



December 7, 2017 Infinite Energy Center Duluth, GA

- > The CEUs that get it done
- > Pesticide applicator test prep training



Taking CARE of business

Tending the future of your career and our industry



Because it's not just a job.
You're a professional.

About Georgia UAC

Georgia UAC promotes professionalism, adherence to industry standards and education and serves as a consumer and industry resource for residential and commercial clients.

As an industry leader, we advocate for the environmental and economic benefits of urban agriculture. We work closely with the Georgia Center for Urban Agriculture at the University of Georgia to educate our members with best management practices for environmental and economic sustainability.

2017

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Dear Colleagues,

How bright is the future of the green industry?

Exactly as bright as we make it.

And - as with anything of value - the more invested, the greater the rewards.

As Benjamin Franklin said:

"An investment in knowledge pays the best interest."

EDGE Expo provides just the training you and your employees need to make your future bright. And it's right here, all in one place.



Sincerely,

Todd Jarrett **Arbor Hill Nurseries** Georgia UAC President



support | energize | enable | develop

Thank you to all of our SEED sponsors for your generous support.

















Platinum















Gold

Chatham Landscape Services | Ed Castro Landscape | Greenwood Group | Landmark Landscapes | Legacy Farms | MNI Direct | Outdoor Expressions | Seasonal Solution | Topiary Courtyard | Unique Environmental Landscapes

Classic Landscapes | Crabapple Landscape Experts | The Outdoor Lights

Bronze

LawnSouth

Schedule at a Glance

Pre-Game Show

8:00 am - 8:55 am

- 1.....Intro to Landscape Boot Camp: Ready for 2018?
- 2 Spray Calibration for Truck-Mounted Rigs

Morning Sessions

9:00 am - 12:00 noon

- 3..... Meteorology and the Landscape 101
- 4 Plant Growth Regulators for the Landscape
- 5 What's that Critter? Nuisance Wildlife
- 6 Appropriate Turf/Management for Shade

12:00 noon - 1:30 pm

Huckleberry's BBQ lunch | Table-top exhibits | Networking

Afternoon Sessions

1:30 pm - 4:30 pm

- 7..... Irrigation, Water Management and Innovations
- 8..... Hands-On Diagnostics of Turf/Ornamental Problems
- 9 Turfgrass Today
- 10 Holistic Approach to Pollinators & Biological Controls
- 11 Is Hardscaping in Your Service Menu?

Belgard University

8:00 am - 4:30 pm

- B1 Paver Installation for Spanish-Speaking Pros
- B2 Installation, Tools, Bidding & Estimating
- B3 NCMA Segmental Retaining Walls Installer

Pesticide Applicator Training

9:00 am - 4:30 pm

PA Pesticide Applicator's General Standards Training

CEUs by session numbers

Georgia Pesticide (GA)

Category 10: 4

Category 24: 2, 3, 4, 6, 7, 8, 9, 10

PA (for current GA licensed applicators)

Category 27: 2

Category 31: 2, 5

Category 41: 2

Georgia Certified Landscape Professional (GCLP)

Self-report; maximum of 10 CEUs

Golf Course Superintendent Association of America (GCSAA)

2, 3, 4, 5, 6, 7, 8, 9, 10, 11, B1, B2, B3, PA

International Society of

Arboriculture (ISA):

Cert Arborist: 2, 3, 4, 7, 8, 10, PA **BCMA Mgmt:** 3, 4, 7, 8, 10, PA **BCMA Practice:** 2, 7, 8, 10, PA **BCMA Science:** 3, 4, 7, 8, PA

Municipal Spec: 2, 3, 4, 7, 8, 10, PA TW Aerial Lift: 2

TW Climber: 2

Utility Specialist: 2, 4, PA

Irrigation Association (IA)

Tier 1: 7

National Association of Landscape Professionals (NALP)

1 CEU per each hour of instruction

Sports Turf Mgmt Assn (STMA)

2, 3, 4, 5, 6, 7, 8, 9, 10, PA

Attend Session #1 to gear up for this one-day workshop!

LANDSCAPE BUSINESS BOOT CAMP

GreenMark Consulting Group has developed a proprietary Landscape Business BootCamp Platform which offers a combination of business and industry expertise and accelerated knowledge of in-depth strategies.

4 Cores of Landscape Business Success:

- 1. Guiding the Business
- 2. Running the Business
- 3. Getting the Business
- 4. Doing the Business

REAL-WORD SOLUTIONS, BUILT-IN SUCCESS

Each Core includes Landscape Business Courseware and our Landscape Business Success Toolkits™ which serve as a blueprint to guide the way.

DATE: January 18, 2018 **TIME:** 8:00 am - 5:00 pm

PLACE: Snellings Walters Insurance Agency

1117 Perimeter Center W Atlanta, GA 30338

Early Bird rates through January 5, 2018





UAC member discount!

1 Intro to Landscape Boot Camp Are you ready for 2018?

8:00 am - 8:55 am

GreenMark returns in January 2018 for a full-day "Landscape Boot Camp" seminar. Here's a preview of what to expect to get YOU ready for 2018! The Landscape Boot Camp is an 8-hour one-day seminar where landscape professionals will learn about the four integral elements required for business success and how to implement them to grow your company in 2018 and beyond -Guiding the business, Running the business, Doing the business and Getting the business.

Bill Eastman and Steven Cohen, GreenMark Consulting Group

Credits: GCLP: Self-report; maximum of 10 CEUs; NALP: 1 CEU per each hour of instruction

Spray Calibration for Truck-Mounted Rigs (this class will be held outdoors)

8:00 am - 8:55 am

Graham makes the truck-mounted spray units that many lawn care professionals use in the field. They've been designing and building them for 37 years. This program will help you maintain your rig so it runs better and lasts longer. This session is a handson demonstration of the following:

- Daily maintenance for your unit
- How to calibrate a Bean spray system
- How to calibrate a Hypro spray system
- How to winterize your unit
- How to get it ready for spring

Leadership Team, Graham Spray Equipment

Credits: GA: 1 hour Categories 24, 27, 31 or 41; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .10; ISA BCMA Practice: 1; ISA Certified Arborist: 1; ISA Municipal Specialist: 1; ISA TW Aerial Lift: 1; ISA TW Climber: 1; ISA Utility Specialist: 1; NALP: 1 CEU per each hour of instruction; STMA: .1

Meteorology and the Landscape 101: What you need to know to run your operations!

9:00 am - 12:00 noon

Forrest Gump said, "Life is like a box of chocolates...you never know what you're going to get." Ever feel that way about Atlanta's weather? Join CBS-46 Chief Meteorologist Paul Ossman and UGA's experts and get a better understanding of what heat, humidity, cold, frost, rainfall, drought, snow, ice, hurricanes and other weather events mean for the landscape, and what you need to know to plan, prevent, protect and enhance the landscape, including the impact of weather on turfgrass diseases and insects and other pests.

Paul Ossman, Chief Meteorologist, CBS-46; Dr. Alfredo Martinez & Dr. Shimat Joseph, University of Georgia

Credits: GA: 3 hours Category 24; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; ISA BCMA Management: 1; ISA BCMA Science: 1; ISA Certified Arborist: 2; ISA Municipal Specialist: 2; NALP: 1 CEU per each hour of instruction; STMA: .3

Plant Growth Regulators for the Landscape: Turf & Ornamental Economic, Products, and Application

9:00 am - 12:00 noon

Sponsored by

This three-hour session will focus on plant growth regulators in the landscape, including: plant growth regulators for the landscape, enhancing turf management with PGRs and the economic impact of using PGRs.

Dr. Mark Czarnota, Dr. Patrick McCullough & Dr. Bodie Pennisi, University of Georgia

Credits: GA: 3 hours Category 24, 1 hour Category 10; GCLP: Selfreport; maximum of 10 CEUs; GCSAA: .30; ISA BCMA Management: .5; ISA BCMA Science: .5; ISA Certified Arborist: 1; ISA Municipal Specialist: 1; ISA Utility Specialist: 1; NALP: 1 CEU per each hour of instruction; STMA: .3

What's That Critter? Nuisance Wildlife -Identification and Management Strategies That **Really Work**

9:00 am - 12:00 noon

While most of us enjoy watching wildlife, sometimes wildlife interferes with our other activities. Wildlife eat our birdseed, dig up our gardens and landscape plants, and eat or damage our fruit, flowers and vegetables, leave mess and damage on properties. When wildlife populates a place where they are unwanted or cause damage to valuable plants or structures, they are no longer appreciated; instead they become a nuisance. And the list of critters just keeps growing - from deer, rabbits, moles, voles, to raccoons, bats, snakes, and armadillo! Dr. Mengak and the panel of experts will discuss basic principles for humanely resolving issues with nuisance wildlife and share their thoughts on the most effective management strategies in residential, commercial, sports fields and golf courses. The presentation and discussion will include use of chemical and organic deterrents and repellents.

Dr. Michael Mengak & Keith Mickler, University of Georgia CAES; Walter Reeves, The Georgia Gardener; Jenny Hardgrave, Simply Flowers, Inc.; Anthony Williams, Director of Golf Course and Landscape Operations, TPC Four Seasons Golf and Sports Club Dallas at Las Colinas

Credits: GA: 3 hours Category 31; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; NALP: 1 CEU per each hour of instruction; **STMA: .3**

Appropriate Turf Selection and Management **Practices for the Shade Environment**

9:00 am - 12:00 noon

Shade stress is one of the most widespread management challenge faced by turf managers and homeowners alike. This session will provide attendees with insights and tools for better managing turf in shade environments. Topics addressed will include environmental factors contributing to turf decline in shade,

physiological responses of turf to low light quantity and quality, cultural management adjustments that must be made, species and cultivar tolerances to shade, and new technologies/ apps for improving shade management.

Dr. Ben Wherley, Associate Professor, TAMU

Credits: GA: 3 hours Category 24; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; NALP: 1 CEU per each hour of instruction; STMA: .3

Irrigation, Water Management and Innovations Today and in the Future

1:30 pm - 4:30 pm

Irrigation and water management skills are essential to every Urban Ag professional. In this session the following issues will be discussed: water stewardship, pesticide runoff, water quality, laws and regulations governing water use and how this fits the regional water plans. Additionally, plant growth and irrigation factors and innovations in irrigation technology, including Sensor Technology and Cloud Based Controls, will be discussed.

Dr. Gary Hawkins & Greg Huber, University of Georgia; Keith **Loggins, Ewing Irrigation**

Credits: GA: 3 hours Category 24;GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; IA - Tier 1: 3; ISA BCMA Management: 1.5; ISA BCMA Practice: 1; ISA BCMA Science: .5; ISA Certified Arborist: 3; ISA Municipal Specialist: 3; NALP: 1 CEU per each hour of instruction; STMA: .3

Hands-On Diagnostics of Problems in Turf and Ornamentals: Property Walk to Identify Issues

1:30 pm - 4:30 pm

This is an interactive education session, using the Infinite Energy Center property and classroom discussion. The landscape will be "spiked" with problems for participants to identify and diagnose, and participants will walk the property, then return to the classroom for further discussion about control and prevention of landscape and turf problems.

Dr. Elizabeth Little, Dr. Will Hudson & Dr. Shimat Joseph, University of Georgia; and Paul Pugliese, UGA CAES

Credits: GA: 3 hours Category 24; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; ISA BCMA Management: .5; ISA BCMA Practice: 1; ISA BCMA Science: .5; ISA Certified Arborist: 2; ISA Municipal Specialist: 2; NALP: 1 CEU per each hour of instruction; STMA: .3

Turfgrass Today: Herb Resistance, Micronutrients, Dead Bermudagrass Lawn Syndrome, Turfgrass Disease and 2018 Sod Survey

1:30 pm - 4:30 pm



This session will include discussions of these topics:

Mitigating Herbicide Resistance on Turf - Herbicide resistance has increased exponentially in turfgrass in recent years. We

have identified resistance in grasses, sedges, and broadleaf weeds commonly found in lawns, sod, and recreational turf. This seminar will cover the development of resistance in weed populations, case studies of resistance in Georgia turf, and how practitioners can plan integrated weed control programs with modifications in cultural and chemical control options.

- The Role of Micronutrients in Turfgrass The environment and management intensity of turfgrass systems often dictate the need for nutrients other than nitrogen, phosphorus, and potassium in a fertility program. This presentation will cover soil testing, adequate micronutrient levels, common deficiency issues, and cultural practices to increase nutrient availability and uptake.
- Dead Bermudagrass Lawn Syndrome: Recap of Spring 2017 -Why this issue occurred and how to prevent it through cultural practices.
- Turfgrass Diseases: A Year in Review A review, update and significance of the main turfgrass diseases observed in 2017 as well as disease trends and forecasts for 2018 will be discussed (as well as prevention and control)
- Turfgrass Inventory and Pricing All you need to know about turf market trends and how to manage your inventory effectively.

Dr. Clint Waltz, Dr. Alfredo Martinez, Dr. Gerald Henry & Dr. Patrick McCullough, University of Georgia

Credits: GA: 3 hours Category 24; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; NALP: 1 CEU per each hour of instruction;

10 Integrating a Holistic Approach to Pollinators and Biological Controls in Landscape Management - and How to Market and Make a Profit

1:30 pm - 4:30 pm

This seminar will discuss green initiatives and how to incorporate them into your business or institution.

- **Operation Pollinator Positive Action for Pollinators**
 - Operation Pollinator is a program which promotes the establishment of pollinator forage and provides tools and information to successfully establish and manage wildflowers resources.
- Environomics:101 How to blend an environmental program into a financial plan to achieve more with less. This practical information is an ABC of stewardship with real life examples, case studies and results. Topics covered range from arboriculture to xeriscapes in a fast paced interactive format that is designed to give attendees projects and processes to immediately integrate into their businesses.
- Understanding and Marketing Ecosystem Services: How to Turn Green into Gold - Concerned that you are missing opportunities by not being "green" enough in the green industry? By working with nature you can improve client satisfaction, increase profitability, and save the planet (or at least give it a hand). First, we will look at how nature works, then consider

SESSION DESCRIPTIONS

how we currently deal with nature, and finally explore ways to adapt your business model and marketing to align with what your customer wants and nature offers.

Walt Osborne, Key Account Manager, Golf, Syngenta Turf & Landscape; Anthony Williams, Director of Golf Course and Landscape Operations, TPC Four Seasons Golf and Sports Club Dallas at Las Colina; and Eric King, King Landscaping

Credits: GA: 3 hours Category 24; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; ISA BCMA Management: 1; ISA BCMA Practice: .5; ISA Certified Arborist: 1.5; ISA Municipal Specialist: 1.5; NALP: 1 CEU per each hour of instruction; STMA: .3

11 Is Hardscaping in Your Service Menu? Learn How to Make Money with Paver Estimating/Bidding

1:30 pm - 4:30 pm

This session will focus on bidding and estimating for retaining wall and paver installations from a job costing point of view, starting from job take-offs, raw material estimating, labor hours to produce the projects, and other cost required to produce the projects ranging from travel time to company overhead recovery. Estimate scenarios for several paver, wall, and outdoor living spaces for residential projects will be addressed.

Andrew Harris, Belgard

Credits: GCLP: Self-report; maximum of 10 CEUs; GCSAA: .30; NALP: 1 CEU per each hour of instruction

B1 BELGARD UNIVERSITY: Paver Installation for the Spanish-Speaking Landscape Professional

8:00 am - 4:30 pm

This course will be taught in Spanish by a Spanish-speaking instructor. Content will include installation standards, job layout, paver and SRW base installation and laying techniques, paver cutting and patterns, and joint sand installation. Includes outside hands-on and classroom training, dress appropriately for the weather. No charge for training but you must register.

Michael Tous, Belgard

Credits: GCSAA: .60

B2 Belgard University: Installation, Tools, Bidding & Estimating for Paver Projects

8:00 am - 4:30 pm

This class will include: 1) How to overlay concrete slabs with pavers, using the sand method and Belgard's new DriBond method; 2) How to build, cut and adhere seat walls, columns and steps using Belgard's retaining walls systems including Anchor 9D 2.0, corner units and precast step and landing units; 3) How to stay out of hot water with OSHA's new silica dust-free cutting rules by using the newest concrete cutting tools; and 4) Bidding and estimating for wall and paver installations. Includes outside hands-on and classroom training, dress appropriately for the weather. No charge for training but you must register.

Grant Miller and Andrew Harris, Belgard

Credits: GCSAA: .60

B3 BELGARD UNIVERSITY: NCMA Segmental Retaining Walls Installer Course - Level I/Basic

8:00 am - 4:30 pm

The Segmental Retaining Wall (SRW) Installer Course teaches installers fundamental SRW installation guidelines, material and system component properties, soils and compaction, the effect of water, and site practices. **Includes outside hands-on and classroom training, dress appropriately for the weather.**

Brent David, Belgard

Credits: GCSAA: .60

PA Commercial Pesticide Applicator's License Test Preparation Training

This training is intended for turfgrass and ornamental landscape employees interested in attaining Georgia's Commercial Pesticide Applicator's Category 24 License. This license is required for anyone who does contract spraying of herbicides, insecticides, and fungicides in Georgia for residential, industrial, or business applications. This session also is open to licensed applicators who would like a refresher course.

9:00 am - 12:00 noon: General Standards Review 1:30 pm - 4:30 pm: Category 24 Review

Participants are encouraged to purchase both study guide manuals and follow along during the training. Order these manuals at www.gapestexam.com/examInfo.cfm. Please allow 7-14 days for delivery.

When ready, participants may register to take the exam through a local technical college testing center in Georgia by logging on to www.gapestexam.com.

The exam will not be given at EDGE Expo.

Tim Daly, Gwinnett County; Paul Pugliese, Bartow County; University of Georgia Extension

Credits: GA: 8 hours Category 24 approved for current Georgia licensed applicators; GCLP: Self-report; maximum of 10 CEUs; GCSAA: .60; ISA BCMA Management: 2; ISA BCMA Practice: 1.75; ISA BCMA Science: 1.75; ISA Certified Arborist: 5.5; ISA Municipal Specialist: 5.5; ISA Utility Specialist: 5.5; NALP: 1 CEU per each hour of instruction; STMA: .6



Parking

Free on-site parking is available. Overnight parking is prohibited.

Where to go

Infinite Energy Center

6400 Sugarloaf Parkway Duluth GA 30097 770.813.7500

Traveling north on I-85, take Exit 108, Sugarloaf Parkway. Turn right, go under I-85 and cross over Satellite Blvd. The Infinite Energy Center will be on your left.

Traveling south on I-85, take Exit 108, Sugarloaf Parkway. Turn right and cross over Satellite Boulevard. The Infinite Energy Center will be on your left.

Where to stay

Holiday Inn Gwinnett Center

6310 Sugarloaf Parkway Duluth GA 30097 770.476.2022

www.ihg.com/holidayinn/hotels/us/en/duluth/atldu/hoteldetail

Located 30 miles north of the Atlanta Airport, 25 miles from downtown Atlanta and across from Discover Mills and The Infinite Energy Center.



Georgia's premier green industry association for professionals involved in all sectors of the urban ag industry. Learn more at <u>urbanagcouncil.com</u>.





Registration



Reduced registration fees through November 27

Sign up and save:

- Register by November 27 to get your Early Bird Discount.
- Become a UAC member today to get the immediate benefit of reduced registration fees. New business-level members also receive a \$100 discount on their annual membership investment! Sign up online today at urbanagcouncil.com/apply-for-membership/#join and enter the code "edge" to receive your discount, then go to the EDGE Expo registration web page to register at the member rate.

To register

- Register online now: urbanagcouncil.com/edge-expo
- Or complete the registration form on page 8 (one form for each attendee) then:

Mail: Georgia Urban Ag Council

PO Box 817 | Commerce GA 30529

Fax: 706.336.6898

info@georgiauac.com

- When you register online, you will automatically receive a confirmation and receipt. If mailing or faxing your registration, please contact us to request a receipt.
- Full payment must accompany registration.
- Name badge holders and EDGE Expo directories will be available when you arrive at the Expo.

Student/Educator registration fee

Students and educators must provide a copy of their current school ID. Students also must submit proof of current enrollment in a twoor four-year landscape or horticulture program.

Student: Full- or part-time enrollment in a two-year or four-year program and majoring in a green/urban ag industry-related field (horticulture, turfgrass science, plant science, botany, plant pathology, water management, etc.)

Educator: Full or part-time educator at high school or college teaching green/urban ag industry-related program (horticulture, turfgrass science, plant science, botany, plant pathology, water management, etc.)

Priority

Class availability will be limited. Attendee must register for specific classes at the time of registration. If classes become full, attendee will be notified immediately.

Questions?

Phone: 800.687.6949 | Email: info@georgiauac.com

Sorry, no refunds will be given.

Attendee info Name Title	Expo registration fees Fees are per person. Lunch is included with EDGE Expo and Pesticide Applicator Training registrations. See page 7 for specific qualifications and requirements for the Student/Educator rate.	
Company Address City State Zip	Member □ \$99 □ \$125 Non-member □ \$145 □ \$170 Student/Educator (see page 10) □ \$25 □ \$45	
Phone	Degistering Commerce	
Email		
What is your primary business?	Pesticide Applicator Training Early After Nov 27, 2017 Member	
☐ Landscape design ☐ Athletic/parks/rec management	Non-member	
☐ Nursery/grower ☐ Turf care	Student/Educator (see page 6) \$35 \$45	
Educator Landscape construction	Lunch/exhibits only Early After Nov 27, 2017	
Sports turf management Tree care	All attendees \$25 \$25	
☐ Lighting ☐ Golf course management ☐ Landscape management ☐ Irrigation ☐ Sod production ☐ Other	BELGARD UNIVERSITY: Lunch is included B1: Paver Installation-Spanish	
Session selection Complete descriptions on pages 4 - 6. Choose no more than one session in each time slot: Pre-Game Show: select one 8:00 am - 8:55 am 1 Intro to Landscape Boot Camp: Ready for 2018? 2 Spray Calibration for Truck-Mounted Rigs Morning Sessions: select one 9:00 am - noon 3 Meteorology and the Landscape 101 4 Plant Growth Regulators for the Landscape 5 What's that Critter? Nuisance Wildlife 6 Appropriate Turf/Management for Shade	Discounts for business-level members: Contractor Vendor, Grower/Nursers Sod Producer Investment based on annual Under \$1 million \$250 \$150 sales revenue, \$2 - \$5 million \$350 \$250 \$350 \$250 sales revenue, \$2 - \$5 million \$525 \$425 \$525 \$425 valid for one year. Over \$5 million \$875 \$775 \$875 \$775 Recreation/Government/Education & Research \$350 \$250 Independent professional Educator/student \$95	
Afternoon Sessions: select one 1:30 pm - 4:30 pm	☐ I am a current UAC member (annual investment paid in full).	
 ☐ 7 Irrigation, Water Management and Innovations ☐ 8 Hands-On Diagnostics of Turf/Ornamental Problems ☐ 9 Turfgrass Today ☐ 10 Holistic Approach to Pollinators and Biological Controls ☐ 11 Is Hardscaping in Your Service Menu? 	Pesticide Applicator Training Lunch/exhibits only Belgard University: Session B3 Membership Payment \$	
BELGARD UNIVERSITY 8:00 am - 4:30 pm	Annual investment for new UAC membership \$	
☐ B1 Paver Installation for Spanish-Speaking Landscape Pros	TOTAL \$	
□ B2 Installation, Tools, Bidding & Estimating for Paver Projects	A check payable to <i>Georgia UAC</i> is enclosed.	
B3 NCMA Segmental Retaining Walls Installer	Please charge my Uisa MasterCard Am Ex Discover	
Pesticide Applicator Training 9:00 am - 4:30 pm	Name on card	
□ PA Pesticide Applicator's General Standards Training	Billing address	
TA restictive Applicator's General standards training	CityState Zip	
	Card # Security code:	