



64th Annual General Meeting ◆ Directors' Reports ◆

Board Chair's Report

Len Smit, Bradner's Growing Concern, Abbotsford, BC

Thank you for your support during my first year as BCLNA Board Chair. The issues that BCLNA deals with and the programs it provides continue to focus on the needs of BCLNA members. Just prior to the 2016 AGM, you had the opportunity to present your concerns and priorities for BCLNA and the industry, which resulted in BCLNA's Strategic Plan, on which our work is based.

Labour

The most critical issue across all sectors is the availability of workers to fill the jobs that build the industry. Over the past year, the BCLNA has:

- Provided opportunities for BCLNA members to connect with new entrants into the industry from the refugee and immigrant population with targeted career and job fairs.
- The BCLNA Board has earmarked \$10,000 to attend 3 career fairs on behalf of industry, to encourage students and young people to enter the industry.
- The BCLNA worked with HEBC to go into the horticultural schools to promote the industry and explain BCLNA's role in the industry.
- Committed to a Labour Market Initiative Project to Address Labour Shortages.
 - The BCLNA has taken the lead in a significant 5 Phase Labour Market Project, with funding from the BC Ministry of Advanced Education, Skills and Training. Partnered with the BC Agriculture Council and its horticulture sectors (berries, field and greenhouse vegetable, grapes, honey, floriculture), the Western Canada Turf grass Association as well as professional arborists, landscapers and turf specialists, this project will research labour issues and develop solutions to accessing workers. The BCLNA successfully completed Phase 1 of the project in May 2017. The stakeholder engagement confirmed more research is required as it relates to labour market shortages within the sector.
 - Phase 2 of the Labour Market Project has now begun. This phase is the Labour Market Research using research firm, Roslyn Kunin & Associates to provide the survey, research and analytical work associated with the project for example; interviews, surveys and focus groups. Ann Walsh, the Project Manager, will oversee all aspects of the project and participate in the report writing, and analytics of the project.
 - The purpose of this multi-year project is to inform the design of labour force strategies that address the underlying causes of widespread labour shortages. A detailed analysis of current labour market conditions and trends being experienced across the horticultural sector through in British Columbia is part of this project. This project will develop a framework to identify



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strategies which will then be used to build labour options for members of BCLNA and allied groups, to access the workers desperately needed to build business.

Recruitment and Retention Program

The BCLNA Board has approved an internal BCLNA project for \$35,000 to support the recruitment of new BCLNA members, support youth engagement and build strong engagement programs for BCLNA members. The BCLNA Board and staff are committed to building a secure and strong future for the association.

Promoting our Members and Their Businesses

The BCLNA has excellent and skilled staff working to support the promotion of its members through the Buyers Guide, Facebook and other social media, events and shows.

The BCLNA Buyers Guide is now available in print as well as online as an e-zine, with the plant listings in the printed Buyers Guide available in a searchable online database. When a potential purchaser accesses the plant database, it shows them who sells the plants, with a link to the member's website.

The Plant Sourcer listserv provides the trade with a quick way to access product to sell to their clients. There are literally thousands of requests for product via the Plant Sourcer every year.

The landscapebc.com website continues to be a very active 'connection' tool for consumers to ask for quotes and work to be done in their gardens. Over 100 landscape service requests have been sent out, many with multiple inquiries, providing a great link directly from potential clients to our landscape members.

The PlantSomething Bee Friendly project continues to build momentum through targeted marketing to a target audience of families with young children, integrating contests with industry and audience engagement. This project, a partnership between Investment Agriculture Foundation of BC, the BCLNA with a contribution from CNLA, has a value of \$132,000 which will be used to promote pollinator forage plants, to bring awareness to the consumer of the importance of plants in the environment.

Please look at the Addendum Report to the regular AGM Reports, called the '**BCLNA Communications & Social Media Report**', prepared by BCLNA staff, Yvonne Ehrenholz and Heather Petrie, which outlines the scope, depth and results of the communication and marketing work that is currently underway at the BCLNA.

Financial Stability

The BCLNA Board has been fiscally responsible to rebuild financial stability within the association, with the result that it has been able to move \$300,000 in short term investments, which will remain set aside



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as a risk mitigation measure. The funds from the sale of its previous office building, aka the BCLNA Building Fund, have grown to almost \$1.4 million. The Building Fund is earmarked specifically for the capital purchase of a new site for the BCLNA office and land. A Building Committee of Jeff Foley, BCLNA's immediate past president, John Folkerts and Peter Levelton, working with BCLNA's treasurer, Garfield Marshall, will review options and bring a recommendation to the Board. The BCLNA Past Presidents continue to be involved in this initiative, providing their guidance and long years of experience to help assess the opportunities.

The Darts Hill site has been eliminated as having potential, as there were significant restrictions on how and what BCLNA could do on the site, with the requirement of a significant cash outlay and no ability to hold the investment as assets.

The BCLNA also receives revenues from other sources, such as royalties from the sales of the Canadian Landscape Standards, which are based on the former BC Landscape Standard, with almost \$12,500 of funding received to the end of June 2017.

Treasurer's Report

Garfield Marshall, Advance Nursery, Grand Forks, BC

Another year has come and gone for your Association.

2017 will be remembered as a year with wide swings in weather that we all have had to deal with. All sectors of our Industry have seen cold and wet weather in the Spring impact business beyond control. The following hot and very dry summer swung the pendulum to the opposite side, and kept everyone hopping. In spite of this, by in large, all members have coped and are in the process of finishing off a pretty good year.

The BCLNA finished the fiscal year of May 30/17 well. The effects of the many changes that were made by your Boards over the past 5 years have really paid off. The net result is that as of the year end, your association now has over \$1.425M in cash and securities at PH&N and another just under \$300K in cash. In addition, the IDC fund has \$1,325,539 whose earned interest can be used by the growers for projects that they run under the wing of the BCLNA.

There are two issues going forward that have the ability to impact the finances of your Association.

1. We are looking at the options available for another location for the offices. We have been renting the present location, and the latest lease extension will take us to November 2019. Your Board has been starting to really look at the options available, and with some luck, we should be able to have choices narrowed down by the early half of 2018. This will probably require the use of a good portion of our capital if the decision to purchase a site is made. When this was written, absolutely nothing



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solid has been looked at, but some places have been eliminated as not viable.

2. Our revenue stream basically consists of two items which are both not in any growth mode. Firstly, our membership numbers have not grown in some time, and in fact have slightly declined. Your Board is addressing that with the hope of being able to attract additional members with the many advantages of being a member. Secondly, the CanWest show is in the same decline as all trade shows in our industry are. Gradually there are fewer exhibitors as marketing via other methods takes more and more of companies' dollars. The seminars are very good, and attract many attendees, and the change of location to the Tradex site was a very good move. Getting our overhead costs more in line to reflect the realities of today has also contributed, but in spite of all the changes to the positive, the net revenues from the show continue to decline. The initial financial numbers for the show were just roughed out at the time of this writing, but they are down significantly again. This is in spite of a great team of people working on this show. Where this will be in 5 years is unknown.

As always, Hedy and her staff - both full time and contract are a pleasure to work with. We are all very fortunate, both as a Board, and as members, that this team is in place to address our changing needs. We have a very diverse membership that has some unique concerns, and your volunteer Board has worked very hard to attempt to meet those needs.

Again, thank you for your faith in having me represent you on the Board.



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Grower Commodity Report

Steven Folkerts, Linnaea Nurseries, Langley, BC

The BCLNA Growers Commodity group has been active throughout the 2016/17 year with several events and workshops, as well as issues to deal with.

Every June, the retailers and growers get together for a 'postmortem' on the Spring Season, providing their impressions of the Spring season and the surprises and challenges. This year, a presentation on Robots and Automation provided a focus on new technology and how it can help growers.

Water issues continue to be a priority for nursery growers, whether it's about the Water Sustainability Act and well registration, or minimizing water use. On July 12, an Irrigation Workshop took place in Clayburn (Abbotsford), with Ted van der Gulik and Dave Woodske speaking on a Sensor Based Irrigation Project taking place at Van Belle Nursery. Thank you to the Van Belles for their continuing support of the industry and for sharing their knowledge and expertise to move the industry ahead.

For the upcoming year, the BCLNA Growers Advisory Group has asked for the following:

- Review of the impact on the industry from the recently discovered Japanese Beetle infestation.
- Events for the upcoming year:
 - Pest management – currently in the works for the New Year.
 - A workshop on the impact of the upcoming increases to the minimum wage and how to prepare for it.
 - Health & Safety Presentation (AgSafeBC)
 - Technical aspects of spraying (calibration)

In 2017, HUB International once again sponsored the "Grower of the Year" award which was announced at the Tailgate Party at CanWest. This year's winner is TG Nursery & Sons.



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Retail Commodity Report

Michael Mills, Sunshine Coast Nursery, Sechelt, BC

This was my first year serving as the retail chair on the BCLNA Board of Directors. It has been an interesting and busy year with monthly BCLNA Board meetings, monthly Garden Centre Canada meetings, attendance at the International Garden Centre Conference in Niagara Falls and various other industry events. I would like to thank the BCLNA staff and the Board members for helping me during my first year in getting up to speed with how our organization functions and to find my way through the many challenges which our industry and association face. I would also like to thank the Retail Advisory Group with whom I have met with twice during the past year for their assistance and guidance.

The 2017 season started rather slowly for most retailers due to the extended poor weather through what is normally the busiest time of year in the garden centres. Fortunately, the weather did eventually improve through the summer and much of the Fall with most of the retailers I have talked to reporting that they had recovered most, if not all of the business that was lost in the Spring.

I would like to remind the retail members that your membership in the BCLNA also includes association with Garden Centres Canada and the Retail Council of Canada. Both of these organizations offer a wide range of services and benefits that are focused on the retail sector. Garden Centres Canada is a commodity group of CNLA, which represents garden centres and retail nurseries across Canada. This is a very active group focused on the specific needs of the retail garden centre industry. They are currently working on a series of training videos that are intended to ease the learning curve for new employees in this sector; the videos should be available sometime early this Spring.

At the BCLNA strategic planning session held in December prior to last year's Annual General Meeting, several key issues were identified from the retail group in attendance. Finding and retaining good staff and increased competition from the big box retailers were noted as issues that continue to be a challenge for us all. We also identified a weakness in our organization with respect to relative small number of retail members. On this file, the Board has been focused on finding ways to better communicate how the BCLNA can help the retail sector and to improve the cost / benefit relationship for retailers in the organization.

One of the key benefits in belonging to BCLNA is the opportunity to learn from each other. I want to encourage our retail members to get involved, share information and speak openly about the challenges we all face in this fast and ever-changing retail environment. Together we are stronger. Please feel free to contact me to discuss any issues you might have or if there is a need to communicate your concerns to the Board of Directors.

I know we all look forward to a busy and productive year in 2018.



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Landscape Commodity Report

Heike Stippler, Heike Designs, Whistler, BC

I would like to start with a big 'Thank You'. Reports usually finish with that but having support is so essential to the work and existence of the BCLNA and such a help for me as commodity chair. So, a huge thanks to our amazing staff! I couldn't have done it without you: Michelle Linford, Heather Petrie, Yvonne Ehrenholz, and of course, Hedy Dyck. They are joined by contractors: Judi Spicker, Karen DeJong-Ellery and Ann Walsh. Thanks team!

I also want to acknowledge all the volunteers within the **Landscape Advisory Group (LAG)**! Thinking back to the last meeting, we have an incredibly talented group. Engaged and passionate, with a variety of backgrounds and experience, it has been rewarding and encouraging to work with all of you. Your contributions are key to our success and volunteering your time in such a busy season is much appreciated.

Items or events affecting the landscape commodity that I have been involved in:

1. **ITA / Red Seal Landscape Horticulturist harmonization Canada wide:** Lots of work is being done and it is exciting to see this all coming together. There were visits to Ottawa and Richmond resulting in elevating certification, professionalism, and developing the program outline for BC.

The public perception of the horticulture industry is still not at par with other trades. This remains a challenge on various levels but we are working hard to change this.

2. **HR and Labour remain a huge problem** and housing issues add to it. BCLNA has listened and is working hard on our behalf; programs are in place and underway. A huge thanks to Jeff Foley who is very involved and who has attended various events on behalf of the landscape industry. Watch for opportunities and more to come.
3. **Business:** It has just been so very busy, all season long. I looked at my last report for 2016 and I said: '2016 was incredibly busy all season long. The usual slow times didn't seem to happen and we are still going strong.' - Wow, I didn't ever think we could top that, but we sure did. It HAS been busier than before. Everything has to happen right away and labour continues to be an issue in all aspects. For many, this has prompted a review of rates and wages. I encourage you to use proper charge-out rates, boosting professionalism. Watch for surveys and more information to come.



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4. **PlantSomething Bee Friendly:** A successful competition for a pollinator garden at the BC legislature, photo contests, social media and many other efforts made this an overall great program and promoted our industry including landscapers who plant and care for bee friendly plants.
5. **Environment:** Despite a wet Spring, we had a dry, hot summer. Water restrictions were in effect and were once again a topic for discussion.
6. **Invasive Species:** After ISC BC held their annual forum in February, various initiatives were implemented. The latest findings of the Japanese beetle in the False Creek area of Vancouver are extremely worrisome. ISC BC hosted a webinar in September and I encourage you to get involved: Next IS Forum Richmond: Feb. 2018
7. **Ski Day 2017:** Not just landscapers attended this fun event in Whistler. Others joined in as well and I would love to see more inter-commodity action and events.

I have enjoyed seeing the benefits of working closely with others and encourage everyone to continue communications with the Canadian Nursery Landscape Association, LCC and HortEducationBC for continued advancement of our industry.

I urge all members to volunteer in whatever capacity they can in areas they are passionate about. I always learn and gain so much in the short and long run! This is a great industry to be a part of. There are so many environmental, social and economic benefits to what we do.

There are undoubtedly challenges we face as an industry. Working together will always be better than trying to face things alone. Support and networking, exchanging ideas and camaraderie are priceless. Be part of it; be involved, it's worth it.

Lots of amazing work is being done. Acknowledge, celebrate and move forward, get involved and stay involved!



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CanWest Report

Craig Stewart, BCLNA 2nd Vice, Sales Manager, General Construction, Finning

2016 was the 2nd year that CanWest took place at Tradex in Abbotsford. Key changes for 2016 included a shift in the demo area location to the southwest corner of the property in the overflow parking lot. The primary reason for this change was to increase visibility as attendees drove past the front of Tradex and entered the show grounds. The response to the heavy equipment demo area was mixed, but overall attendance and traffic to the area was once again lower than expected. Following review of attendee feedback both during and following the show, the distance from the main facility was cited as the main reason for the low attendance.

We also introduced food trucks flanking the entrance to Tradex in conjunction with the small equipment area and the stone workshop. This formed a very busy hub, which combined with great weather, made for a very vibrant show entrance.

In 2017, we embraced 'Canada 150' as our show theme, with excellent décor both for the show itself as well as carried through by exhibitors. Some exhibitors went above and beyond the usual booth display, showing excellent planning and execution of the theme. The demo area was moved to the north side of Tradex, along with the food trucks and the show lounge. The reasoning for this was twofold – first to drive traffic into Hall B and secondly to increase traffic to the demo area itself using the food trucks as a draw.

One of the new features for 2017 was the stone workshop which resulted in a permanent structure for Tradex to the left of the front entrance. This was planned and welcomed in collaboration with the City of Abbotsford.

A trend that began in 2016 and continued this year was the increase in attendance to workshops and seminars. Municipalities in particular show a significant attendance increase with 37 Municipalities sending over 140 people to attend the show, and in particular the education pieces. This is a key demographic that exhibitors are looking to capitalize on as this is a large purchaser of equipment and plant materials. Seminar attendees rated the content very positively with several sessions gathering over 100 people.

New for 2017 was the option for a 1 and 2 day 'all inclusive' pass, which saw moderate success, but certainly seemed to be a good option for people who like to attend a variety of seminars on their own schedule. The true success of this change is difficult to measure due to the multiple vehicle crashes on Highway 1 on the second day, causing a closure of the freeway. This closure significantly impacted the ability of many people to get to the show.



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Looking forward to 2018, we have some challenges to overcome. These challenges include the scheduling of workshops and education sessions to allow for non-competing noise levels, continuing to build traffic into Hall B and increase exhibitor booth sales. Another challenge that needs to be explored is additional sponsorship revenue streams, (i.e. lanyards, Wi-Fi, parking lot), as well as additional seminar sponsorships. We are also considering adding a secondary social event on Day 2 to maintain attendance throughout the day and provide fun for the evening and a close out to the show. This should help alleviate the drop in attendance numbers normally seen on Day 2 as the show closes.

We are also investigating the potential for bringing in cannabis industry suppliers as there is a large overlap on the types of products and equipment they provide to that quickly-growing industry.

Another focus for 2018 is to expand promotion of this show to Pacific Northwest (PNW) arborists and landscapers as well as municipalities, as the Tradex location is convenient and easy to get to. Couple this with the low Canadian dollar, and this makes for a very attractive option vs. the FarWest Show. As of the writing of this report October 26, 2017, there has been a very marked increase in pre-show booth purchases of over \$84,000 by 50 exhibitors, one of our strongest starts in proactive sales yet.

Based on the feedback from the large equipment exhibitors, we have decided to no longer offer the outdoor demo area in 2018. These exhibitors will be welcome to show their equipment either as a static display inside or move it outside for individual 'try out' at their own discretion and expense. This will also further decrease show expenses in an underutilized area.

Please find following Statistics and Data for the Show.



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CanWest Facts & Figures

	2014	2015	2016	2017
Attendance	1,223	1,666	1,636	1,124*
Exhibiting Staff	888	1,181	1,001	1,053
Return Visits	121	155	84	120
Exhibiting Companies	137	176	172	144
# of Booths	237	278	279	235
Booth Sales	\$246,803	\$298,543	\$294,181	\$244,610
Seminar Sales	\$76,455	\$98,521	\$80,745	\$78,010
Seminar Seats Sold	764	738	720	986
Trade Show Registration	\$6,874	\$7943	\$9,403	10,731

*1,513 Pre-Registered

Pass Purchases

	# Purchased
1 Day Pass: Wed	120
1 Day Pass: Thurs	46
2-Day Pass	60
Symposium + 1 Day	9
Symposium + 2 Days	5

Demographics

	2014	2015	2016	2017
Garden Centre Retailer	21%	23%	25%	25%
Grower	12%	20%	18%	16%
Landscaper	22%	20%	17%	28%
Suppliers	6%	9%	9%	10%

Geographic Distribution

	2015	2016	2017
BC	92%	93%	91%
Alberta	2%	2%	2%
Ontario	1%	1%	1%
US	4%	4%	5%
International	1%	0%	1%



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BCLNA Industry Development Council (IDC) Report

Jonathan Klinck, Atlasta Tree Nursery, Chilliwack, BC

The IDC continues to review projects and approve those based on the applicability and benefit to BCLNA Growers. The IDC's investment portfolio is managed by the IDC members, with oversight by the BCLNA Board.

At the beginning of the fiscal year, June 30, 2016, the fund was at \$1,255,730. The IDC approved the projects listed below. Some have been paid out in the current year, while others will be deferred until they are invoiced to BCLNA.

As of June 1, 2017, the IDC fund was \$1,325,539. Here is a summary of the projects reviewed and approved:

1. **BCAC Public Trust Project: \$7,000 per year for 3 years.**

Objective: To direct strong messaging at the consumer and government that the agricultural industry has good environmental stewardship practices and animal health ethics.

This is our contribution towards an annual total of \$100,000 being collected from the members of BCAC. The BCAC will be hiring a manager to access government funding for this initiative.

2. **BCLNA Strategic Planning Session: \$2,000**

Objective: Review the current Strategic Plan and update to ensure BCLNA objectives and direction is current. Completed December 2016.

3. **SAWP Legal Costs: Up to \$7,000**

Objective: to access legal counsel to deal with the Human Rights Tribunal complaint that BC agricultural producers were discriminating against female SAWP workers. Completed as of October 2017.

4. **Hypoaspis for Foliar Nematode: \$2,000**

This project, conducted by Janice Elmhirst, is in partnership with Van Belle, The Lower Mainland Horticultural Improvement Association, the BCLNA and the BC Investment Agriculture Foundation. To be completed shortly.



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5. **Feasibility Study of Darts Hill site as BCLNA office site: Up to \$5,000**

The BCLNA currently leases office space so there has been considerable interest by the BCLNA Board in researching the feasibility of moving to the Darts Hill site. The opportunity to move to a site that would provide the land and space for training and certification testing along with the chance for our office to be situated in future horticultural showpiece was very attractive. A feasibility study needed to be undertaken to determine if this was in fact a true opportunity, made financial sense and if there was a chance to co-ordinate with other stakeholders. As of October 2017, the BCLNA Board has been advised that the Darts Hill site is no longer an option, and has received several ideas for a new site.

6. **Buy Local/PlantSomething Bee Friendly: Up to \$45,000**

At the December 2016 Strategic Plan, marketing of BCLNA members' products and services to the consumer continued to a major priority for BCLNA to work on. This 2 year project provides funding, with contributions from CNLA and funding from Investment Agriculture Foundation for a total project value of \$132,000, promoting bee forage plants and their environmental benefits, targeting families with young children.

7. **Ongoing Commitments**

The BCLNA has a commitment to BCLNA to provide \$10,000 to administer the Council as well as pay for an annual financial review by an auditor for approximately \$2,600.

The BCLNA Industry Development Council members are:

- Jonathan Klinck, Chair, Atlasta Tree Nursery, Chilliwack, BC
- Will Wildeboer, TG Nursery & Sons, Langley, BC
- Doug de Jong, Misty Meadow Nursery, Surrey, BC
- Miles Hunter, Hunters Garden Shops, Surrey & Vancouver, BC
- Bruce Hunter, Hunter Landscape Design, Surrey, BC
- Len Smit, Bradner's Growing Concern, Abbotsford, BC
- Garfield Marshall, Advance Nursery, Grand Forks, BC
- Dave Van Belle, Van Belle Nurseries, Abbotsford, BC
- Dave Woodske, BC Min of Agriculture, Ex-officio

Designated Staff:

- Hedy Dyck, COO
- Michelle Linford,

If you have any questions regarding the IDC fund, please contact myself or Hedy Dyck.



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CNLA Report

Michael Kato, Kato's Nursery 2007

As the Representative for the BCLNA at the CNLA Board table, I am pleased to provide this report. Currently my duties include participation in several committees, working with the CNLA staff and industry members from across Canada to provide BC's perspective when dealing with national issues.

Financially CNLA is doing well. The 10% equity stake in the Landscape Ontario property (office building and site) is in its final stages. Hopefully the new office will be ready in Spring 2019. There is a surplus of cash and it has been decided to invest \$1 million in an investment firm. The firm Nexus is also handling a large sum for Landscape Ontario with a current ROI of 10%+.

CNLA hosted and managed the International Garden Centre Congress this year. There was a profit from this event in the \$150,000 range. These funds will go towards association initiatives and projects.

The governance review of the CNLA organization is in process. Thank you to Brian Minter who is representing BC on this ad hoc committee.

This November an in depth Strategic Planning session took place facilitated by John Zaplatynsky for the HR Committee. As labour is a major concern for virtually every member hopefully the priorities of this session will bring new initiatives to address this important matter.

A new climate change committee has been developed. They held their first meeting recently. It was decided to allow this Committee to be the official and only conduit of all the CNLA Committees to relay our messaging to the government on Climate Change. They will also do research and gather statistics on the benefits of our industry and how it can affect climate change.

The newly formed CNLA "Green Cities Foundation" board and industry advisors met and set the following priorities for 2018:

- Pick a pilot project that will give the most impact and set precedence going forward.
- Hire a fundraiser for the Foundation.
- Set the Terms of Reference and Governance for the Foundation Board.
- Add non-industry Board Members.
- This Foundation will be a stand-alone group at arm's length from the CNLA Board.

BCLNA continues to be well represented at the national level. Bruce Hunter is the current CNLA Chair of the Board of Directors, Cable Baker is the Landscape Canada Chair, Jeff Foley is the Professional



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Development Chair, and Bill Hardy is the CNLA Communications Chair. Other BCLNA members who also participate in the CNLA meetings and committees include:

- Michael Mills, as BCLNA's representative on Garden Centres Canada
- Steven Folkerts, BCLNA's representative to Growers Canada
- Heike Stippler, BCLNA's representative to Landscape Canada
- Nicholas Funke, BCLNA's representative on the Certification Committee
- Hans de Jongh, BCLNA's representative on the Insurance Committee

Special congratulations to Bill as he moves onto the Executive Committee of the CNLA as the next CNLA Treasurer.

Special Events Committee Report

Lu DiMeglio, Schmunk Gatt Smith & Associates

The Special Events Committee had a very successful year. Supported by 7 BCLNA members and BCLNA staff support, the committee has met 3 times to plan, execute and review the association's events including the:

- Annual Fundraising Auction held in February
- Annual Golf Tournament held in June
- Annual Christmas Party in December

At each event, the committee ensures that the Jane Stock Foundation (JSF) is well promoted. For the 2016-2017 year, \$4,335 was raised for the JSF.

1. Annual Fundraising Auction:

Fifty companies donated to the 30th Annual Fundraising Auction held on February 16, 2017 at United Flower Growers Co-Op Assn. 100+ members and their staff attended. A big thanks to all our volunteers who came out to help on the day – *it takes a small army to run this event*. We are pleased to report that over \$17,000 was raised.

In addition to a very lively auction lead by auctioneer Marc Bergevin and a Silent Auction featuring many useful and fun items, including tickets to a White Caps game from HUB International Insurance Brokers and an exquisite wood bowl from Sandy Howkins at Specimen Trees Wholesale Nurseries, participants enjoyed the delicious food supplied by Tacofino and Vera's Burgers.

The Auction was very well supported by key buyers including Port Kells Nurseries, Trophy Ornamentals, Sunshine Coast Nursery, Heike Designs and Kato's Nursery (2007) Ltd.



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A look at the numbers:

- Revenue: \$23,475
- Expenses: \$6,239
- Profit: \$17,235

Note: 15% of proceeds were given to the Jane Stock Foundation to help support the scholarship fund.

Save the Date for the **31st** Annual Fundraising Auction: Thursday Feb 6, 2018 at UFG

2. Annual Golf Tournament:

109 golfers attended the tournament on June 21 at Redwoods Golf Course in Langley.

Tournament Highlights:

- Tailgate party
- Putting contest and group photo
- Organized activities at golf holes
- Cooler of Booze raffle
- Jane Stock Foundation 50/50 Draw
- Steak BBQ dinner
- Grand Prize – 48" Smart TV w/ Apple TV System
- Trophies for best team, putting, longest drive, most honest team
- Parting gift - \$25 gift card to Cactus Club

A look at the numbers:

- Revenue: \$31,692
- Expenses: \$27,388
- Profit: \$4303

Save the Date: **June 26, 2018**

3. 2016 Christmas Party

The event took place on Thursday, Dec. 1st at Pan Pacific Hotel in Vancouver. This was a very social, relaxed party that greeted 150 guests to a 'Welcome Drink' and 'Bountiful Buffet'.

The Christmas Wreath Competition was a highlight with 10 entries. Para Space Landscaping Inc. won the prize for the wreath with the highest bid. All wreaths were auctioned off via Silent Auction. \$380 was raised with all proceeds going to the Jane Stock Foundation.



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Included at the Christmas party was 'Santa's Sleigh of Booze' raffle and a draw for the 'Ultimate Wine Collection'.

A look at the numbers:

- Revenue: \$14,233
- Expenses: \$17,962
- Loss: \$3,729

Governance Review – New Societies Act

Bruce McTavish former BCLNA 1st Vice-Chair in charge of Governance.

Bruce was the 1st Vice Chair when the transition to the new Societies Act was implemented and reviewed the required changes, providing this report for inclusion in the year's AGM.

The Province of BC has enacted a new *Societies Act* whereby all societies, including BCLNA, must transition to a new format within 2 years of November 28, 2016. The reason for the change is that the existing act was considered outdated. Some of the new rules include:

New Distinction between Member Funded and Non-Member Funded Societies

Non-Member Funded Societies are those funded by public donations, outside gifts to the society, government funding or registered charities, or certain prescribed groups and those that are not member funded under the new Act. These societies benefit the public or a larger portion of society and will be subject to greater accountability, transparency and disclosure measures under the new Act including increased disclosure on remuneration and public access to financial statements.

Member funded societies are primarily funded by members' dues and donations and carry on activities for the benefit of the members. A society must resolve to be classified as a member funded society. These societies will be subject to less stringent governance standards and fewer disclosure and accountability measures but could also be limited from certain fundraising opportunities. For example, member funded societies will be exempt from the requirement to report remuneration and do not have as strict requirements for composition of the board of directors.

Some of the key changes that may affect BCLNA include:

Subsection 24(b) permits any person to inspect society records (other than the register of members), meaning that a disgruntled member of the public could access potentially sensitive minutes of member or director meetings. This right can be limited through the bylaws, but smaller and less sophisticated societies may not realize they should take this step.



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The new Act also includes an “oppression remedy” for members: members may apply to court if they think the society is acting in an oppressive manner. This provision is drafted broadly and may open up societies to unnecessary and costly litigation. The comparable provision in the *Canada Not-for-profit Corporations Act* is more limited in its scope.

On the positive side:

The New Act allows a society's annual general meetings to be conducted by way of written consent resolutions instead of in-person meetings. Furthermore, the New Act confirms the ability for societies to give electronic notice of meetings and permits member participation by electronic means.

The threshold for approving a special resolution has been reduced from 75% of votes cast to the more common 66% of votes cast, although the New Act allows a society's bylaws to provide for a higher voting threshold to affect any action that requires authorization by special resolution. In addition, special resolutions will no longer need to be filed before becoming effective.

The legislation also expressly contemplates that an “*ex officio* director” who holds a particular office or who has a specified attribute may, by virtue of holding that office or having that attribute, be appointed as a director of the society.

The New Act introduces the concept of a “senior manager,” being an individual appointed by the directors of a society to exercise their authority to manage the activities or internal affairs of the society as a whole or in respect of a principal unit of the society.

Under the new Act financial statements issued by a society must include a note in respect of: remuneration paid to directors, either for being a director or for acting in another capacity, which need not identify the directors by name but must include the position or title of each such director; the amount of remuneration paid; and the description of the capacity in which each such director acted, as applicable. This does not apply to “Member Funded” societies.

Remuneration paid to employees and persons under contract for services with the society, whose remuneration was at least \$75,000, provided that if there are more than 10 such persons only the 10 most highly remunerated persons must be disclosed, consisting of a list of either (i) such persons identified by position or title (but need not identify such persons by name) and, as applicable, the nature of the contractual services provided, and the remuneration paid to each; or (ii) the total number of those persons and the total amount of remuneration paid during the applicable period. This does not apply to “Member Funded” societies.



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BCLNA staff has been working on this for several months to make the transition to meet the requirements of the new Societies Act, with the resulting document that is being presented. This document shows how the current BCLNA Bylaws and Constitution have been re-worked into the new format.

There are no substantive changes to the existing BCLNA's Constitution and Bylaws, and there will be no effect on governance or operations.

We have also worked to ensure the size of the board of directors remains flexible, anticipating future needs. For example, if research and development becomes a priority, the new Bylaws and Constitution will enable a Research & Development Director to be elected, as it is with the current Constitution.

The BCLNA Past Presidents have reviewed the transition document with their changes implemented where possible.

Insurance Report – HUB International Insurance Brokers

David Bastow, Account Manager, HUB TOS

HUB continues to provide a comprehensive insurance program to BCLNA members with competitive rates and broad coverage. The program insurer, Chubb Insurance, has continued to be a good partner on the program. HUB continues to have an excellent relationship with Chubb. We are presently looking at ways we can broaden the coverage further and are in discussions with Chubb Insurance right now in order to do that.

HUB continues to provide valuable sponsorship to BCLNA including:

- Grower of the Year Award
- Hole sponsor and Hole in One prize for the Golf Tournament
- Sponsorship of the AGM
- Many volunteer hours to Special Events committee and the BCLNA Annual Plant Auction.

This is in addition to the bi-annual marketing fee we provide to the association.

We continue to work to improve the insurance products and services we provide to the members of the BCLNA. HUB values the relationship we have with the BCLNA which dates back to the early 1990's.



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Chief Operating Officer's Report

Hedy Dyck, BCLNA COO

The BCLNA is financially stable with a solid, well-functioning Board and excellent staff and contractors doing amazing work. Adaptability and resilience are two key words that describe BCLNA's situation – past and present. The BCLNA Strategic Plan forms that backbone of our purpose and objectives to help to focus work that helps our members build their business.

Your BCLNA Board has chosen to be very pro-active to increase membership and also connect with the new generation. It has also agreed to support marketing efforts, including refining the online Buyers Guide as well as its searchable plant database. And the PlantSomething Bee Friendly builds on the successful 'buy local' PlantSomething BC initiative.

Labour continues to be a struggle for members in all three commodity groups as well as industry suppliers. The BCLNA has initiated a project that encompasses the landscape sector, the nursery sector as well as reaching into the Ag hort sectors and arborists and turf. This project is currently in Phase 2, which undertakes research and analysis to provide qualitative and quantitative statistics to unequivocally measure the severity of the labour shortage. From this will come Phase 3 which will define options to access workers with the right skills – whether it is local, new Canadians or workers from offshore. This project is one of the most significant projects the BCLNA has ever undertaken and is a direct result of our members voicing their concerns that the labour issue is limiting their ability to grow and prosper.

Connecting with elected officials, government agencies and allied industry continues to be a critical aspect of BCLNA's work. Taxation, border issues, water and new invasive pests form some of the more common issues we deal with constantly. The Advisory Groups for each of the 3 Commodity Groups respectively represent you, advising their Chair of the direction and focus of advocacy work that needs to be done. Your Chair then brings these issues to the BCLNA Board for discussion.

The CNLA also plays a large part in advocacy on the national front. Whether it is issues with constituent materials in soil mixes, or federal government taxation issues, the funds that BCLNA pays to CNLA provide you with significant recognition at the highest levels, as CNLA works with the Canadian Ornamental Horticulture Alliance and the Canadian Federation of Agriculture. Continuing to build the network of communication and resulting understanding of issues keeps government and industry current with each other and the initiatives that are moving forward.

A big thank you to BCLNA Board members, 'just past', such as Jeff Foley, who stepped down as Board Chair in December 2016, and 'present', who have supported BCLNA, myself and our staff with their time, experience and sound opinions on how to move BCLNA forward.



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A heartfelt 'Thank You' to our staff and contractors for their exemplary work. When an organizational structure 'right-sizes', it works very efficiently and effectively. We are constantly changing - fine-tuning tasks and workloads while anticipating what will come next, making it a very dynamic working environment. Staff and contractors continue to be specialists in their areas of responsibility, providing leadership and support to each other, building on their own and other's strengths which in turn, builds a stronger BCLNA.

Thank you for the opportunity to work with you as we work together for another progressive year at BCLNA.