

37th Annual TRADE SHOW & CONVENTION 2024 Attendee Registration



**PRE-REGISTER
BY FEBRUARY 16TH
AND SAVE 10%**



March 5 – 6, 2024

FEATURING KEYNOTE SPEAKER

KENYON SALO

Denver Broncos, Thunderstorm Skydive Team

"The Bucket List Life"

Suburban Collection Showplace | Novi, Michigan
(248) 646-4992 | (800) 354-6352 (MI only) | www.landscape.org

Two Full Days of Exceptional Educational Seminars and the Latest
Products and Services from Hundreds of Exhibitors!

SHOW DATES & HOURS

Tuesday, March 5th

Registration: 7:15 a.m.

Floor Times: 9:00 a.m. – 5:30 p.m.

*Social Hour & Raffle: 4:30 p.m. – 5:30 p.m.
(Social Hour Sponsored by Outdoor Equipment Co.)

Conference Hours: 8:00 a.m. – 4:30 p.m.

ALTA Equipment Company After Party:
5:30 p.m. – 8:30 p.m.

Wednesday, March 6th

Registration: 7:15 a.m.

Floor Times: 9:00 a.m. – 3:00 p.m.

Conference Hours: 8:00 a.m. – 3:00 p.m.

*Show Floor Social Hour and Gift Raffle will be held on March 5th – 4:30 p.m. – 5:30 p.m. All admission tickets include one (1) complimentary drink ticket for Social Hour on Tuesday, March 5th from 4:30 p.m. – 5:30 p.m. ONLY.

For more information regarding the show,
call (248) 646-4992 or visit www.landscape.org.

MGIA 37TH ANNUAL TRADE SHOW & CONVENTION

SPONSORS *(as of 1/26/2024)*

The Michigan Green Industry Association would like to thank the many sponsors for their continued support.



MGIA 37TH ANNUAL TRADE SHOW & CONVENTION

ATTENDEE REGISTRATION

Join us!
Show Floor Social Hour
& Gift Raffle

Social Hour Sponsored by:



March 5th

4:30 p.m. – 5:30 p.m.

Complimentary drink ticket given with admission.

All admission tickets include one (1) complimentary drink ticket for Social Hour on Tuesday, March 5th from 4:30 p.m. – 5:30 p.m. ONLY.

CEU Key

MDA	Michigan Certified Pesticide Applicator
ISA	Certified Arborist
CTSP	Certified Treecare Safety Professional
APLD	Association of Professional Landscape Designers
NALP	Landscape Industry Certified
ODA	Ohio Department of Agriculture

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ARBORIST, PROFESSIONAL CLIMBER & GROUND CREW

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TUESDAY, MARCH 5TH - SCHEDULE

	BUSINESS TRAINING <i>Amethyst Room</i>	2-DAY ARBORIST TRAINING <i>Demonstrative Area</i>	PLANT HEALTHCARE <i>Onyx Room</i>	CORE CREDIT CLASSES <i>Sapphire/Ruby Room</i>	TURFGRASS MAINTENANCE <i>Opal Room</i>	LANDSCAPE DESIGN/BUILD <i>Garnet Room</i>	HARDSCAPES <i>Hardscape Demo Area, Trade Show Floor</i>	HUMAN RESOURCE <i>Emerald Room</i>	VEHICLE COMPLIANCE <i>Vehicle Compliance Area, Trade Show Floor</i>
8am	Shut the Back Door! Recruitment & Retention <i>Page 7</i>		Tree Stresses That Can Lead to Decline <i>Page 7</i>	Best Practices for Safe & Effective Pesticide Application Procedures <i>Page 8</i>		Getting Beyond the Bloom <i>Page 9</i>			
9am		Challenges of Establishing a Newly Planted Tree <i>Pages 16-17</i>			Reading & Understanding a Soil Test <i>Page 8</i>	Foundations of Front-Line Leadership <i>Page 10</i>	Common FLSA Violations: How to Avoid Wage & Hour Litigation <i>Page 10</i>	MDARD Pesticide Applicator Certification <i>Page 11</i>	
10am	KEYNOTE: The Bucket List Life, Part 1 Speaker: Kenyon Salo, Denver Broncos, Thunderstorm Skydive Team Location: Crystal Room Page: 8								
11am	Pruning vs. Training <i>Pages 16-17</i>								
12pm	VISIT THE TRADE SHOW FLOOR FROM 9:00 A.M. TO 5:30 P.M.								
1pm	Contractor's Guide to Financial Success <i>Page 7</i>	Tools of the Trade: What Will Cut Trees Will Cut You! <i>Pages 16-17</i>	Proper Management of Oak Wilt in Michigan <i>Page 8</i>	The Label is the Law: Reading & Understanding Pesticide Labels <i>Page 8</i>	Growing Turf in the Shade <i>Page 9</i>	When Pretty Ain't Enough <i>Page 9</i>	Harmony in Perspective – Bridging the Gap <i>Page 10</i>	Handbook How-To <i>Page 11</i>	CDL Training & Regulatory Compliance Update <i>Page 11</i>
2pm		Climbing in 2024: Bridging the Traditional & New Age Techniques <i>Pages 16-17</i>	Pest Issues of Boxwoods <i>Page 8</i>		Controlling Problematic Sedges in Turf <i>Page 9</i>	Incorporating Native Plants into Established Landscapes <i>Page 10</i>			
3pm					Maximizing Success with Broadleaf Herbicide Applications <i>Page 9</i>	New Perennials for Midwest Landscapes <i>Page 10</i>			
4pm	THE TRADE SHOW FLOOR IS OPEN UNTIL 5:30 P.M.								

WEDNESDAY, MARCH 6TH - SCHEDULE

	BUSINESS TRAINING <i>Amethyst Room</i>	2-DAY ARBORIST TRAINING <i>Demonstrative Area</i>	PLANT HEALTHCARE <i>Onyx Room</i>	CORE CR EDIT CLASSES <i>Sapphire/Ruby Room</i>	TURFGRASS MAINTENANCE <i>Opal Room</i>	LANDSCAPE DESIGN/BUILD <i>Garnet Room</i>	HARDSCAPES <i>Hardscape Demo Area, Trade Show Floor</i>	HUMAN RESOURCE <i>Emerald Room</i>	VEHICLE COMPLIANCE <i>Vehicle Compliance Area, Trade Show Floor</i>		
8am	Secrets of Closing More Business <i>Page 12</i>			The Impact of Pesticides on the Environment & the Applicator <i>Page 13</i>	Turf's Most Troublesome Pests <i>Page 13</i>						
9am			Why Climate Change Matters...To the Green Industry <i>Page 12</i>			By the Light of the Moon: An Evening Garden <i>Page 13</i>	Natural Stone vs. Manmade Materials: Exterior Applications <i>Page 14</i>	2024 Labor & Employment Outlook - Emerging Trends & Updates <i>Page 14</i>	MDARD Pesticide Applicator Certification <i>Page 14</i>		
10am	KEYNOTE: The Bucket List Life, Part 2 Speaker: Kenyon Salo, Denver Broncos, Thunderstorm Skydive Team Location: Crystal Room Page: 12										
11am	Tools of the Trade: What Goes Up Will Come Down! <i>Pages 16-17</i>										
12pm	VISIT THE TRADE SHOW FLOOR FROM 9:00 A.M. TO 3:00 P.M.										
1pm	Mental Toughness Strategies Used By the Sales Elite <i>Page 12</i>	Time-Tested Science & Techniques to Help You Master Tree Dismantling & Rigging <i>Pages 16-17</i>	Ten Tales of Plant Disease <i>Page 12</i>	It's the Law: Pesticide Rules & Regulations <i>Page 13</i>	Big, BAD Weeds: Poison Hemlock & Wild Parsnip <i>Page 13</i>	Shady Characters: Nifty Plants for Shady Sites <i>Page 13</i>	Innovation in the Natural Stone Industry <i>Page 14</i>	If It's Not in Writing, It Didn't Happen <i>Page 14</i>	Commercial Vehicle Compliance <i>Page 14</i>		
2pm											
THE TRADE SHOW FLOOR IS OPEN UNTIL 3:00 P.M.											

NOTICE!

Soliciting for employees is ABSOLUTELY PROHIBITED at the expo in the conference area during the MGIA Trade Show & Convention. SOLICITORS WILL BE ASKED TO LEAVE. If you are seeking employees or employment, contact MGIA at 248-646-4992 for the great opportunities available to you!

NATIONAL CERTIFICATION EXAMS

The Michigan Green Industry Association is proud to host the following national certification exams in conjunction with the MGIA 37th Annual Trade Show & Convention.



**CONCRETE
MASONRY &
HARDSCAPES
ASSOCIATION**

CERTIFICATION MEANS BUSINESS! Take advantage of the most powerful marketing tools. Raise the standards of your profession and join other proud industry professionals who share knowledge of industry guidelines, practices and advancements applicable to your profession.

Sponsored by: Monday, March 4, 2024



CMHA Concrete Paver Installer Course

Pearl Room, Suburban Collection Showplace, Novi, MI

8:00 a.m. - 5:00 p.m. (7:30 a.m. Registration)

Registration Fee: \$300 (all fees listed are in US dollars)



Through the Concrete Masonry & Hardscape Association (CHMA) Concrete Paver Installer (Level I) Course, individuals who are currently employed in the concrete paver installer industry have the opportunity to pursue education, certification and industry recognition. You can become one of over 11,550 certified installers by attending the one-day course in conjunction with the MGIA 37th Annual Trade Show and Convention. This course imparts the requisite knowledge, experience and industry guidelines required to build pavements using concrete pavers. The paver installer program training and certification can be a powerful marketing tool to your clients by further establishing your credibility as a knowledgeable contractor.

For more information or to register for the one-day course, please go to www.landscape.org/certification or call (703) 657-6900. Limited to first 40 to register. Must pre-register.

Monday, March 4, 2024

CMHA PICP Specialist Course

Coral Room, Suburban Collection Showplace, Novi, MI

8:00 a.m. - 5:00 p.m. (7:30 a.m. Registration)

Registration Fee: \$300 (all fees listed are in US dollars)



More projects are being specified with environmentally friendly pavements. This one-day classroom-based course trains experienced contractors about the differences of installing PICP vs. regular interlocking concrete pavement systems. The course is aimed at contractors who are presently doing residential and/or commercial concrete pavement installations and wish to move into the permeable pavement market. It is recommended (but not required) that participants have completed the CHMA Concrete Paver Installer Course prior to attending this course. A PICP Specialist designation may be earned by meeting additional requirements.

For more information or to register for the one-day course, please go to www.landscape.org/certification or call (703) 657-6900. Limited to first 40 to register. Must pre-register.

Sponsored by: Tuesday, March 5, 2024



Segmental Retaining Wall (SRW) Installer Course - Level I/Basic National Concrete & Masonry Association

Sponsored by: Belgard

Pearl Room, Suburban Collection Showplace, Novi, MI

8:00 a.m. - 5:00 p.m. (7:30 a.m. Registration)

Registration Fee: \$255 (all fees listed are in US dollars)



The one-day 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. The Certified SRW Installer (CSRWI) Program is also available to each candidate who completes the SRW Installer Course (or equivalent SRW-installation-related education) and passes a written examination is certified as a Certified SRW Installer (CSRWI). This credential is highly valued by consumers.

For more information or to register for the one-day course, please go to www.landscape.org/certification or call (703) 657-6900. Limited to first 40 to register. Must pre-register.

Legislative Issues Impacting the Green Industry: 2024 Outlook

Speaker: Senator Mat Dunaskiss and Jake German, Dunaskiss Consulting & Development, Inc.

Many important issues impacting the green industry are taking place at our Capitol in Lansing. Learn what they are, what is being done, why it's important and how you can offer support.

A fifteen-minute legislative update will precede the keynote session at 9:45 a.m. - 10:00 a.m. in the Crystal Room.

KEYNOTE SESSION

Sponsored by: **ALTA** EQUIPMENT COMPANY

10:00 A.M. - 11:00 A.M.

The Bucket List Life, Part 1

Speaker: Kenyon Salo

Location: Crystal Room

Kenyon Salo, known as the "James Bond of Speaking", shows you how his three simple concepts of living "The Bucket List Life" will guide you to fulfillment on your life-long journey. During this highly energetic and engaging presentation, you will learn how to create phenomenal experiences, share powerful stories, and help others along the way.

The Bucket List Life and Kenyon Salo will help you elevate your life, both personally and professionally.

CEUs: NALP



Kenyon Salo, One of only five members on the Denver Broncos Thunderstorm Skydive Team, Kenyon Salo is seen each week flying into Broncos Stadium at 60+mph, ending with a soft tip-toe landing on the ten-yard line. With over 6,000 skydives under his belt and travels that have taken him all around the world, he's determined to live life to the fullest and help others do the same.

Through his passions for adventure, storytelling, and connecting with people, he found a simple process to guide others on a path to what most of us crave - living a more fulfilled life.

BUSINESS TRAINING

8:00 A.M. - 9:30 A.M.

Sponsored by: Member Insurance Solutions

Shut the Back Door! Recruitment & Retention

Speaker: Grant Harrison, Nextra Consulting

Location: Amethyst Room

One of the greatest struggles for business owners is finding and keeping great staff. In this seminar, you'll be given practical tips and tools to help find the right person for the proper role and provide support in order to retain them as long-term employees.

CEUs: NALP, 1.5-APLD (Business)

1:00 P.M. - 2:30 P.M.

Sponsored by: TBD

Contractor's Guide to Financial Success

Speaker: Grant Harrison, Nextra Consulting

Location: Amethyst Room

In this session, we'll answer the "why" and "how" of budgets, teach you to read and interpret a Profit & Loss Statement and Balance Sheet, identify what numbers you should be watching, explain why tax planning is so important and discuss industry averages/benchmarking.

CEUs: NALP, 1.5-APLD (Business)

PLANT HEALTH CARE

8:00 A.M. - 9:00 A.M.

Sponsored by: Moose & Squirrel Horticultural Resources

Tree Stresses That Can Lead to Decline

Speaker: Amy Stone, Extension Educator, Ohio State University

Location: Onyx Room

Stresses of woody plants can be both living (biotic) and non-living (abiotic). While they might not be outright killers, we will discuss their cause of decline over time and how these stresses can lead to other issues. Establishment and on-going management practices will be highlighted, as well as common seasonal pests that may be encountered.

CEUs: 1-MDA (2, 3B, or 6), 1-ISA, 1-ODA (6A), NALP, 1-APLD

PLANT HEALTH CARE (Continued)

1:00 P.M. – 2:00 P.M.

Sponsored by: Banner Sales & Consulting

Proper Management of Oak Wilt in Michigan

Speaker: Dr. David Roberts, The Plant Doctor, LLC

Location: Onyx Room

Oak Wilt is a devastating disease that is increasing in incidence and prominence in Michigan. The disease has been detected in most counties in the state and is likely undiscovered in the few remaining counties where it has not been reported. Unfortunately, as devastating as Oak Wilt is, human involvement in Oak Wilt management is often even more destructive as approaches favored by certain entities, who are educationally/scientifically restrictive, destroy far more trees than the Oak Wilt fungus does. Plus, the recommendations by some sources are far more costly to Michiganders and destructive to local ecosystems than they need to be. This session will discuss the breadth of management options and their pros and cons to enable arborists and landscapers recognize and practically manage the disease in collaboration with their clients' budgets, needs, and desires.

CEUs: 1-MDA (2, 3B, or 6), 1-ISA, 1-ODA (6A), NALP, 1-APLD

2:15 P.M. – 4:15 P.M.

Sponsored by: Banner Sales & Consulting

Pest Issues of Boxwoods

Speaker: Gary Eichen, Assistant Service Line Director for Plant Health Care/ Lawn Care, SavATree

Location: Onyx Room

In this session you will learn about the growing list of pests that are affecting boxwoods. Why does it seem that this hardy and adaptable shrub has suddenly come under attack by a myriad of pests, with two relatively new ones joining in on the assault?

We will discuss these pests, what to look for, how to identify the symptoms and how to treat for them.

Finally, we will cover the PROPER cultural practices that are needed to keep the natural vigor that boxwoods have in place, to increase their ability to defend themselves.

CEUs: 2-MDA (2, 3B, or 6), 2-ISA, 2-ODA (6A), NALP, 2-APLD

ATTENTION!

SOLICITING FOR EMPLOYEES IS ABSOLUTELY PROHIBITED at the expo in the conference area during the MGIA Trade Show & Convention.

SOLICITORS WILL BE ASKED TO LEAVE.

If you are seeking employees or employment, contact the MGIA at 248-646-4992 for the great opportunities available to you!

CORE CREDIT CLASSES

8:00 A.M. – 10:00 A.M.

Sponsored by: Accident Fund Insurance Co.

Best Practices for Safe & Effective Pesticide Application Procedures

Speaker: Austin Douglas, Ditch the Itch – Poison Ivy & Mosquito Control Services

Location: Sapphire/Ruby Room

In this session you will learn the legal requirements regarding performing pesticide applications, as well as learning some practical tips that will allow you to get better results for your clients.

CEUs: 2-MDA (Commercial Core, 2, 3A, 3B, 6, 7A, 7F), 2-ISA, 2-ODA (Core), NALP, 2-APLD

1:00 P.M. – 3:00 P.M.

Sponsored by: Advanced Turf Solutions

The Label is the Law: Reading & Understanding Pesticide Labels

Speaker: Tom Bergschwenger, President, Natural Approach Lawn & Tree

Location: Sapphire/Ruby Room

This session will focus on all pertinent information found on a pesticide label. We will look at several different labels and learn how to read, understand, and utilize the information provided on product labels, to ensure compliance to label requirements.

CEUs: 2-MDA (Commercial CORE, 2, 3A, 3B, 6, 7A, 7F), 2-ISA, 2-ODA (Core), NALP, 2-APLD

TURFGRASS MAINTENANCE

9:00 A.M. – 10:00 A.M.

Sponsored by: Landscape Supply, Inc.

Reading and Understanding a Soil Test

Speaker: Gary Eichen, Assistant Service Line Director for Plant Health Care/ Lawn Care, SavATree

Location: Opal Room

When you request a soil test, do you know how to read it, and do you understand what the results mean? In this session you will learn the best way to get the information you need to understand a soil test, and translate that information to your clients, to improve soil health. You will also learn the myths and misconceptions about soil. The knowledge gained from this class can be applied to ALL aspects of the Green Industry, including Lawn Care, Plant Health Care, Landscaping and Planting.

CEUs: NALP, 1-ISA, 1-APLD

1:00 P.M. – 2:00 P.M.

Sponsored by: Evergreen Seed Supply

Growing Turf in the Shade

Speaker: Dr. Aaron Patton, Professor of Horticulture, Assistant Department Head, Turfgrass Extension Specialist, Purdue University

Location: Opal Room

Plants capture the sun's energy and build carbohydrates which are necessary for plant growth and development. Learn how you can measure the light plants use to make turf establishment and management decisions. The latest information on shade tolerant cultivars, management practices to enhance shaded turf quality, and new technologies to diagnose shade issues will be covered.

CEUs: 1-MDA (3A or 6), NALP, 1-APLD

2:15 P.M. – 3:15 P.M.

Sponsored by: SavATree

Controlling Problematic Sedges in Turf

Speaker: Dr. Aaron Patton, Professor of Horticulture, Assistant Department Head, Turfgrass Extension Specialist, Purdue University

Location: Opal Room

Yellow nutsedge is one of the most troublesome and difficult-to-control weeds found in managed turf. However, other sedge species such as shiny flat sedge are also found in Michigan turf. Sedges require a different weed control approach than grasses and broadleaf weeds. In this presentation, Dr. Patton describes the life cycle and identification of sedge species and shares information on cultural and herbicide control options both in turf as well as in landscape beds.

CEUs: 1-MDA (3A or 6), 1-ODA (8), NALP, 1-APLD

3:30 P.M. – 4:30 P.M.

Sponsored by: TBD

Maximizing Success with Broadleaf Herbicide Applications

Speaker: Dr. Aaron Patton, Professor of Horticulture, Assistant Department Head, Turfgrass Extension Specialist, Purdue University

Location: Opal Room

Selective broadleaf herbicides have been around since the 1940s but we are still learning more about them. Using 2,4-D as our subject, since it is included in the majority of broadleaf herbicide premixtures, this presentation covers how to maximize success of your postemergence broadleaf applications. We'll discuss factors affecting the application (spray water, formulations, temperature, volume, adjuvants, rainfastness), avoiding non-target injury, label statements (PPE, wind, rate), and the stewardship of these important herbicides for the turf industry.

CEUs: 1-MDA (3A or 6), 1-ODA (8), NALP, 1-APLD

LANDSCAPE DESIGN/BUILD

8:00 A.M. – 9:00 A.M.

Sponsored by: TBD

Getting Beyond the Bloom

Speaker: Irvin Etienne, Horticultural Display Coordinator, Garden at Newfields, Indianapolis Museum of Art

Location: Garnet Room

We all have a strong tendency to select plants for our gardens based on their flower power. And there is nothing wrong with that, but it becomes so limiting of the possibilities available to us. With most plants the flowering time is very short, maybe only a couple weeks, a month or two with the best. That same plant's foliage on the other hand can be on display six months or longer. Why don't we choose more plants based on their foliage power? Plants with gorgeous foliage range from the most tender tropicals to the hardiest perennials and woodies. Colors range from brightest yellow to darkest black, plus all the variegated options. You just may forget all about the flowers. We'll be getting beyond the bloom.

CEUs: 1-APLD, NALP

1:00 P.M. – 2:00 P.M.

Sponsored by: TBD

When Pretty Ain't Enough

Speaker: Irvin Etienne, Horticultural Display Coordinator, Garden at Newfields, Indianapolis Museum of Art

Location: Garnet Room

We all want perennials that will give us constant beauty from earliest Spring until the last evil frost before snow in Winter. But sometimes those beauties don't have enough strength to even make it through a full year. In this program we will take a look at some of the best tough perennials for Midwest gardens. Shade or sun, wet or dry, there is something out there to make you a gardening success. These won't necessarily be the newest plants because very rarely will the most current plants be truly tested. Don't believe everything the internet tells you. We will do our best to stay on the positive though.

CEUs: 1-APLD, NALP

Would you like to become a Certified Applicator?

Attend this 3-day course (March 19, 20 & 21) that includes extensive review of the CORE manual and category specific training (3A, 3B and 6).

See Page 15 for details!

LANDSCAPE DESIGN/BUILD (Continued)

2:15 P.M. - 3:15 P.M.

Sponsored by: Twixwood Nursery

Incorporating Native Plants into Established Landscapes - It Doesn't Have to Be All or Nothing!

Speaker: Pam Bennett, Ohio State University Extension

Location: Garnet Room

Social media peer pressure is making clientele think they have to have an all-native plant garden to help the pollinators. Pam shares the basics of attracting pollinators to an already established planting, as well as research regarding cultivars and pollinators, and native plants that are suitable for incorporating into landscapes.

CEUs: 1-APLD, NALP

3:30 P.M. - 4:30 P.M.

Sponsored by: English Gardens

New Perennials for Midwest Landscapes

Speaker: Pam Bennett, Ohio State University Extension

Location: Garnet Room

Perennial cultivars are constantly changing and sometimes it's hard to keep up with what is the best to plant. Learn about the newest and some of the good oldies that are low maintenance yet provide WOW color.

CEUs: 1-APLD, NALP

HARDSCAPES

9:00 A.M. - 10:00 A.M.

Sponsored by: Orion Stone

Foundations of Front-Line Leadership

Speaker: Jared Woodend, Integrator/COO, Decra-Scape

Location: Coral Room

In a follow-up to last year's "Building Successful Field Leadership," this presentation will shift focus from the theoretical framework of field leadership to a practical approach for implementing leadership training in your organization. Knowing what should be done is not enough to enact change; having a plan and intentionality to get it done is ultimately what leads to success. We will talk through the highlights and pitfalls of our previous approach to leadership development at Decra-Scape, what we have learned along the way, and what our leadership training program looks like as a result. This will also foster collaborative participation from attendees to share best practices or unique approaches to the concepts discussed in the presentation. If you are interested in improving your leadership skills or cultivating a culture of leadership at your organization and in the industry as a whole, this session is for you.

CEUs: NALP, 1-APLD (Business)

1:00 P.M. - 2:30 P.M.

Sponsored by: AIS Construction Equipment Corp.

Harmony in Perspective – Bridging the Gap Between Landscape/Hardscape Business Owners and Employees

Speaker: Sam Gembel, Atlas Outdoor

Location: Hardscape Demo Area, Trade Show Floor

Join us in this 90-minute engaging session designed for owners AND employees! You'll learn firsthand from industry expert Sam Gembel and his senior landscape team leader on how to unpack how owners can see through the lens of employees, and also how to engage employees to think more like owners! We will talk about collaborating on job flow, employee retention, tools of the trade, and finishing a job strong! You'll leave this session with a shared understanding of how to get key employees highly engaged in the day to day! Bring your pad and paper, and any team members you want to empower to take their skills to the next level. You won't want to miss this one!

CEUs: NALP, 1.5-APLD (Business)

HUMAN RESOURCES

9:00 A.M. - 10:00 A.M.

Sponsored by: TBD

Common FLSA Violations: How to Avoid Wage and Hour Litigation

Speakers: Rebecca Seguin-Skrabucha & Melissa Tetreau, Bodman's Workplace Law Group

Location: Emerald Room

Wage and hour laws are complex, and compliance is difficult. Yet, mistakes can be costly. This session will cover common (and lesser known) mistakes that employers make when paying their employees, how to fix or avoid these mistakes, and best practices for minimizing risks of liability under the Fair Labor Standards Act.

CEUs: NALP, 1-APLD (Business)

MICHIGAN'S MOBILE TRUCK SIMULATOR WILL BE ON THE TRADE SHOW FLOOR BOTH DAYS!

Sponsored by: Michigan Center for Truck Safety

This virtual simulator allows you to test and improve your skills in a variety of conditions. To participate you sit behind the wheel and take a 6-minute hands-on demonstration drive that simulates both small, straight trucks, or full-size 18-wheel tractor trailers.

1:00 P.M.- 2:00 P.M.

Sponsored by: TBD

Handbook How-To

Speakers: Rebecca Seguin-Skrabucha & Melissa Tetreau, Bodman's Workplace Law Group

Location: Emerald Room

An employee handbook is an employer's greatest tool. But do you really need one?

During this presentation, we will discuss the reasons your business (no matter how big or how small) needs an employee handbook, as well as strategies and requirements for implementing or updating that handbook. This session will cover:

- How to structure an employee handbook, and what policies should be included
- How to efficiently and pro-actively update an employee handbook
- How to leverage your business's employee handbook
- How to use an employee handbook to effectively protect your business

CEUs: NALP, 1-APLD (Business)

VEHICLE COMPLIANCE

9:00 A.M. - 10:00 A.M.

Sponsored by: TBD

MDARD Pesticide Applicator Certification Questions, Updates, Inspection Prep, and Input from You!

Speaker: Sam Walker, Pesticide Inspector, MDARD

Location: Vehicle Compliance Area, Trade Show Floor

Do you have pesticide applicator certification questions? Wondering about the best way to access certification and other pesticide information through the Michigan Department of Agriculture and Rural Development (MDARD)? Regulatory questions keeping you up at night? Thinking of adding pesticide application services to your business but don't know where to start? This session will cover the certification process, website updates, new certification and registration information, a review of some of the most pertinent rules, and yes, input from you.

CEUs: 1-MDA (Commercial Core, 2, 3A, 3B or 6, 7A, 7F), NALP

1:00 P.M.- 2:30 P.M.

Sponsored by: KAMPS, Inc.

CDL Training & Regulatory Compliance Update

Speaker: Charles Culton, Safety Specialist, Michigan Center for Truck Safety

Location: Vehicle Compliance Area, Trade Show Floor

Though many commercial drivers and carriers have had many years of experience in operating commercial vehicles there is still a very high rate of violations of both state and federal motor carrier regulations. This is also reflected by the number of drivers that fail the CDL skills and knowledge exams.


You will be apprised of driver/vehicle compliance issues that are most relevant to the green industry. Information will be provided on regulatory requirements and benefits of a thorough pre-trip vehicle inspection by the driver, in addition to a demonstration of a walk-through vehicle inspection. Other topics covered are FMCSA equipment requirements, documentation, and other related topics. This session is a great opportunity to get your commercial vehicle/driver compliance questions answered. **CEUs:** 1.5-CTSP, NALP

TRADE SHOW SPECIAL!

Sign up for membership during the show and receive discounted member registration rates into the show!*

*Membership application must be submitted with Trad show pre-registration or during onsite registration at the show to receive member rates.

KEYNOTE SESSION

Sponsored by: Taylor Ford 
Commercial Division

10:00 A.M. - 11:00 A.M.

The Bucket List Life, Part 2

Speaker: Kenyon Salo

Location: Crystal Room

Kenyon Salo, known as the "James Bond of Speaking", shows you how his three simple concepts of living "The Bucket List Life" will guide you to fulfillment on your life-long journey. During this highly energetic and engaging presentation, you will learn how to create phenomenal experiences, share powerful stories, and help others along the way. The Bucket List Life and Kenyon Salo will help you elevate your life, both personally and professionally.

CEUs: NALP



Kenyon Salo, One of only five members on the Denver Broncos Thunderstorm Skydive Team, Kenyon Salo is seen each week flying into Broncos Stadium at 60+mph, ending with a soft tip-toe landing on the ten-yard line. With over 6,000 skydives under his belt and travels that have taken him all around the world, he's determined to live life to the fullest and help others do the same.

Through his passions for adventure, storytelling, and connecting with people, he found a simple process to guide others on a path to what most of us crave - living a more fulfilled life.

BUSINESS TRAINING

8:00 A.M. - 9:30 A.M.

Sponsored by: English Gardens

Secrets of Closing More Business

Speaker: Kirk Armstrong, Armstrong Sales Coaching

Location: Amethyst Room

In this session we will discuss the "what" & "how's" of goal-closing more business.

- Understanding how to "open" so "closing" is easier
- Learning the "right" questions to ask so you can close more, in less time.
- How to ask for the business without acting, sounding & behaving like a stereotypical salesperson

CEUs: NALP, 1.5-APLD (Business)

1:00 P.M. - 2:30 P.M.

Sponsored by: Global Landscape Center

Mental Toughness Strategies used by the Sales Elite

Speaker: Kirk Armstrong, Armstrong Sales Coaching

Location: Amethyst Room

Sales individuals and teams face daily adversity with rejection, fears, delays and difficult customers, even internally!

- Learn the top 7 ways to make yourself mentally tougher
- Utilize pro-tips we take from our special forces, to become mentally tougher
- Understand what YOU need to do in order to raise your mental toughness to the next level

CEUs: NALP, 1.5-APLD (Business)

PLANT HEALTH CARE

9:00 A.M. - 10:00 A.M.

Sponsored by: Banner Sales & Consulting

Why Climate Change Matters ...

To the Green Industry

Speakers: Joe Boggs, Ohio State University Extension & Jim Chatfield, Retired, Ohio State University Extension

Location: Onyx Room

Climate change: Plant hardiness zone shift - from southern Ohio to central Michigan in our lifetime already. Global warming. Plant phenology and black vine weevil control. The threat of mountain pine beetle to the Great North Woods and its plant satellites. Allergies, red meat, and ticks. OSHA and workdays. Let us count the ways...

CEUs: 1-MDA (2, 3B, or 6, 7A), 1-ISA, 1-ODA (6A), NALP, 1-APLD

1:00 P.M. - 2:00 P.M.

Sponsored by: Banner Sales & Consulting

Ten Tales of Plant Disease

Speaker: Jim Chatfield, Retired, Ohio State University Extension

Location: Onyx Room

Infectious plant disease comes in many forms. Fungal-viral-bacterial and even from nematodes. Sometimes insect and mite vectors play a role, sometimes not. Predisposing conditions are often critical. Pesticides may be of use, or not. Host ranges may be wide or narrow, there may be multiple hosts with varying levels of intensity and susceptibility, sometimes there are obligate alternate host. Join Jim as he discusses important examples.

CEUs: 1-MDA (2, 3B, or 6), 1-ISA, 1-ODA (6A), NALP, 1-APLD

CORE CREDIT CLASSES

8:00 A.M. - 10:00 A.M.

Sponsored by: SavATree

The Impact of Pesticides on the Environment & the Applicator

Speaker: Tom Bergschwenger, President, Natural Approach Lawn & Tree

Location: Sapphire/Ruby Room

As pesticide applicators, we are responsible for the safe application of pesticides. In this session learn about the characteristics and effects of pesticides and how we can minimize their impact to the surrounding environment. The discussion includes drift management and use of Integrated Pest Management, in addition to proper use of PPE, protecting the applicator and other related topics.

CEUs: 2-MDA (Commercial CORE, 2, 3A, 3B, 6, 7A, 7F), 2-ISA, 2-ODA (Core), NALP, 2-APLD

1:00 P.M. - 3:00 P.M.

Sponsored by: TBD

It's the Law: Pesticide Rules & Regulations

Speaker: Austin Douglas, Ditch the Itch - Poison Ivy & Mosquito Control Services

Location: Sapphire/Ruby Room

This session will provide a comprehensive, detailed look at pesticide laws and regulations, including Regulations 636, 637, and Act 451, Part 85, the Michigan Fertilizer Law.

CEUs: 2-MDA (Commercial CORE, 2, 3A, 3B, 6, 7A, 7F), 2-ISA, 2-ODA (Core), NALP, 2-APLD (Business)

TURFGRASS MAINTENANCE

8:00 A.M. - 9:00 A.M.

Sponsored by: Rhino Seed & Landscape Supply

Turf's Most Troublesome Pests

Speaker: Dr. Kevin Frank, Associate Professor & Extension Turfgrass Specialist, Michigan State University

Location: Opal Room

This presentation will focus on turf's most troublesome weed, disease, and insect pests and IPM approaches to mitigating their impact and damage. Some of the same pests occur every year but their impact on turf can be highly variable due to climatic conditions, cultural practices, and timing of pesticide applications. Correctly identifying the pest, understanding the life cycle, and implementing cultural practices that minimize damage are all key to successfully growing a healthy turfgrass stand.

CEUs: 1-MDA (3A or 6), 1-ODA (8), NALP, 1-APLD

2:00 P.M. - 3:00 P.M.

Sponsored by: TBD

Big, BAD Weeds: Poison Hemlock & Wild Parsnip

Speaker: Joe Boggs, Ohio State University Extension

Location: Opal Room

One of these weeds can kill you, the other could make you wish you were dead. Both are spreading in Michigan. Attendees will learn how to identify these weeds and why they are so potentially dangerous to your employees and the public. Successful management strategies will be presented, including effective herbicides, as well as why some tactics work, while others can make the problem worse.

CEUs: 1-MDA (3A or 6), 1-ODA (5), NALP, 1-APLD

LANDSCAPE DESIGN/BUILD

9:00 A.M. - 10:00 A.M.

Sponsored by: TBD

By the Light of the Moon: An Evening Garden

Speaker: Heather Prince, Fearless Gardening

Location: Garnet Room

As more and more clients request a flexible indoor/outdoor experience, evening gardens have rocketed into popularity. We'll explore the aspects of this unique type of respite garden including history, design elements, and plant choices. Find out how to go beyond white flowers to fabulous foliage, rich fragrance, and interesting bark.

CEUs: 1-APLD, NALP

1:00 P.M. - 2:00 P.M.

Sponsored by: Twixwood Nursery

Shady Characters: Nifty Plants for Shady Sites

Speaker: Heather Prince, Fearless Gardening

Location: Garnet Room

We love the cooling shade of trees, but what can we plant to bring color and life in the shade? Explore the colors and textures of shade loving plants as we take a look at varieties and species for dry shade, moist shade, part shade, and dense shade.

CEUs: 1-APLD, NALP

ATTENTION!

SOLICITING FOR EMPLOYEES IS ABSOLUTELY PROHIBITED at the expo in the conference area during the MGIA Trade Show & Convention.

SOLICITORS WILL BE ASKED TO LEAVE.

If you are seeking employees or employment, contact the MGIA at 248-646-4992 for the great opportunities available to you!

HARDSCAPES

9:00 A.M. - 10:00 A.M.

Sponsored by: Rock Bottom Stone Supply

Natural Stone vs. Manmade Materials: Exterior Applications

Speaker: Daniel Wood, Lurvey Landscape Supply

Location: Hardscape Demo Area, Trade Show Floor

Natural stone has been the premier building material of choice throughout history, thanks to its durability and timeless aesthetic. Inherently beautiful and versatile, it's no wonder that manmade materials aim to replicate its attributes, appearance and ultimately its desirability.

This session will compare the versatility, performance characteristics, and green building considerations for both natural stone and manmade materials. Understanding these key points will prepare you with knowledge for design concepts, applications and how to educate the consumer.

Styles change from season to season, but mother nature creates unique designs in natural stone that are historically innovative and always on trend. **CEUs: NALP**

1:00 P.M. - 2:30 P.M.

Sponsored by: Fendt Builders Supply

Innovation in the Natural Stone Industry

Speaker: Daniel Wood, Lurvey Landscape Supply

Location: Hardscape Demo Area, Trade Show Floor

This course will look at sustainability initiatives in the natural stone industry including the Natural Stone Sustainability Standard, Industry Wide Environmental Product Declarations (EPDs) and Health Product Declarations (HPDs). It will also highlight the latest natural stone technologies available and the creative options that the industry is providing for the market. Finally, we will review case studies for award-winning projects that highlight the innovative use of natural stone materials and provide insight about the current trends that architects and designers are seeking.

CEUs: NALP

HUMAN RESOURCES

9:00 A.M. - 10:00 A.M.

Sponsored by: TBD

2024 Labor & Employment Outlook– Emerging Trends and Updates in Employment Law

Speaker: Hannah Reisdorff, Clark Hill

Location: Emerald Room

2023 brought several legal changes for employers, and during an election year, there is more on the horizon. This session will cover some key changes you might have missed and what to prepare for as 2024 gets underway.

CEUs: NALP

1:00 P.M. - 2:00 P.M.

Sponsored by: TBD

If It's Not in Writing, It Didn't Happen

Speaker: Hannah Reisdorff, Clark Hill

Location: Emerald Room

This adage is all-too familiar, but practically speaking, what does it mean as an employer? This session will discuss the importance of documentation in the workplace. We will cover the documents you should have, including employee handbooks, performance reviews, and personnel files, as well as how to use and retain them. **CEUs: NALP**

VEHICLE COMPLIANCE

9:00 A.M. - 10:00 A.M.

Sponsored by: TBD

MDARD Pesticide Applicator Certification Questions, Updates, Inspection Prep, & Input from You!

Speaker: Mike Szynski, Lead Pesticide Inspector, MDARD

Location: Vehicle Compliance Area, Trade Show Floor

Do you have pesticide applicator certification questions? Wondering about the best way to access certification and other pesticide information through the Michigan Department of Agriculture and Rural Development (MDARD)? Regulatory questions keeping you up at night? Thinking of adding pesticide application services to your business but don't know where to start? This session will cover the certification process, website updates, new certification and registration information, a review of some of the most pertinent rules, and yes, input from you.

CEUs: 1-MDA (Commercial Core, 2, 3A, 3B or 6, 7A, 7F), NALP

1:00 P.M. - 2:00 P.M.

Sponsored by: Maris Brown Insurance Group

Commercial Vehicle Compliance

Speaker: Officer Kiontae Cope, Michigan State Police, Commercial Vehicle Enforcement Division

Location: Vehicle Compliance Area, Trade Show Floor

Attend this update session to ensure that your employees and commercial vehicles are in compliance with the motor carrier laws and regulations covering such topics as equipment, CDL licenses, load securement, and drug & alcohol use. Understand what your drivers need to be aware of to avoid tickets on the road. **CEUs: NALP**

CARTS 2024 – MARCH 19, 20 & 21

MICHIGAN CERTIFIED PESTICIDE APPLICATOR TRAINING

3 Days of Pesticide Training

The Michigan Green Industry Association will be offering an intensive training program for individuals who want to become CERTIFIED APPLICATORS.

Would you like to become a Certified Applicator? Attend this 3-day course (March 19, 20 & 21) that includes extensive review of the CORE manual and category specific training (3A, 3B and 6).

THIS COURSE IS TRAINING FOR THE CERTIFIED PESTICIEDE APPLICATOR EXAM ONLY!

ALL ATTENDEES MUST SCHEDULE THEIR OWN EXAMS!

EXAMS CAN BE SCHEDULED THROUGH MDARD/METRO INSTITUTE AT WWW.MICHIGAN.GOV/MDARD.

NO CEUs WILL BE OFFERED FOR THIS COURSE!

Location: Bingham Center, 30800 Telegraph, Ste. 1751, Bingham Farms, MI 48025

Registration: 7:30 a.m. - 8:00 a.m.

Class Times: Tuesday & Wednesday, 8:00 a.m. - 4:00 p.m. | Thursday, 8:00 a.m. - noon
(Continental Breakfast & Lunch are included) | (Continental Breakfast is included)

Cost: MGIA Members \$325 Non-Members \$375

Register at www.landscape.org • Limit of 50 Attendees!

All attendees *MUST* pre-register. Manuals are available for purchase when registering. All sales are final. No refunds. No credit applied to future classes. Same-day attendee substitutions are allowed.

CARTS 2024: MICHIGAN CERTIFIED PEST APPLICATOR TRAINING REGISTRATION FORM

Company Name:_____

Address: _____

City:_____ State:_____ Zip:_____

Phone:_____ Fax:_____

Email:_____

TRAINING MANUALS (Additional Fee)	QTY
Com. CORE	\$32 _____
3A Turf	\$22 _____
3B Ornamental	\$22 _____
6 Right-of-Way	\$9 _____

Please list the attendee names below:

1. _____ 3. _____

2. _____ 4. _____

TRAINING FEES:	INCLUDE PAYMENT FOR TRAINING FEES & MANUALS BY TUESDAY, MARCH 7, 2024	
MGIA Members Certified Applicators - \$325	Return registration form and make checks payable to: MGIA 30600 Telegraph Road Suite 3360 Bingham Farms, MI 48025	Pay by credit card* ___Visa ___Mastercard ___Discover ___AmEx Card #:_____ Exp. Date:_____ 3 or 4 Digit Code:_____ Cardholder Name:_____ Signature:_____ <small>*Please note there is a 3% administrative fee for all credit card payments.</small>
Non-Members Certified Applicators - \$375 Training Manuals Extra - (order above)		

ARBORIST, PROFESSIONAL CLIMBER & GROUND CREW 2-DAY EDUCATION TRACK (MIOsha GRANT FUNDED)

**Held in Conjunction with the MGIA 37th Annual Trade Show & Convention
an ALL-NEW MIOsha Grant Funded Arborist Education Track!**



For the past 14 years MGIA has been able to bring internationally recognized training to the Michigan Arborist, professional climber and ground crew at reduced prices, due to a grant that the Association has received from MIOsha. These programs are taught, throughout the United States and internationally, by leaders in tree care safety and education. Please take advantage of this huge savings!

This year's ALL NEW Arborist Education Track will feature Dr. John Ball, Professor at South Dakota State University and internationally renowned safety expert, headlining his Arborist "Dream Team," consisting of Mark Chisholm, Aspen Tree Expert Co., Gary Johnson, Professor Emeritus of Urban and Community Forestry, University of Minnesota, and Travis Vickerson, Sherrill Tree.

Join John, Mark, Gary and Travis as they navigate pruning challenges, take a look at tools of the trade, and offer proven techniques for climbing, rigging and dismantling trees!

COST: Only \$75!

SEATING IS LIMITED, REGISTER NOW!

Auxiliary aids, services and other reasonable accommodations are available, upon prior request, to individuals with disabilities.



This material was prepared under a Consultation Education and Training (CET) Grant awarded by the Michigan Occupational Safety and Health Administration (MIOsha). MIOsha is part of the Michigan Department of Labor and Economic Opportunity (LEO). Points of view or opinions stated in this document do not necessarily reflect the view or policies of LEO.

SAFETY + TRAINING = PRODUCTION & PROFITS!

All NEW - GRANT FUNDED training program for the Arborist, Professional Climber and Ground Crew. Learn from the industry's internationally recognized training instructors and industry experts in live demonstrations and instruction sessions.

Tuesday

- Challenges of Establishing a Newly Planted Tree
- Pruning Versus Training
- Tools of the Trade: What Will Cut Trees Will Cut You! Safe Operation of Chain Saws, Chippers & Pole Saws/Pruners
- Climbing in 2024: Bridging Traditional & New Age Techniques

Wednesday

- Deciding Between Reduction Pruning or Branch Removal
- Tools of the Trade: What Goes Up Will Come Down! Safe Use of Ladders & Aerial Devices
- Time-Tested Science & Techniques to Help You Master Tree Dismantling & Rigging

**No matter what your experience level is,
there is something for everyone!**



MARCH 5 - 6, 2024

ARBORIST TRACK SCHEDULE

TUESDAY, MARCH 5

9:00 A.M. - 10:00 A.M.

Demonstrative Area

Challenges of Establishing a Newly Planted Tree

Tree planting sounds easy and it is. The trick is having them survive. Gary will discuss and demonstrate the basic steps to planting container trees and how to avoid the all-too-common problems with stem girdling roots.

CEUs: 1-ISA

11:00 A.M. - 12:00 P.M.

Demonstrative Area

Pruning vs. Training

We train dogs when they are puppies, so they become well-behaved. We need to apply the same approach to our trees. Rather than letting a tree grow into a poorly structured mature tree, why not begin early to shape the tree by training? This session will cover the process of training trees during the critical first years following planting.

CEUs: 1-ISA

1:00 P.M. - 2:00 P.M.

Demonstrative Area

Tools of the Trade: What Will Cut Trees Will Cut You! Safe Operation of Chain Saws, Chippers & Pole Saws/Pruners

Much of our tree care is performed with tools and equipment with sharp blades, chains and knives. But what we use to cut or plane through wood, can easily do the same to skin. This session will cover the common incidents involving these tools and discuss the means of the tree worker being on the cut end!

CEUs: 1-ISA, 1-CTSP

2:00 P.M. - 4:00 P.M.

Demonstrative Area

Climbing in 2024: Bridging Traditional & New Age Techniques

Climbing has been a continuous progression as we have gone from body-thrusting on a rope saddle and manila climbing line to a multitude of saddles/harnesses, lines, mechanical devices, and techniques. But this does not mean we need to completely discard the old when introducing the new. This session will show how techniques and gear can be safely blended.

CEUs: 2-ISA, 2-CTSP

Classes Sponsored by:



Tree and Set Up Provided by:



FEATURING:

Dr. John Ball, South Dakota State University

Mark Chisholm, Aspen Tree Expert Co.

Gary Johnson, University of Minnesota

Travis Vickerson, Sherrill Tree

WEDNESDAY, MARCH 6

9:00 A.M. - 10:00 A.M.

Demonstrative Area

Deciding Between Reduction Pruning or Branch Removal

We are often faced with the decision whether to completely remove a branch or reduce it. Each have their place in our pruning. This session will help guide you in the process.

CEUs: 1-ISA

11:00 A.M. - 12:00 P.M.

Demonstrative Area

Tools of the Trade: What Goes Up Will Come Down! Safe Use of Ladders & Aerial Devices

Aerial devices are the most common means we use to enter tree canopies but there is still a place for ladders. This session will cover the safe and efficient means of operating an aerial device and the how and why to consider ladders.

CEUs: 1-ISA, 1-CTSP

1:00 P.M. - 3:00 P.M.

Demonstrative Area

Time-Tested Science & Techniques to Help You Master Tree Dismantling & Rigging

Rigging is an art and a science. Two of the best practitioners in this craft - Mark Chisholm and Travis Vickerson - will demonstrate some tricks of the trade in using safe and efficient systems for rigging operations.

CEUs: 2-ISA, 2-CTSP

Classes Sponsored by:



Tree Stand and Set Up Provided by:



MGIA MEMBERSHIP APPLICATION

TRADE SHOW SPECIAL!!

Sign up for membership during the show to receive discounted member registration rates into the show!!*

Applicant's Name _____ Business Phone _____
Business Name _____ Business Fax _____
Business Address _____ City _____ State _____ Zip _____
Mailing Address _____ City _____ State _____ Zip _____
Website _____ E-mail _____ Years in Business _____

Legal Status: ☐ Sole Proprietorship ☐ Partnership ☐ Corporation ☐ Limited Partnership

LIST THREE (3) TRADE REFERENCES (companies with whom you do business) List names and phone numbers below.

SERVICES OFFERED: <input type="checkbox"/> Residential <input type="checkbox"/> Commercial		<input type="checkbox"/> Sod Installation	<input type="checkbox"/> Equipment Supplier - Snow Removal
<input type="checkbox"/> Brick Paver / Walls	<input type="checkbox"/> Interiorscape	<input type="checkbox"/> Snow Removal	<input type="checkbox"/> Fertilizer/Chemical Sales
<input type="checkbox"/> Consulting	<input type="checkbox"/> Irrigation	<input type="checkbox"/> Tree Services	<input type="checkbox"/> Landscape Supplier
<input type="checkbox"/> Deck Building	<input type="checkbox"/> Landscape Design	<input type="checkbox"/> Water Features	<input type="checkbox"/> Irrigation Supplier
<input type="checkbox"/> Fertilizing / Spraying	<input type="checkbox"/> Landscape Construction	<input type="checkbox"/> Business Services	<input type="checkbox"/> Nursery / Grower
<input type="checkbox"/> Holiday Lighting	<input type="checkbox"/> Lawn Maintenance	<input type="checkbox"/> Equipment Supplier - Sales	<input type="checkbox"/> Vehicle Sales
<input type="checkbox"/> Hydroseeding	<input type="checkbox"/> Lighting	<input type="checkbox"/> Equipment Supplier - Rental	<input type="checkbox"/> Trailer Sales
AREAS SERVED:		IMPORTANT INFORMATION	
<input type="checkbox"/> Genesee <input type="checkbox"/> Oakland <input type="checkbox"/> Entire State of Michigan <input type="checkbox"/> Livingston <input type="checkbox"/> St. Clair <input type="checkbox"/> Other _____ <input type="checkbox"/> Macomb <input type="checkbox"/> Washtenaw <input type="checkbox"/> Monroe <input type="checkbox"/> Wayne		Pesticide Applicator License No. _____ (If applicable, must be submitted to process application.) The state of Michigan requires that any business applying pesticide for hire must obtain a commercial pesticide applicator license. Contact the Michigan Department of Agriculture or the MGIA office for more information.	
PROFESSIONAL AFFILIATIONS:		Nursery Stock Dealer License No. _____ (If applicable, must be submitted to process application.) The state of Michigan requires a license if you install or sell plant materials for hire. Please contact the Michigan Department of Agriculture or MGIA office for more information.	
<input type="checkbox"/> NALP <input type="checkbox"/> ICPI <input type="checkbox"/> Other _____ <input type="checkbox"/> TCIA <input type="checkbox"/> SIMA		Please include a copy of Workers' Compensation and General Liability "PROOF OF INSURANCE" to the MGIA office. Must be submitted to process application.	
CERTIFICATIONS:			
<input type="checkbox"/> NALP <input type="checkbox"/> CTSP <input type="checkbox"/> MDARD <input type="checkbox"/> CSP <input type="checkbox"/> ISA <input type="checkbox"/> Other _____			
MEMBERSHIP CLASSIFICATIONS AND REQUIREMENTS:			
<input type="checkbox"/> ACTIVE MEMBERSHIP (\$275 per year): Sole contractors, partnerships or corporations engaged in the contracting segment of the landscape industry. They shall be holders of licenses as required by the State of Michigan.		<input type="checkbox"/> KEY EMPLOYEE/BRANCH LOCATION MEMBERSHIP (\$105 per year): Shall be affiliated with a member company, and have availability to all functions, literature, etc., of the MGIA. Key Employee or Branch Location must be sponsored by the parent member company (will receive the Landsculptor magazine & all mailings of the Association).	
<input type="checkbox"/> ASSOCIATE MEMBERSHIP (\$275 per year): Suppliers actively engaged in allied trades and shall be holders of licenses as required by the State of Michigan.		<input type="checkbox"/> STUDENT MEMBERSHIP (\$50 per year): An individual currently enrolled on a full-time basis in an accredited school who is studying in the area of horticulture. Proof of full-time status must be submitted with application (e.g. a copy of current academic course schedule.) Anyone meeting the criteria for active or associate membership as previously described is not eligible for student membership. Non-voting member.	
<input type="checkbox"/> MUNICIPAL/INSTITUTION MEMBERSHIP (\$275 per year)			

ONE YEAR'S DUES MUST ACCOMPANY THIS APPLICATION, INCLUDING REQUIRED ITEMS

The MGIA is a not-for-profit Equal Opportunity Organization. The MGIA does reserve the right to reject or accept membership applications for any reason that is not violative of the Equal Opportunity clause.

Applicant's Signature _____ Date _____

Credit Card: ☐ MasterCard ☐ Visa ☐ AmEx Credit Card Number: _____

3-digit Code: _____ Zip Code: _____ Signature: _____ Exp. Date _____

Please note there is a 3% administrative fee for all credit card payments.

*Membership application must be submitted with Trade Show pre-registration or during onsite registration at the show to receive member rates.

37TH ANNUAL MGIA TRADE SHOW & CONVENTION PRE-REGISTRATION FORM



Pre-registration is recommended but not required. No refunds.

All pre-registrations MUST be received by Friday, February 16th!!

IN-PERSON REGISTRATION BEGINS AT 7:15 A.M. BOTH DAYS

All Admission tickets include one (1) complimentary drink ticket for the Show Floor Social Hour & Gift Raffle on Tuesday, March 5th from 4:30 p.m. - 5:30 p.m. ONLY.

**Pre-Register by
February 16th and
Save 10%!*
*Excludes 2-Day
Arborist Track**

Company Information

Company Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

Registration Fees (Please fill in attendee names and select level of registration)

Registration Fees (Please fill in attendee names and select level of registration)

ATTENDEE NAMES <i>Please include first and last names. List attendee email address below.</i> NO SUBSTITUTIONS, CHANGES OR DELETIONS. ALL SALES ARE FINAL.	FULL REGISTRATION <i>Includes both days of education plus both days of Trade Show</i>		1-DAY REGISTRATION <i>Includes One-day education & show. Please check (✓) day</i>		TRADE SHOW ONLY <i>Includes both days of Trade Show only plus parking</i>		ARBORIST 2-DAY TRACK <i>Includes both days of Trade Show</i>	TOTAL <i>Add totals at bottom of column</i>
	(MGIA-Member) \$149	(Non-Member) \$179	(MGIA-Member) \$125	(Non-Member) \$155	(MGIA-Member) \$35	(Non-Member) \$40	\$75 NOT ELIGIBLE FOR 10% DISCOUNT	
1. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED			SEATING IS LIMITED	
2. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				
3. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				
4. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				
5. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				
6. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				
7. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				
8. EMAIL: _____			<input type="checkbox"/> TUES <input type="checkbox"/> WED	<input type="checkbox"/> TUES <input type="checkbox"/> WED				

Payment Information - ALL PRE-REGISTRATIONS MUST BE RECEIVED BY FRIDAY, FEB. 16TH!

TOTAL COST:

****Note: We do not send confirmations for pre-registrations.**

ALL SALES ARE FINAL. PRE-REGISTERED NAME BADGES WILL BE MAILED OUT.

Number of Attendees (please list names above) _____ Today's Date _____

TOTAL \$ _____ less 10% discount if by Feb. 16th* ***Excludes 2-Day Arborist Track** _____ = GRAND TOTAL \$ _____

Enclosed ☐ Check ☐ Money Order (Payable to MGIA) ☐ Visa ☐ MasterCard ☐ Discover

Card#: _____ Exp. Date: _____ 3-Digit Code: _____

Billing Zip Code: _____ Signature: _____

Please note there is a 3% administrative fee for all credit card payments.

Please complete this form and send
along with payment to:

MGIA
30600 Telegraph Rd, Suite 3360
Bingham Farms, MI 48025

or email to: tiffany@landscape.org
or register online at:

www.landscape.org

LODGING INFORMATON: Hyatt Place Detroit/Novi at the Suburban Collection Showplace (Adjoining Hotel)

Host hotel for the MGIA Trade Show & Convention (46080 Grand River Avenue, Novi, MI 48374) • Ph: (800) 233-1234
novi.place.hyatt.com • Rate Code: G-MG24 • \$149.00 Single Occupancy Rate Includes Complimentary breakfast buffet.