

## Becoming a BCLNA Member

Thank you for your interest in becoming a BCLNA member. Follow these guidelines to keep your application process simple and straightforward.

1. The BCLNA membership Application form is online and fillable so you can type in your information, print it off, sign, then fax or send it in via e-mail. The link is included on the Membership Webpage.
2. You will need 2 Sponsors:
  - You will be asked for the names of 2 sponsors who can vouch for your business. The 2 sponsors must be current BCLNA members in good standing with whom you have had business dealings.
  - If you are a new business and currently don't have any long-standing affiliations with BCLNA members, please contact Heather Petrie at the BCLNA at 604- 575-3500 or [hpetrie@bclna.com](mailto:hpetrie@bclna.com)
3. Services your Business Provides  
You will find a list of services that apply to this industry. Please click on all that apply; this will be published in both the printed and online BCLNA Buyers Guide and form the basis for people to understand what your business is all about. Don't click on services you don't currently provide; you have the opportunity to update this list every year. You can also call or email the BCLNA office to update it at any time.
4. Your Dues Are Based on Your Revenues
  - For companies actively engaged in the ornamental landscape nursery industry simply take your annual revenues as the basis for determining your dues.
  - If you have a company with several lines of product or services, base your dues on sales to the ornamental landscape nursery (and allied services) only. For example, if you are a trucking company and your revenues from the nursery industry are \$2 million but your company's gross revenues are over \$15 million, use the \$2 million as the basis of your dues. Or if you are a tool distributor, use only the revenues based on sales to this industry and not your total aggregate sales (such as to the construction and mining industries).
5. BCLNA Newsletters – BCLNA does a great job of filtering out all the non-important information, giving you a quick and easy read each week on issues that are important to your business. On the application form, choose any or all versions of the BCLNA E-Newsletters as listed. *Keep in mind that if you unsubscribe from one using the link to the E-Newsletters you unsubscribe from them all and, by law, we cannot re-subscribe you.* So if you decide you want to subscribe to just one version after all, (when you initially subscribed to 2 or 3), then let Heather at BCLNA know. She can recode your data so you just receive the one you want.

6. Membership Application Review Process:

- Your membership application will be reviewed by BCLNA staff to make sure it's complete and will schedule it for 'tentative approval' at the next BCLNA Board meeting. The Board members will review the application, and if it's accepted, it will be given 'Tentative Approval' and your name will be sent out to BCLNA membership to gather any input about your company. If there are any comments they will be provided to the Board at the next Board meeting.
- The final decision on your membership application will be determined at the next Board meeting. The Board will review any comments coming from members, and decide if your company will receive 'Final Approval'.
- The Approval process usually takes 5-7 weeks, depending on the timing of the BCLNA Board meetings.
- A BCLNA staff member will contact you with the Board's decision and to explain to you what the next steps are.
- After your application has been approved you will receive a package outlining all your benefits and discounts. Some require that you contact the service provider and advise them you are now a BCLNA member. They may require proof of membership with a letter (such as the GM Vehicle Purchasing Program) which you get from CNLA, our parent organization, as they manage the national discount programs. In many cases, just having your company name on the BCLNA website is proof enough to receive the discounts and services.

7. You Belong with BCLNA!

After your application has been accepted, you are welcome to participate in all BCLNA events and services – and there are lots to choose from!

- For nursery growers and landscapers the 'PlantSourcer' listserve is a quick and convenient way to access plants to complete your orders.
- For retailers there's access to the Retail Council of Canada services.
- There are also BCLNA meetings, seminars and workshops that are either free or have discounted member pricing. Just pick and choose according to your schedule and needs. Most events include a social hour where members talk about issues in their business, challenges with all aspects of their work, and make good friends. Be sure to come out, and identify yourself as a new member to the meeting chair or staff at the registration table.
- There's the CanWest Hort Expo, an industry trade show combined with seminars and workshops, and an on-site equipment demo ground for you to try out new equipment.
- There's something new every week in the e-newsletters.
- The best part about being a BCLNA member is that it shows you are a professional in the business. You can use the BCLNA logo on your vehicles, office and website to show your commitment to a solid business and good ethical standards.

Thank you for considering membership in the BCLNA. It's an association that will benefit you in the short and the long term!