565-4300

*Funding for prominent,  
water-efficient  
landscaping projects.*

## what is it?

### *Landscape Leadership Grant*

Landscape Leadership Grants provide funding assistance for businesses, institutions, builders, developers, and property management companies that install water-efficient landscaping in highly visible areas. Project funding is determined by estimated water savings, promotability, and community impact.

## who is ELIGIBLE?

Projects must be in Central Utah Water District or the Jordan Valley Water District's service area to receive funding.

**CUWCD** - Utah County, Sandy, and Salt Lake  
**JVWCD** - Most of Salt Lake County

## how do I APPLY?

Complete the online interest form found in the Grants & Funding section

<https://cuwcd.com/landscapeleadership.html>  
[jvwcd.org/landscapeleadershipgrant](http://jvwcd.org/landscapeleadershipgrant)





## Utah Green – Utah Nursery & Landscape Association Certified Nursery Professional Quarterly Quiz

# CEU Quiz Winter '21

Choose only one correct answer for each question. A completed exam with a score of 80% will qualify for **1 CEU** towards the Utah Certified Nursery Professional - UCNP certification. Quizzes scoring less than 80% will be returned and can be re-submitted. Correct answers can be sent upon request. We encourage you to return the completed quiz no later than **March 15, 2022**.

**1. The planting hole for a tree or shrub should be dug:**

- a) Exactly as wide or slightly larger to allow planting
- b) At least 2 to 3 times as wide as the root mass
- c) As deep as you have time and energy to dig
- d) None of the above

**2. The correct timetable for fertilizing turf grass depends on when it is actively growing.**

- a) True
- b) False

**3. Characteristics of a sandy soil include all of the following EXCEPT:**

- a) rapid water infiltration
- b) high nutrient holding capacity
- c) warms up quickly in spring
- d) easier to dig

**4. Saline soil is best remediated by:**

- a) removing and replacing the topsoil
- b) dissolving the salts with repeat applications of fertilizer
- c) leaching with good quality irrigation water
- d) it cannot be remedied

**5. When an entire plant wilts or shows decline, you should carefully observe and get recent history of:**

- a) soil analysis results
- b) weather
- c) fruit crop or seed production
- d) root system and root environment

**6. If you don't know exactly what an ailing plant's problem is, you can:**

- a) make something up that sounds plausible
- b) sell the customer some fertilizer
- c) say "I don't know but I'll try to find out"
- d) suggest they go on the internet and figure it out themselves

**7. The number one cause of pest problems in the landscape setting is:**

- a) Poor irrigation practices – either too much or too little
- b) Poor soil conditions
- c) Poor plant selection
- d) Too much fertilizer

**8. Persistence and patience are keys to successful weed control**

- a) True
- b) False

**9. Recommended control options for Japanese beetles do NOT include:**

- a) planting pest-resistant plants like lilac, forsythia or dogwood
- b) spray with fast acting chemicals to knock out adult beetle population
- c) encourage natural enemies by planting a diversity of flowering plants
- d) picking adult beetles by hand and dropping in soapy water

**10. When selling merchandise to a customer you should sell them only what they ask for, not accessory items.**

- a) True
- b) False

**Please return completed quiz to:**

UNLA – Utah Green

P.O. Box 1073

Riverton, UT 84065-1073

Email: [utgreen2@aol.com](mailto:utgreen2@aol.com)

Please retain a copy for your records

Name \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Certification type: UCNP \_\_\_\_\_ QWEL \_\_\_\_\_



Utah Nursery and Landscape Association  
PO Box 1073  
Riverton, UT 84065-1073

A vertical decorative image on the left side of the page shows a tree with a glowing, ethereal light effect around its base and branches, set against a dark, textured background.

# Mark Your **Calendar** Now

**January 2022**

18, 19, 20, 25, 26

**2022 Utah Green Industry  
Conference & Trade Show**