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JANUARY 15–17, 2019
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SCHEDULE OVERVIEW

TUESDAY, JANUARY 15

7:30 a.m. – 4:00 p.m.
Pesticide Recertification (Categories A,E,F, and P available)

7:30 a.m. – 4:30 p.m.
PLT Relicensure

8:30 a.m. – 4:00 p.m.
NCMA Certification: Segmental Retaining Walls Installer Course – Level I/Basic

8:30 a.m. – 4:00 p.m.
Women in Leadership: Grow, Inspire, Lead

9:00 a.m. – 4:00 p.m.
SketchUp: A Workshop with Daniel Tal

9:00 a.m. – 4:00 p.m.
Weather and the Urban Landscape

4:00 p.m. – 6:30 p.m.
Trade Show Preview Party

6:00 p.m. – 8:30 p.m.
Green Industry Awards Celebration
(separate ticket required)

WEDNESDAY, JANUARY 16

7:00 a.m. – 8:30 a.m.
Free coffee in Lobby C (while supplies last)

7:30 a.m. – 8:20 a.m. Early Bird Session

8:30 a.m. – 9:45 a.m.
Opening Keynote *All attendees and exhibitors welcome!*

10:00 a.m. – 5:00 p.m.
Trade Show Open

10:00 a.m. – 11:00 a.m.
Concurrent Sessions

10:05 a.m. – 5:00 p.m.
Campfire, Sandbox, Climber's Corner, Tech Lab, and Inspiration & Innovation Theater Sessions

2:00 p.m. – 3:00 p.m.
MNRC Annual Meeting

2:00 p.m. – 4:10 p.m. Concurrent Sessions

Presented by the Minnesota Nursery & Landscape Association (MNLA) and the Minnesota Turf & Grounds Foundation (MTGF).



Disclaimer: Although every reasonable effort is made to provide the speakers, topics, and sessions listed, some changes or substitutions may occur. Speakers and sessions are subject to cancellation or changes up to and including the day the session(s) are scheduled to be held. Changes or cancellations are made at the discretion of MNLA/MTGF and may be done without notifying attendees. If sessions are changed or cancelled, no refunds should be expected. Submission of the registration form acknowledges acceptance of this provision.

THURSDAY, JANUARY 17

7:00 a.m. – 8:30 a.m.
Free coffee in Lobby C (while supplies last)

7:00 a.m. – 8:00 a.m.
MNLA Annual Meeting

7:00 a.m. – 8:00 a.m.
Early Bird Session

8:00 a.m. – 8:50 a.m.
Concurrent Sessions

9:00 a.m. – 4:00 p.m. Trade Show Open

9:05 a.m. – 10:05 a.m.
Concurrent Sessions

9:10 a.m. – 3:00 p.m.
Campfire, Sandbox, Climber's Corner, Tech Lab, and Inspiration & Innovation Theater Sessions

10:45 a.m. – 11:45 a.m.
MPSTMA Annual Meeting

12:00 p.m. – 1:00 p.m.
MAC Luncheon

12:30 p.m. – 1:30 p.m.
MGCSA Annual Meeting

2:30 p.m. – 3:20 p.m.
Concurrent Sessions

3:20 p.m. – 4:00 p.m.
Closing Keynote
All attendees and exhibitors welcome!

Trade Show Hours

Visit hundreds of exhibitors in a 198,000 square foot exhibit hall at Northern Green.

TUESDAY, JANUARY 15

Preview Party, 4:00 – 6:30 p.m.

WEDNESDAY, JANUARY 16

10:00 a.m. – 5:00 p.m.

THURSDAY, JANUARY 17

9:00 a.m. – 4:00 p.m.

ASSOCIATION MEETINGS

WEDNESDAY, JANUARY 16, 2019

- 2:00pm – MNRC Annual Meeting. Room 203.

THURSDAY, JANUARY 17, 2019

- 7:00am – MNLA Annual Meeting. Room 101FG.
- 10:45am – MPSTMA Annual Meeting. Room 101FG.
- Noon – MAC Luncheon. Lounge A.
- 12:30pm – MGCSA Annual Meeting. Room 101FG.



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MASTER CLASSES

Tuesday, January 15, 2019

***Generously
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Grow your skills as a green industry pro by attending one of the Master Classes on Tuesday of Northern Green week. Available with 1-Day, 2-Day, and 3-Day Registration options.

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PLT Relicensure

Instructed by Dave Ledo, Power Limited Training Services and John Eggleston, Federal Supply and Service First Irrigation

This class has been approved by the Minnesota Dept. of Labor & Industry (Course #20180466), and provides 8 hours of continuing education requirements for the Power Limited Training Licensure, including 2 hours of NEC Code and 6 hours of technical training, orientated specifically towards the landscape industry.



7:30 a.m. – 4:30 p.m.

Pesticide Recertification Workshop

This workshop meets the Minnesota Dept. of Agriculture (MDA) Commercial Pesticide Applicator Requirements for Category A (Core) and Category E (Turf and Ornamentals). Recertification for optional Categories F (Aquatics) and P (Vertebrate Pest) will also be offered concurrently as part of this workshop. Licensed applicators with Categories A and E who last attended a recertification workshop in 2017, and newly-licensed pesticide applicators in 2018, must attend an MDA-approved workshop by 12/31/2019. By attending the Pesticide Recertification track and completing the on-site attendance documentation, applicators will obtain recertification credit. For applicators to receive credit for Category F or Category P, they must attend the entire Pesticide Recertification track (Category A, E, and F or P) and complete on-site attendance documentation.

Important!

MDA has changed the way they track attendance at recertification workshops. MDA will scan your APPLICATOR card at the beginning and end of each workshop. To ensure you receive credit for attending, PLEASE bring your applicator card with you. If you do not have your card, go to the MDA website: <http://www2.mda.state.mn.us/webapp/lis/default.jsp>. Search your name and print out the web version of your card and bring it with you to the workshop.



Category F or P:
7:30–9:00 a.m.

**Categories A and E:
9:15 a.m. – 4:00 p.m.**

NCMA Certification: Segmental Retaining Walls Installer Course – Level I/Basic

Instructed by Dale Buker, County Materials, NCMA Certified Instructor

This 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. Those who successfully complete the classroom training and pass a written examination become certified as a Certified SRW Installer (CSRWI). This credential is highly valued by consumers and the program includes a wealth of valuable course information and reference material that attendees take back to work for implementation as money-saving and profit-making ideas.




8:30 a.m. – 4:00 p.m.

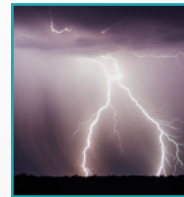
Weather and the Urban Landscape

*Presented by Lee Frelich and Dominic Petrella
from University of Minnesota; John Ball, South Dakota State
University; and Sven Sundgaard, KARE 11 Meteorologist*

As landscape managers, we have very little control over the impact weather has on the landscapes we manage. The weather seems to get more severe with each passing year, anything from increased rainfall rates in the summer, to extreme dryness in the fall, to the much-maligned polar vortex. The only real tool we have is to better educate ourselves on how such events impact the plants we manage. This class will discuss how turfgrass and trees react to drought, heat, and winter-related stresses. Presenters will provide ways to help manage our plants during strange and stressful weather patterns.



9:00 a.m. – 4:00 p.m.



9:00 a.m. – 4:00 p.m.

SketchUp: A Workshop with Daniel Tal

Presented by Daniel Tal, PlaceMaker

This one-day technology training class is focused on SketchUp - a 3D modeling computer program. Daniel Tal is a registered landscape architect with over 18 years of experience and a 3D modeling and visualization expert. The class will include the following:

- SketchUp and 3D modeling – Basic to Advanced
- Unmanned Aerial Vehicle; a.k.a. Drones and Landscape Architecture
- General Technology Trends and Landscape Architecture

This training is part lecture, part hands-on. It is recommended that participants have a working knowledge of SketchUp. To participate in the SketchUp hands-on tutorials, attendees must bring their own laptop computer, a 3-button mouse, and have a current version of SketchUp installed and ready to go.



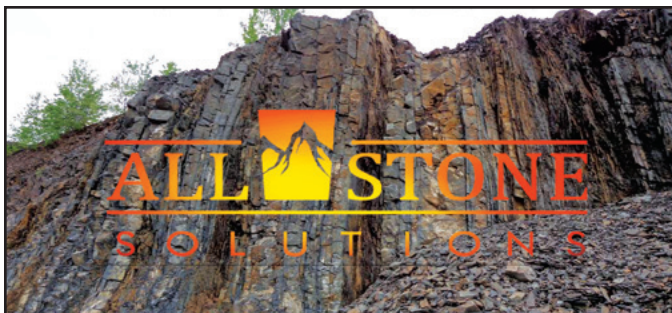
9:00 a.m. – 4:00 p.m.

Women in Leadership: Grow, Inspire, Lead

Women are taking the lead in many industries, including the green industry. Join us for a day devoted exclusively to green industry women. Jill Blashack Strahan, speaker, author and one of the nation's leading female entrepreneurs, will kick off the day with a motivational message about overcoming obstacles and using fear as a motivator. Teresa Thomas, speaker and networking expert, will discuss why and how to create meaningful professional connections and guide attendees through a speed networking activity, and Terri McEnaney, Bailey Nurseries, will share her global perspective on women in the green industry and discuss work/life balance. There will also be a panel discussion with women business owners, and an opportunity to receive advice on everyday challenges from industry peers. Whether you are a veteran or new to the industry, you will leave energized and connected.



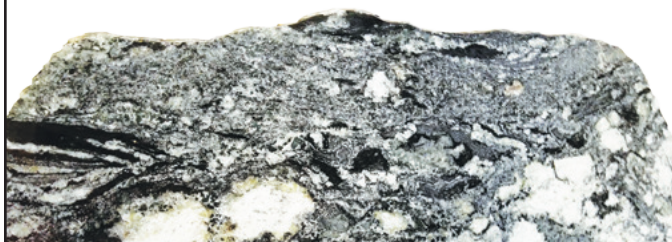
8:30 a.m. – 4:00 p.m.



All Stone Solutions cordially invites you to attend the unveiling of our Canadian Collection for outdoor living.

Featuring fire rocks, fire tables, bubblers, benches, camp stools, designer tables, and statuettes.

See you at the Northern Green in booth 1235!

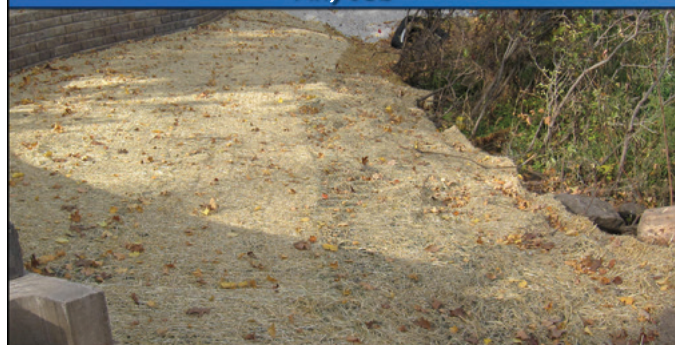


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7:30 AM **University of Minnesota Turf Research Update**
8:20 AM Brian Horgan, Eric Watkins

8:30 AM **OPENING KEYNOTE: Open Roads Open Minds:**
9:45 AM **An Exploration of Creative Problem Solving**
Steve Uzzell | Main Aud
All attendees and exhibitors welcome!

10:00 AM **Trade Show Open**
5:00 PM

10:00 AM **Will You Be in Business Next Year? Bidding & Estimating**
11:00 AM **for the Landscape Contractor** | Rich Lahren
Through the Eyes of a Plant Shopper | Bridget Behe
The Color of the Native Plant Palette and Other
Related Thoughts | Bob Lyons
Pressure Regulation for Irrigation Efficiency
Brent Mecham
Safety: It's All About the Z! | John Ball
So, You Want to Be a Meteorologist? Weather and
Your Golf Venue | Dr. Kevin Kloesel

10:00 AM **CEO PREMIUM CONTENT: Employee Development:**
12:00 PM **Creating a Career Path Model** | Jim Huston

10:05 AM **If You Seek Them, They Will Come**
10:35 AM Paul Zwaska, Theresa Bayrer | Innovation Theater
Pruning Tools & Gear
Nick Grebe | Lakeshore Campfire
Managing Landscape Spaces for Wildlife
Erica Hoaglund | Backyard Campfire

10:40 AM **Top 10 Container Combinations**
11:10 AM Megan Nichols | Innovation Theater
MNLA Certification Exam Study Tips
Certification Task Team | Lakeshore Campfire
Research for the Real World—The Year in Review
Jim Calkins | Backyard Campfire
TBG Safety Trailer Talk | The Sandbox

11:15 AM **Climbing Demo** | S&S Tree and Horticultural Specialists
11:45 AM Climbers Corner

11:15 AM **MN State Patrol Commercial Vehicle Inspection Demo**
12:15 AM The Sandbox

11:20 AM **Tree Diseases & Pests to Watch for in 2019**
11:50 AM Chad Giblin | Innovation Theater
Intro to Liquid De-Icing | Dave Voigt | Lakeshore Campfire
Professional Gardening Networking Group
Backyard Campfire

12:15 PM **Top 10 Grasses for Minnesota**
12:45 PM Mary Meyer | Innovation Theater
Marketing for the Beginner, Intermediate, and
Advanced Retailer | Bridget Behe | Lakeshore Campfire
Preparing for the PGA at TPC Twin Cities
Mark Michalski | Backyard Campfire
Deploying Drones in the Green Industry | The Sandbox

1:00 PM **Top 10 Perennials for Minnesota**
1:30 PM Mike Heger | Innovation Theater
Backflow for Irrigation
Brent Mecham | Lakeshore Campfire
How the New 20% Tax Write-Off Affects Pass-Through
Businesses | Copeland Buhl | Backyard Campfire

1:15 PM **Climbing Demo** | S&S Tree and Horticultural Specialists
1:45 PM Climbers Corner
Deploying Drones in the Green Industry | The Sandbox

1:45 PM **Top 10 Shrub Combinations for Minnesota**
2:15 PM Alan Branhagen | Innovation Theater
Park & Sports Turf Manager's Networking
Lakeshore Campfire
Landscape/Hardscape Contractor Networking Group
Backyard Campfire
TBG Safety Trailer Talk | The Sandbox

2:00 PM: MNRC Annual Meeting | Room 203

2:00 PM **Disasters in Hardscape Construction** | Rich Lahren
3:00 PM **Prune Trees Less, Train Trees More** | John Ball
Outstanding Herbaceous Plants: Your Rx for Long
Lasting Color in the Landscape | Bob Lyons
Irrigation System Inspections and Commissioning
Brent Mecham
Artscaping in Dry Stone: Delightful Curiosities:
A Visual Tour of Purpose-Built Enigmas | Dan Snow
Hack Your Course! Creating Scoring Tees™ for More
Fun, Revenue | Jan Bel Jan

2:00 PM **CEO PREMIUM CONTENT: Employee Development:**
4:10 PM **Creating a Career Path Model** | Jim Huston

2:20 PM **Walkabout: What's New in Lighting?**
2:50 PM Gerry De LaVega | Innovation Theater
Nursery Networking Group with special guest Leif
Knecht | Lakeshore Campfire
Drought-Resistant Turfgrasses and Management
Andy Hollman | Backyard Campfire

3:00 PM **Top 10 Roses for the Midwest**
3:30 PM David Zlesak | Innovation Theater
U of M Survey Results: How Pollinator-Friendly Is Your
Landscape? | Julie Weisenhorn | Lakeshore Campfire
Advance Your Site Design Process with Vectorworks
Landmark | Eric Gilbey | Backyard Campfire

3:10 PM **BFD: Boring Fungicide Details** | Janna Beckerman
4:10 PM **This Is a Good Sign** | Bridget Behe
Foodscaping for Sustainability | Brie Arthur
Container Root Pruning | Leif Knecht
Artscaping in Dry Stone: Examining the Process in
the Creation of One-of-a-Kind Stoneworks | Dan Snow
What's Your Handicap? Golf Courses and the ADA
Jan Bel Jan

3:15 PM **Pruning Demo** | S&S Tree and Horticultural Specialists
3:45 PM Climbers Corner
Deploying Drones in the Green Industry | The Sandbox

4:20 PM **Garden Center Display Tips & Tricks**
4:50 PM Innovation Theater
Managing Crews Using Technology
Lakeshore Campfire
Arborist Networking with special guest John Ball
Backyard Campfire
TBG Safety Trailer Talk | The Sandbox



Opening Keynote

Open Roads Open Minds

An Exploration of Creative Problem Solving

Steve Uzzell

WEDNESDAY 8:30 AM–9:45 AM | MAIN AUDITORIUM

Anyone who has had the good fortune to drive for any length of time on a true open road has experienced the remarkable mind-opening phenomenon that results: our imagination is released, and problems resolve quickly in solution. Why? Why does this ALWAYS work? Steve calls this effect the Spirit of the Open Road. As adults, the continuum of every day is spent solving problems, so... how DO we access the Spirit of the Open Road and turn it into an attitude for everyday problem solving? A 58-minute presentation with over 250 photographs from 44 of the United States and 11 other countries covers 10 key points of the process and much more.



Steve Uzzell

Steve Uzzell is an internationally renowned photographer and inspirational speaker. His photographic assignments have taken him to all 50 United States and 30 countries: from corporations, such as Boeing and IBM to more than 100 publications including National Geographic, Smithsonian and Time. As a speaker, he has taken his message

of creativity and the power of ideas to over 490 organizations, associations, corporations and colleges (in all 50 states and six countries, India and China among them) including the U.S. Naval Post Graduate School, Merrill Lynch, J.P. Morgan Chase, Northrop Grumman, HSBC, Marriott, BNY Mellon and Adobe.

Steve began his photography career as the assistant to the editor of National Geographic and a member of its photographic staff. He struck out on his own in 1975 and today spends six months of the year traveling the world for his photographic clients and the rest as a teacher and inspirational speaker. Along the way, Steve has published three books of his photography, and received 10 prestigious Communication Arts awards.

KEYNOTES
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Keynotes Supported by:



CEO TRACK

*Requires Wednesday Registration, plus paid premium upgrade.
Includes access to the CEO Lounge.*

WEDNESDAY, JANUARY 16, 2019 | ROOM 101 AB

CREATING A CAREER PATH FOR YOUR EMPLOYEES

PART 1: 10:00 AM - 12:00 PM

PART 2: 2:00 PM - 4:10 PM

In this workshop for CEOs, business owners and managers, Jim Huston introduces attendees to the process of creating a career path for their employees using the green industry job descriptions contained in his book. Plus, he also explains:

- Why creating a career path mentality for employees is so important.
- The benefits of creating a career path for your employees.
- How job descriptions are used as a foundation for creating a career path.
- The eleven major components contained in a good job description.
- The benchmarking concept of minimal supervision and why it is so important.
- Finding, training and keeping good people.
- Implementing simple incentive and bonus methods.
- The FBI concept of profiling and how it applies to developing a career path.
- Why attitudes determine your company's altitude and how to incorporate high-performance attitudes into your employees.
- How to measure performance both analytically and intuitively.

Attendees will be provided with numerous handouts and visual aids. Huston's book, audio book, and MS Word CD will be available for purchase.



Jim Huston

James R. Huston, MBA, CPE, has over thirty-five years of diverse business management experience and holds an MBA degree in finance. He is also a member of the American Society of Professional Estimators. He is a Certified Professional Landscape Estimator and he is one of only two such CPLE's in the world. As a Captain in the U.S. Marine Corps, he held positions in finance, aviation

supply inventory management and procurement. After his tour of duty, he became a senior production control analyst for the Electronics Division of General Dynamics. Since 1987, he has been a management consultant to the green industry. Early in his career, he was in charge of the consulting division for Charles Vander Kooi and Associates, Inc.; and in 1989 he formed J. R. Huston Consulting, Inc. Huston has written seven books and developed five software programs for the green industry.

CEO Track & CEO Lounge generously supported by:



WEDNESDAY SESSIONS

7:30 AM - 8:20 AM | AUDITORIUM 3

University of Minnesota Turf Research Update

Brian Horgan & Eric Watkins, University of Minnesota

This presentation will provide an update on the latest projects being conducted at the Turfgrass Research, Outreach, and Education (TROE) Center and in field settings throughout the state. Topics will include MGCSA member-driven research, low-input turfgrass species, cultivar evaluations results, breeding for winter hardiness, bee lawns, new approaches to turfgrass improvement, improving shade tolerance in grasses, roadside turfgrass research, fate and transport of nutrients and pesticides, and the Science of the Green Initiative.

8:30 AM - 9:45 AM | MAIN AUDITORIUM

Opening Keynote: Open Roads Open Minds: An Exploration of Creative Problem Solving

Steve Uzzell, Photographer, Speaker, Author

See page 9 for a full description of the opening keynote session.

10:00 AM - 11:00 AM | AUDITORIUM 1

Will You Be In Business Next Year? Bidding & Estimating for the Landscape Contractor

Rich Lahren, Hebron Brick Landscaping

This session will cover the business end of bidding and estimating costs for the professional landscape contractor. Understanding the importance of covering depreciation, fixed costs, and labor costs for the long run. It also will include writing up proposals, contracts, and change order processes.

3 EASY WAYS TO REGISTER!

① ONLINE

Visit www.NorthernGreen.org to register at your convenience, 24/7.

② MAIL

Use the registration form in the Advance Program, or download from www.NorthernGreen.org and send your registration and payment by mail to the address listed.

③ FAX

Use the registration form in the Advance Program or download from NorthernGreen.org and fax back to 651.633.4986 with payment.

Receive a discount on registration when you register by January 4! Plus, members of the following associations receive a \$20 discount: MNLA, MGCSA, MPSTMA, MAC, MASMS, MSA, MTA, and MTSC.

Don't forget that when you register by December 20th, your badge will be mailed to you in advance. If you register between December 21-January 4, you will be able to utilize self-check-in onsite.

Questions? Contact the Northern Green office for assistance at 651.633.4987.

10:00 AM - 11:00 AM | AUDITORIUM 2

The Color of the Native Plant Palette and Other Related Thoughts

Bob Lyons, University of Delaware

Herbaceous plants have a prominent position within plant selection strategies for creating cultivated, sustainable landscapes. Whether annual, perennial, or somewhere in between, these plants have continued to attract widespread attention by gardeners and commercial landscapers alike for their flowering and/or foliage features. Perhaps no other time in the history of herbaceous plant cultivation have we witnessed such a plethora of new and different plant choices in the marketplace, providing pleasant challenges for any gardener planning a new garden or enhancing those already existing. Color, site suitability, cost, and life cycle have frequently dominated most anyone's decision process, and now species nativity has experienced a heightened value in making one's selection.

A wide array of suitable native species and derived cultivars will be discussed in this presentation, highlighting those plants with qualities that are frequently considered colorful and visually appealing by landscapers and gardeners alike. Attention will also be given to highlighting and discussing aggressive natives and the sensible inclusion of non-native, non-invasive plants that contribute to successful landscape performance, visual interest, and function within a low maintenance philosophy.

Making smart plant selection decisions with an open mind will be stressed throughout this presentation.

10:00 AM - 11:00 AM | AUDITORIUM 3

So, You Want to Be a Meteorologist? – Weather and Your Golf Venue

Dr. Kevin Kloesel, University of Oklahoma

Severe weather in the U.S. is unique, and short-fused, high impact weather hazards can strike any venue at any time. This presentation will provide an overview of common weather hazards at venues and emphasize the need for severe weather planning. Emergency planning for weather hazards is key to keeping those that play and work on the courses safe. This presentation will outline the dangers of leaving weather decisions in the hands of clubhouse managers, as well as the dangers that exist to those that work to keep the venue in playing shape.

10:00 AM - 11:00 AM | 102 DEF

Pressure Regulation for Irrigation Efficiency

Brent Mecham, Irrigation Association

Improper pressure for sprinklers causes poor performance, whether it is too little pressure or excessive pressure. In this seminar, we will focus on excess pressure. We will consider the options available to regulate pressure for the entire sprinkler system, for an individual zone control valve or at the individual sprinkler. Excess pressure is the silent water waster and an easy problem to remedy to improve sprinkler performance and water use efficiency.

10:00 AM - 11:00 AM | 101 CDE

Safety: It's all about the Z!

John Ball, South Dakota State University

The new Z133 standard is out and this provides us with the guidelines to safely perform arboricultural operations. This session will cover the most common tree worker incidents and the standards, when followed, that could have prevented them.

SIP SOME COFFEE AND MAKE THE CONNECTIONS YOU NEED TO BUILD YOUR BUSINESS.



Join your industry colleagues for a free cup of coffee in Lobby C each morning of Northern Green (while supplies last).

GENEROUSLY SUPPORTED BY:



10:00 AM - 11:00 AM | 102 ABC

Through the Eyes of a Plant Shopper

Bridget Behe, Michigan State University

Ever wonder what some of your customers are thinking? Ever wish you could get inside their head for a few minutes to discover what they are thinking? Bridget Behe's consumer research has focused on understanding what shoppers are looking at which tells us what they are thinking. In this session, she will share some findings about plant shoppers and how to apply these results to your retail operation to better connect to consumers.

10:00 AM - 12:00 PM | 101 AB

CEO Premium Content: Employee Development – Creating a Career Path Model

Jim Huston, J.R. Huston Consulting, LLC

See page 9 for a full description of the CEO Track.

10:05 AM - 10:35 AM | INNOVATION THEATER

If You Seek Them, They Will Come

Theresa Bayrer and Paul Zwaska, Beacon Athletics

A discussion on the recruitment of the next generation of sports field groundskeepers and crew members. Where to look for them, how to spark their interest, and how to inspire and mentor them on to success.

10:05 AM - 10:35 AM | BACKYARD CAMPFIRE

Managing Public Spaces for Wildlife

Erica Hoaglund, MN Dept. of Natural Resources

When we plant trees, shrubs, and flowers, we are also building homes for a whole community of animals. In this campfire session, we will discuss the design and management of landscapes with the goal of providing wildlife habitat.

10:05 AM - 10:35 AM | LAKESHORE CAMPFIRE

Pruning Tools & Gear

Nick Grebe, Branch and Bough Tree Service & Landscape Care

This session with Nick Grebe, ISA Certified Arborist, will discuss modern pruning tools and their common uses.

10:40 AM - 11:10 AM | INNOVATION THEATER

Top 10 Container Combinations

Megan Nichols, Tonkadale Greenhouse

Walk through 10 easy-enough container designs with Megan Nichols. Gather ideas and recipes to provide interest and enjoyment. Go beyond the usual container garden with creative yet approachable plant pairings.

10:40 AM - 11:10 AM | LAKESHORE CAMPFIRE

MNLA Certification Exam Study Tips

John Moe, CP, Bachman's, Inc.; Steve Wilde, CP, Bachman's, Inc.

Members of the MNLA Certification Task Team will provide information on the MNLA Certification Exam, including exam study tips. Make this campfire session your first step to becoming an MNLA Certified Professional in 2019!

10:40 AM - 11:10 AM | BACKYARD CAMPFIRE

Research for the Real World: The Year in Review

Jim Calkins, MNLA Foundation Research Information Director

Since its humble beginnings, the nursery and landscape industry has benefited from research activities designed to increase our basic understanding of plant science and how the application of that knowledge can be used to enhance the success and profitability of the green industry. Clearly, green industry professionals have a vested interest in nursery and landscape research and continue to benefit from such efforts. With this relationship in mind, the MNLA Foundation included a focus on research in its strategic work plan, adopted in 2011, and has been sharing nursery and landscape research-based information with the MNLA membership since January 2012 under the moniker "Research for the Real World."

This session will highlight the current trends in green industry research and some of the research findings that have been reported during the past year. It will also provide an opportunity for MNLA members to comment and provide input on this MNLA Foundation initiative.

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WEDNESDAY SESSIONS (continued)

11:20 AM - 11:50 AM | INNOVATION THEATER

Tree Diseases and Pests to Watch for in 2019

Chad Giblin, University of Minnesota

This session will cover a number of diseases and insect pests that practitioners should watch for in 2019. Many are the usual suspects and others may be new on the scene. Join Chad Giblin for a fun, informative, and interactive session to hone your skills in time for the 2019 growing season. This session will cover disease and pest diagnostic tools, as well as control measures for each.

11:20 AM - 11:50 AM | LAKESHORE CAMPFIRE

Intro to Liquid De-Icing

Dave Voigt, Voigt Smith Innovation

Intro to Liquid De-Icing is a general outline on the liquid de-icing process. This informational discussion will touch on the chemistry behind process, application rates and methods, and the efficiency and adaptability of liquids in the upper Midwest.

11:20 AM - 11:50 AM | BACKYARD CAMPFIRE

Professional Gardening Networking

Connect with and learn from your industry peers at a networking session during Northern Green. You never know who you will meet there!

12:15 PM - 12:45 PM | INNOVATION THEATER

Top 10 Grasses for Minnesota

Mary Meyer, University of Minnesota

What are your top 10 grasses for landscaping? New grasses are being introduced every year. Are they hardy and will they work in the upper Midwest? Find out Mary Meyer's favorites for 2019!

12:15 PM - 12:45 PM | LAKESHORE CAMPFIRE

Marketing for the Beginner, Intermediate, & Advanced Retailer

Bridget Behe, Michigan State University

Depending on where your retail operation is in its development, marketing needs can vary. Bridget Behe has tailored this session to

help beginner, intermediate, and advanced retailers up their game, improve their profits, and better connect to consumers.

12:15 PM - 12:45 PM | BACKYARD CAMPFIRE

Preparing for the PGA Tour at TPC Twin Cities

Mark Michalski, TPC Twin Cities

Michalski will provide an overview of how the 3M Open came to be and the work required to ready the golf course for the world's best players.

1:00 PM - 1:30 PM | INNOVATION THEATER

Top 10 Perennials for Minnesota

Mike Heger, Ambergate Horticultural Consulting

Perennials offer a vast array of choices for northern landscapes. This session will highlight Mike Heger's top choices for this area. Heger will discuss some perennials that are already well known and generally available, and also touch on several "sleepers" that deserve greater usage.

1:00 PM - 1:30 PM | LAKESHORE CAMPFIRE

Backflow for Irrigation

Brent Mecham, Irrigation Association

When is backflow protection required and what types of backflow prevention devices are used for irrigation systems? This session will look at the appropriate uses of the various backflow devices and minimum requirements that must be met to comply with codes.

1:00 PM - 1:30 PM | BACKYARD CAMPFIRE

Tax Update: How the New 20% Tax Write-Off Affects Pass-Through Businesses. Should You Become a C Corporation?

Sean Hauenstein & Jeremy Thompson, Copeland Buhl & Company PLLP

The recently enacted tax bill provides for a 20% deduction for owners of S Corporations, partnerships and sole proprietors. In this session, they will discuss the basics of change and pitfalls that come along with it. The new tax bill permanently reduces the corporate tax rate to 21%. These experts will explain why your pass-through status may still have a lower tax rate.

1:45 PM - 2:15 PM | INNOVATION THEATER

Top 10 Shrub Combinations for Minnesota

Alan Branham, Minnesota Landscape Arboretum

This "Top 10" session will feature top ten favorite shrubs with companion plants that can help create innovative and memorable combination plantings. Cultural requirements, how they function in the landscape, and the beauty they create will all be discussed. A few options for each will be depicted to inspire personal creativity. All four seasons of ornamental appeal will be included to reflect our spirit of place.

1:45 PM - 2:15 PM | LAKESHORE CAMPFIRE

Park and Sports Turf Managers Networking

MPSTMA members and friends are invited to gather and catch up with industry peers on the Northern Green trade show floor. Theresa Bayrer, Paul Zwaska, and Chip Osborne will be special guests, and will share in the informal discussion.

1:45 PM - 2:15 PM | BACKYARD CAMPFIRE

Landscape Contractor/Hardscape Contractor Networking

Connect with and learn from your industry peers at a networking session during Northern Green. You never know who you will run into there!

NEW TO NORTHERN GREEN?

FREE GIFT FOR FIRST-TIMERS!



Are you planning to attend Northern Green for the first time? If so, we're glad you'll be there! In fact, we'd love to give you a free gift just because you decided to join us. Be sure to stop by the Welcome Center in Lobby B to turn in the ticket you received with your name badge to receive your free gift. We'd also like to say "hello," give you a New Attendee Tip List, and answer any questions you may have.

2:00 PM - 3:00 PM | AUDITORIUM 1

Disasters in Hardscape Construction

Rich Lahren, Hebron Brick & Block

Join Rich Lahren for this eye-opening session of what can go wrong with a hardscape project, how to fix a failed installation, and how to deal with the customer. Lahren will also discuss setting realistic goals with the client, the required maintenance of a hardscape, and the discussion of warranties or call-backs.

2:00 PM - 3:00 PM | AUDITORIUM 2

Artscaping in Dry Stone: Delightful Curiosities – A Visual Tour of Purpose-Built Enigmas

Dan Snow, Dan Snow Stoneworks

Ancient ruins, solid geometry, and geologic formations have inspired and informed the creation of Snow's contemporary stoneworks. His handcrafted sculptures partner with garden and nature to express new ideas in the open-air. A select number of projects from the USA, Canada, and Northern Europe will be displayed and discussed, highlighting their relationship to art, craft, and environment.

2:00 PM - 3:00 PM | AUDITORIUM 3

Hack Your Course! - Creating Scoring Tees™ for More Fun, More Revenue

Jan Bel Jan, Jan Bel Jan Golf Course Design, Inc.

Does your golf course fit the golfers you want to retain and attract? The length and set up of your golf course affects the customer base for your facility. Learn about creating a new golf course within your existing course. Discussion will center around how you can help course leaders make the decision to create greater flexibility in your courses, what it takes to create and maintain those courses "on the ground," how programs to use the new courses can improve member/player satisfaction and course revenue, and how the programs may be used to gain new members and their families.

2:00 PM - 3:00 PM | 102 DEF

Irrigation System Inspections and Commissioning

Brent Mecham, Irrigation Association

With landscapes and irrigation systems becoming more scrutinized for the resources that they use, many green building standards and programs now include provisions for irrigation system inspections and perhaps commissioning. What is the difference? What is expected from the contractor? This seminar will discuss both aspects and what you need to do to be prepared to comply.

2:00 PM - 3:00 PM | 102 ABC

Outstanding Herbaceous Plants: Your Rx for Long-Lasting Color in the Landscape

Bob Lyons, University of Delaware

Color, color, color has been the guiding mantra for gardeners and commercial landscapers alike for over a decade. Subscribing to this mindset has led to an enthusiastic use

of colorful plant materials in garden/landscape design and an expectation that brilliant color be present continuously. Designing to meet the demands of this style may sound challenging, but not if you know the wide array of ornamental plants that will help you realize your goals. This talk will expose and highlight herbaceous plants, both brand new and tried and true, that have long-lasting flowers, eye-catching foliage, unique ornamental features, and a great potential for striking impact in the garden with an emphasis on maximizing color for as long as your hardiness zone will permit.

2:00 PM - 3:00 PM | 101 CDE

Prune Trees Less, Train Trees More

John Ball, South Dakota State University

Pruning is probably the most common treatment we apply to trees, and we would do less if we trained trees better from the start. This session will cover the standard for training trees in the landscape and explain the importance of this often overlooked practice.

2:00 PM - 4:10 PM | 101 AB

CEO Premium Content: Employee Development – Creating a Career Path Model

Jim Huston, J.R. Huston Consulting, LLC

Jim Huston will continue the discussion on employee development, and delve deeper into how CEOs, business owners, and managers can create a career path model for their employees. See page 9 for a full description of the CEO Track.

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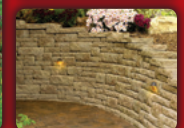
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WEDNESDAY SESSIONS (continued)

2:20 PM - 2:50 PM | INNOVATION THEATER

Walkabout: What's New in Lighting?

Gerry De LaVega, Terra Dek Lighting

The Northern Green Walkabout is back for 2019! This year the walkabout is focused on lighting. Join Gerry De LaVega, TerraDek Lighting, as he leads the group through the tradeshow floor, visiting exhibitors to learn what's new in landscape lighting.

2:20 PM - 2:50 PM | BACKYARD CAMPFIRE

Drought Resistant Turfgrasses and Management

Andrew Hollman, University of Minnesota

With the increase in variable weather patterns, the upper Midwest is seeing an increase in temperature and duration without rainfall. As turfgrass managers, how can we reduce our water use through proper turfgrass selection and management of our sites? This session will discuss differences in species' water use and the importance of proper mowing and irrigation to help turfgrass survive periods of drought.

2:20 PM - 2:50 PM | BACKYARD CAMPFIRE

Nursery Networking with Special Guest Leif Knecht

Connect with and learn from your industry peers at a networking session during Northern Green. Leif Knecht, Knecht Nurseries & Landscaping, Inc., will be a special guest and lead discussion on container production techniques.

3:00 PM - 3:30 PM | INNOVATION THEATER

Top 10 Roses for the Midwest

David Zlesak, University of Wisconsin - River Falls

David Zlesak will highlight 10 of the strongest performing roses for our upper Midwest climate. Different commercial categories of roses will be highlighted, along with basic care of roses. With the great diversity of plant habits, bloom color, and fragrance found in roses, they can fill many landscape niches.

3:00 PM - 3:30 PM | LAKESHORE CAMPFIRE

U of M Survey Results: How Pollinator-Friendly Is Your Landscape?

Julie Weisenhorn, University of Minnesota

Raising people's awareness is the first step to improving our landscapes for pollinator health and habitat. A survey by University of Minnesota Extension's Julie Weisenhorn gives us a glimpse into how people rate their home landscapes as pollinator friendly.

3:00 PM - 3:30 PM | BACKYARD CAMPFIRE

Advance Your Site Design Process with Vectorworks Landmark

Eric Gilbey, Vectorworks

Vectorworks Landmark software offers industry-leading tools geared toward streamlining landscape design/build professionals' workflows. With landscape-specific features, such as an extensive plant database, irrigation tools with automated system design, hardscapes, landscape areas, as well as resource libraries that include furniture, outdoor equipment, and lighting, Landmark enables you to create, model, and present with one application. While built-in worksheets enable fast estimates and take-offs, designers can also easily create high-quality sketch-style, artistic and photorealistic renderings, which will help you sell your ideas and the job.

3:10 PM - 4:10 PM | AUDITORIUM 1

Foodscaping for Sustainability

Brie Arthur, Brie Grows

Managing landscapes in a sustainable manner is an important aspect for the future of green industry products and services. Soil science is at the heart of this discussion, as Arthur explains how microbial activity is the catalyst for healthy plants, thus reducing insect and disease pressure. The best bio control and organic products are featured to arm attendees with sustainable land management strategies. Learn about a wide range of pollinators and the plants you need to sustain their life cycles while creating a purposeful landscape that meets the needs of our ever-changing environment.

3:10 PM - 4:10 PM | AUDITORIUM 2

Artscaping in Dry Stone: Examining Process in the Creation of One-of-A-Kind Stoneworks

Dan Snow, Dan Snow Stoneworks

Reverse engineering the process of completing a work in dry stone reveals the steps that made it unique. Snow will break down recent projects into the elements that shaped them. Site potential, material availability, guide fabrication, craft standards, and personal motivation are blended into, and balanced for, each distinct work.

3:10 PM - 4:10 PM | AUDITORIUM 3

What's Your Handicap? Golf Courses and the ADA

Jan Bel Jan, Jan Bel Jan Golf Course Design, Inc.

Did you know that about six million people who play golf have a disability or impairment? That 22% of those with disabilities played golf before incurring their disability but are not playing now? That the USGA and R&A have updated "A Modification to the Rules of Golf for Golfers with Disabilities"? Discover background and best practices that will benefit your golf course, as well as the largely underserved community of golfers with disabilities.

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Session handouts are available
on the Northern Green app or
on www.NorthernGreen.org.

HANDOUTS



3:10 PM - 4:10 PM | 102 CDE

BFD: Boring Fungicide Details

Janna Beckerman, Purdue University

Boring Fungicide Details are a BFD. Now that I have your attention, let me explain: Understanding the details allows you to determine the right fungicide to use and when to use it to effectively manage diseases on trees and shrubs. We'll discuss the most common diseases and their management, with a focus on fungicides. If that isn't a BFD, I don't know what is.

3:10 PM - 4:10 PM | 102 DEF

Container Root Pruning

Leif Knecht, Knecht's Nurseries & Landscaping, Inc.

Specially designed and constructed air root pruning pots have been used by growers more and more to produce proper root structure and reduce the formation of circling roots that could compromise or even kill the tree. In this session, Leif Knecht will discuss how Knecht's Nurseries has perfected the use of air root pruning pots, and how their customers are seeing the results in trees that grow vigorously right from planting day and for decades to come.

3:10 PM - 4:10 PM | 102 ABC

This Is a Good Sign

Bridget Behe, Michigan State University

Signage for garden retailers is essential to successful marketing and merchandising. Bridget Behe will share research findings to

help you reconsider how you make signs, what you include on signs, and how to more effectively relate to consumers.

4:20 PM - 4:50 PM | INNOVATION THEATER

Garden Center Display Tips & Tricks

How do you keep garden center displays looking innovative and fresh at the end of a long, hot summer? This session will feature MNLA garden center members Tonkadale, Bachman's, and Sargents on 2nd sharing their display and merchandising tips, tricks, and strategies to keep customers returning during the lull between summer and fall.

4:20 PM - 4:50 PM | LAKESHORE CAMPFIRE

Managing Crews Using Technology

How do you manage your crews? There are many options available today to utilize technology to positively impact your customer's experience and operational efficiency. Let's talk about how using this technology can impact your business.

4:20 PM - 4:50 PM | BACKYARD CAMPFIRE

Arborist Networking with Special Guest John Ball

Connect with and learn from your industry peers at a networking session during Northern Green. John Ball, South Dakota State University, will be a special guest and will share in the informal discussion.



GREEN INDUSTRY AWARDS CELEBRATION

TUESDAY, JANUARY 15, 2019, 6:00 PM
INNOVATION & INSPIRATION THEATER
Ticket price: \$40


A joint effort by MNLA and MTGF, this event features a giant rear-projected screen, fantastic food, cash bars, and lots to celebrate! We'll recognize a number of deserving individuals and companies for their service to the green industry, their research, their excellence in landscape and sports field work, for receiving and sponsoring scholarships, and for completion of the Green Industry Leadership Institute.

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7:00 AM: MNLA Annual Meeting | 101 FG

7:00 AM
8:00 AM **No-Mow Fine Fescues** | Zach Reineking

8:00 AM
8:50 AM **Perennial Garden Design with Affection and Planting Through Self Discovery, Part 1** | Roy Diblik
Bandon Dunes: Managing Fine Fescue for Links Golf
Ken Nice
The Importance of Tree Diversity | Kris Bachtell
The Foodscape Revolution | Brie Arthur
Creating a Succession Mindset | Terri Wilcox
Understanding the Difference Between Organic and Synthetic Fertilizers | Chip Osborne

8:00 AM
10:00 AM **INTERACTIVE TRACK—The Right Tools & Technology for Efficiency Onsite** | Frank Bourque

9:00 AM
4:00 PM **Trade Show Open**

9:05 AM
10:05 AM **Perennial Garden Design with Affection and Planting Through Self Discovery, Part 2** | Roy Diblik
Stay One Step Ahead of Customers: 2019 Garden Center Trends | Katie Dubow
Stormwater BMPs: Keys to Successful Installation & Maintenance | Bryan Pynn
Trees and Shrubs for Northern Climates | Philip Ronald
Natural Turf Management: Choices and Challenges
Chip Osborne
Fine Fescue Discussion Panel
Zach Reineking, Ken Nice, Jake Schmitz, Mark Michalski, Jeff Johnson, Sam Bauer and Matt Cavanaugh

9:10 AM
9:40 AM **Top Performing Annuals for Minnesota**
Steve Poppe | Innovation Theater
Top 10 Green Industry Contract Issues
Patrick McGuinness | Lakeshore Campfire
Wanted Dead or Alive: Invasive Insects Posing a Threat to Minnesota | Marissa Strelfel | Backyard Campfire
TBG Safety Trailer Talk | The Sandbox

9:45 AM
10:15 AM **Tree Planting Best Practices**
Gary Johnson | Innovation Theater
Perennial Disappointment: Root Rot
Janna Beckerman | Lakeshore Campfire
Horticultural Therapy
Heidi Heiland | Backyard Campfire
Deploying Drones in the Green Industry | The Sandbox

10:40 AM
11:10 AM **Next Gen Leadership, Pt. 1**
Steve Bench | Innovation Theater
Should You Leverage Facebook Live?
Katie Dubow | Lakeshore Campfire
Golf Course Case Study
Nick Folk | Backyard Campfire
TBG Safety Trailer Talk | The Sandbox

10:45 AM: MPSTMA Annual Meeting | 101FG

11:15 AM
11:45 AM **Climbing Demo** | S&S Tree and Horticultural Specialists
Climbers Corner

11:15 AM
12:15 AM **MN State Patrol Commercial Vehicle Inspection Demo**
The Sandbox

11:20 AM
11:50 AM **Next Gen Leadership, Pt. 2**
Steve Bench | Innovation Theater
How Can We Get More New Trees into the Marketplace?
Kris Bachtell | Lakeshore Campfire
Landscape Design Networking with special guest Roy Diblik | Backyard Campfire

12:00 PM: MAC Luncheon | Lounge A

12:15 PM
12:45 PM **Landscape Awards Presentations, Pt. 1**
Innovation Theater
Garden Center Networking with special guest Katie Dubow | Lakeshore Campfire
Introduction to the OSHA Silica Regulations
Tim Huinker | Backyard Campfire
Deploying Drones in the Green Industry | The Sandbox
Climbing Demo | S&S Tree and Horticultural Specialists
Climbers Corner

12:30 PM: MGCSA Annual Meeting | 101FG

1:00 PM
1:30 PM **Landscape Awards Presentations, Pt. 2**
Innovation Theater
Smart Controllers for Irrigation Systems
Russ Jundt | Lakeshore Campfire
Flower Grower Networking Meeting with special guest Steve Poppe | Backyard Campfire
TBG Safety Trailer Talk | The Sandbox

1:30 PM
3:20 PM **INTERACTIVE TRACK—The Right Tools & Technology for Setting Up Your Mobile Office** | Frank Bourque

1:45 PM
2:15 PM **Landscape Awards Presentations, Pt. 3**
Innovation Theater
Invasive Species/Noxious Weed Status Update
Jim Calkins | Lakeshore Campfire
Rhododendrons for a Rigorous Climate
Betty Ann Addison | Backyard Campfire

2:15 PM
2:45 PM **Pruning Demo** | S&S Tree and Horticultural Specialists
Climbers Corner
Deploying Drones in the Green Industry | The Sandbox

2:30 PM
3:00 PM **Protocol in Converting Turf to a Fully Organic Maintenance Schedule**
Chip Osborne | Innovation Theater
How to Prevent Aquatic Invasive Species
Kelly Pennington | Lakeshore Campfire
H-2 Works Visas: Trends and Immigration Compliance
Loan Huynh | Backyard Campfire

2:30 PM
3:20 PM **Weather Decision Triggers – A Hands-On Primer**
Dr. Kevin Kloesel
Managing Landscapes From a Pollinator Standpoint
Elaine Evans
Knowing your Customers: Results of the 2018 Retail Garden Center Customer Survey | Paul Hugunin
Landscape/Hardscape Tools and Technology | Panel
Irrigation Wire Locating and 2-Wire Troubleshooting
Eric Dixon
Using Trees and Shrubs to Conserve Energy
Jennifer Teegarden

3:20 PM
4:00 PM **Closing Keynote: The Work We Do**
Ted Schick | Innovation Theater



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THURSDAY SESSIONS

7:00 AM - 8:00 AM | AUDITORIUM 3

No Mow Fine Fescues

Zach Reineking, Erin Hills Golf Course

Fine fescue no-mow areas are a challenge to manage and that includes the vast acreage at Erin Hills. This talk will focus on the management strategies we use at Erin Hills to keep the no-mow areas looking their best throughout the year.

8:00 AM - 8:50 AM | AUDITORIUM 1

The Foodscape Revolution

Brie Arthur, Brie Grows

Brie Arthur has fine-tuned her signature design technique of foodscaping, a sustainable landscape practice that embraces beauty and utility. Working with public school systems and suburban developments, Arthur is changing the way green spaces are designed and utilized. Encouraging everyone to “think outside of the box” and learn how pairing edibles in a traditional ornamental landscape increases bio-diversity and adds purpose to everyday spaces. The best edible and ornamental plant combinations are featured to inspire attendees to create purposeful landscapes that engage people of all ages! Easy strategies are explained, including how to plant a bed edge to deter browsing mammals. This is a fast-paced, informative presentation that leaves attendees inspired and ready to foodscope!

8:00 AM - 8:50 AM | AUDITORIUM 2

Perennial Garden Design with Affection and Planting Through Self Discovery, Part 1

Roy Diblik, Northwind Perennial Farm

Simply choosing plants from character reference lists, plant catalogs and books, then basing their relationships on flower color, bloom time, and the awareness of simple site conditions can only produce plantings that favor the moment, the ribbon cutting. Their future becomes cloudy, their care and nurturing is business-based, and their decline inevitable. Diblik will share the importance of affection and the beauty of self-discovery in coming to know plants, creating intimate plant communities, and the joy of caring for perennial plantings. He will also focus on:

- The importance of our plants' growth rate and habit contributing to their placement together, and relating to their seasonal and

yearly developmental associations with each other.

- The gardener's inputs based on the gardens selected plant patterns within the overall plant community and their evolving relationships from year to year.
- Gardening practices over landscaping practices. Having the possibilities of health and beauty over neat and tidy.

Diblik will also consider the transformational time we are in within the horticultural industry, having the opportunity to become a plant-driven culture, raising the level of beauty, the health of soil, the thoughtful use of water, food and home for small creatures, and managing time and money.

8:00 AM - 8:50 AM | AUDITORIUM 3

Bandon Dunes: Managing Fine Fescue for Links Golf

Ken Nice, Bandon Dunes Golf Resort

Fine fescue can deliver high-quality playing conditions, but require careful management to be successful. This session will provide information on management of fine fescue greens and links.

8:00 AM - 8:50 AM | 102 CDE

Creating a Succession Mindset

Terri Wilcox, Resultants for Business, Inc.

It's hard to think of someone replacing you. What happens if a key person leaves your company today? What happens if two of your top leaders retire close to the same time? Succession applies not only to you, but to everyone in the organization. Today's war on talent is forcing us to change our perspective. Building your bench should be a fluid, continuous momentum versus a reaction that happens when one of your best gives notice. Succession has become one of today's major business strategies and is as important as recruiting new hires. This presentation will focus on building a succession mindset:

- Find out how you can leverage “replacing yourself” for the good of the company without compromising your position.
- Learn about the Hub & Spoke Concept and how it can disrupt your business.
- View succession as a strategy that builds value vs. scrambling last minute to replace.
- Learn how using a simple plan can turn your succession efforts into part of your everyday culture.

8:00 AM - 8:50 AM | 102 DEF

The Importance of Tree Diversity

Kris Bachtell, Morton Arboretum

Strong tree diversity is our best protection to help avoid catastrophic losses due to pandemic disease and/or insects. Minnesota's urban landscapes is dominated by three genera: Acer (Maple) >20%, Picea (Spruce) >18%, Fraxinus (Ash) >15%. The invasive pest, Emerald Ash Borer, will change this - but not for the better. Increased tree diversity is critically important. You will leave this session with a new list of tree options for your use.

8:00 AM - 8:50 AM | 102 ABC

Understanding the Difference Between Organic and Synthetic Fertilizers

Chip Osborne, Osborne Organics

The source of nitrogen, the mode of action, and the way these fertilizers work are different in organic and synthetic fertilizers. We will talk about turfgrass nutrition, as well as soil health, and how the use of organic fertilizers promotes both in a cost-effective, long-term strategy. As organic fertilizers contribute to the health of the microbial biomass, the turfgrass system improves in overall health.

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INTERACTIVE TRACK

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THURSDAY, JANUARY 17, 2019 | ROOM 101 AB

THE RIGHT TOOLS AND TECHNOLOGY TO TRANSFORM YOUR LANDSCAPE OR HARDSCAPE BUSINESS

Technology is changing the way the green industry does business. Learn about the tools and technology that will increase your efficiency and business profits, no matter if you are a beginner or if you are already running a multi-million-dollar company.

PART 1: THE RIGHT TOOLS & TECHNOLOGY FOR EFFICIENCY ONSITE | 8:00 – 10:00 AM

In this high impact morning session, you will learn the habits, tools, and technologies that are used by highly effective teams, field leaders, and crews. Get the latest information regarding the best industry habits and tools that can increase your efficiency, productivity, and profits as a landscape and hardscape company. This session focuses on several industry leaders/company case studies and how they created award-winning companies.

PART 2: THE RIGHT TOOLS & TECHNOLOGY TO SET UP YOUR MOBILE OFFICE | 1:30 – 3:20 PM

You will spend the afternoon learning how to integrate technology and mobile applications into your business to set up your mobile office and increase productivity, efficiency, and profits with your teams. You will learn about available options to design, track, monitor, communicate, advertise, share and access information more easily at anytime from anywhere.



**Frank
Bourque**

Frank Bourque is an award-winning hardscape professional, speaker, writer, consultant, and entrepreneur with an extensive background in business, landscaping and hardscape construction. His knowledge and experience have allowed him to coach various types of organizations in sales, customer service, installation practices, peak performance and efficiency strategies. He has been a part of the green industry for more than 20 years as a business owner, working in various sectors including retail, landscape management and landscape design/construction. Frank offers coaching and conferences at some of the largest contractor events throughout the U.S. and Canada such as Hardscape North America, GIE Expo, and Landscape Ontario Congress. He is the host of Hardscape Live in Toronto and a certified ICPI & NCMA instructor.



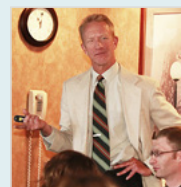
Closing Keynote

The Work We Do

Ted Schick, Schick Corporate Learning

THURSDAY, 3:20–4:00 PM | INNOVATION THEATER

We spend nearly 40% of our lives working. And let's face it – our work, to some degree, *defines who we are*. In this fun and engaging closing keynote, we will look at our work, our motivation and what we need to flourish every day. We'll examine the roots of our professionalism, as well as how to cultivate our teams, so they can grow and blossom. We will close with how to till our own soil, taking care of us as we tend to our health and well-being. A perfect way to close our conference as we anxiously wait for spring (and we will be waiting for a while more).



Ted Schick

Residing in Duluth, MN, Ted is a corporate trainer, professional speaker and consultant with his own business, Schick Corporate Learning. A retired naval officer who rose up from the enlisted ranks, Ted has over 30-years' experience leading people.

With over 20 years in teaching, Ted holds a BA Business from the University of Wisconsin, Madison, a teaching certificate from Bemidji State University, and Master of Education from the University of Minnesota, Duluth.

Ted is a member and past president of the Lake Superior Chapter of the American Society of Training and Development located in Duluth, MN.

Ted is active in his community with 13 years on the Spirit Mountain Ski Patrol and volunteering with local animal humane societies such as Animal Allies in Duluth and Friends of Animals in Cloquet. Ted is also part of the Cloquet Rotary and Mentor Duluth. In his "spare" time, he has been a stand-up comedian, teaches Boot Camp fitness classes in the Twin Ports and is an accomplished triathlete.

KEYNOTES
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Keynotes Supported by:



THURSDAY SESSIONS (continued)

8:00 AM - 10:00 AM | 101 AB

Interactive Track: Right Tools & Technology for Efficiency Onsite

Frank Bourque, Greenmark Landscaping & Development, Inc.

In this high impact session, you will learn the habits, tools, and technologies that are used by highly effective teams, field leaders, and crews. See a full description of the Interactive Track on page 17.

9:05 AM - 10:05 AM | AUDITORIUM 1

Trees and Shrubs for Northern Climates

Philip Ronald, Jeffries Nurseries LTD

Dr. Ronald will discuss the challenges of landscaping in northern zones and the impact of climate, soils and pests on long-term plant survival. Proven tree and shrub introductions for our region will be showcased, including some personal favorites. This presentation will also address the concept of edible ornamentals.

9:05 AM - 10:05 AM | AUDITORIUM 2

Perennial Garden Design with Affection and Planting Through Self Discovery, Part 2

Roy Diblik, Northwind Perennial Farm

This session is a continuation of the 8:00 AM session on Perennial Garden Design with Affection and Planting through Self Discovery.

9:05 AM - 10:05 AM | AUDITORIUM 3

Fine Fescue Discussion Panel

Sam Bauer, Bauer Turf; Jeff Johnson, The Minikahda Club; Mark Michalski, TPC Twin Cities; Ken Nice, Bandon Dunes Golf Resort; Zach Reineking, Erin Hills Golf Course; Jake Schmitz, Olympic Hills Golf Club. Moderator: Matt Cavanaugh, Rush Creek Golf Club

The Thursday morning golf sessions have been dedicated to fine fescues and their use on two very different golf courses. Zach Reineking of Erin Hills and Ken Nice of Bandon Dunes will be part of



A limited number of discounted room rates have been secured for Northern Green 2019 at the hotels below. **Space and discounted rates are limited at each hotel, so book early to get your first choice.** Listed prices are single/double rate.

HILTON MINNEAPOLIS - \$109

1001 Marquette Avenue South
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HYATT REGENCY MINNEAPOLIS - \$115

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HOLIDAY INN EXPRESS & SUITES - \$99.95

225 South 11th Street
Minneapolis, MN 55403
Reservation Line: 612-341-3300

a panel discussion, along with other local superintendents, providing their perspectives on topics such as long term maintenance, grow-in of fine fescues, and the use of fine fescue sod. This panel discussion will include questions from the moderator, Matt Cavanaugh, as well as an open question session from the audience. Bring your questions and concerns about fine fescues and their use on your golf course. Your questions will surely be answered!

9:05 AM - 10:05 AM | 102 ABC

Natural Turf Management: Choices and Challenges

Chip Osborne, Osborne Organics

In this talk, we will discuss things that are happening to begin to move the industry towards adopting alternative practices. Pesticide regulation, more awareness of pesticide issues by the general public, and the desire to remove pesticides from parks and sports turf are driving discussion towards alternatives. This talk will address the larger issue, and then present some solutions for moving in a more natural direction.

9:05 AM - 10:05 AM | 101 CDE

Stay One Step Ahead of Customers – 2019 Garden Center Trends

Katie Dubaw, Garden Media Group

Why should you care about trends? It's simple. Trends drive consumers and consumers drive sales. This year, Northern Green is the place to watch for emerging trends. Since 2001, Garden Media Group has been 'trend watching.' Join global trendspotter, Katie Dubow, and learn how to apply new research and inside information to help you grow your business and stay relevant. When you're ahead of the curve, your company becomes a trendsetter and you become the go to place for what's new – whether you are a retailer, breeder or grower.

9:05 AM - 10:05 AM | 102 DEF

Stormwater BMPs: Keys to Successful Installation and Maintenance

Bryan Pynn, Washington County Conservation District

Stormwater BMPs are simple in concept, but complicated in their successful installation and establishment. This session will cover effective construction and maintenance techniques and discuss proper material selection for key stormwater BMPs (bioretention, infiltration basins, and swales).

9:10 AM - 9:40 AM | INNOVATION THEATER

Top Performing Annuals for Minnesota

Steve Poppe, University of Minnesota - Morris

One of the largest and most impressive displays of annual flower varieties and cultivars in the upper Midwest is at the University of Minnesota West Central Research and Outreach Center (WCROC) Horticulture Display Garden in Morris, MN. The Garden features impressive displays of the newest annual flower cultivars from plant breeding companies around the world. Cultivars are grown from seed, or are vegetatively propagated in the greenhouse, and later transplanted into the Garden in late May. Only the highest rated cultivars earn the distinction of a Top Performing Annual for Minnesota.

9:10 AM - 9:40 AM | LAKESHORE CAMPFIRE

Top 10 Green Industry Contract Issues

Patrick McGuiness, Zlmen & McGuiness, PLLC

Join attorney Patrick McGuiness to find out what the biggest green industry contract issues are. No matter what segment of the green industry your company serves, you need to make sure your contracts

protect you. Learn about mechanic's liens, subcontractor clauses, the 3 day right of rescission, how a contract should handle disputes, and more!

9:10 AM - 9:40 AM | BACKYARD CAMPFIRE

Wanted: Dead or Alive. Invasive Insects Posing a Threat to Minnesota

Marissa Streifel, Minnesota Dept. of Agriculture

This presentation will highlight the invasive insects that pose a threat to Minnesota. We will begin by reviewing the biology of these invasive insects including the risk they pose to our natural resources. The signs, symptoms, and damage of each insect will also be discussed. The session will conclude with a discussion of what role we can play in reducing the spread of invasive insects and identifying new infestations.

9:45 AM - 10:15 AM | INNOVATION THEATER

Tree Planting Best Practices

Gary Johnson, University of Minnesota

Planting trees seems like such a simple, intuitive task and yet, so many trees that die prematurely are at least partially linked to being planted incorrectly. Follow us through the latest research on best planting practices, review and dispel some common planting myths, and reflect back on some time-tested practices that are still some of the best.

9:45 AM - 10:15 AM | BACKYARD CAMPFIRE

Horticultural Therapy

Heidi Heiland, Heidi's Lifestyle Gardens/Heidi's GrowHaus

While everyone benefits from touching soil and plants, the practice of horticultural therapy takes healing a step further. Learn the specific objectives and measurable outcomes that can be achieved by employing horticultural therapy.

9:45 AM - 10:15 AM | LAKESHORE CAMPFIRE

Perennial Disappointment: Root Rot

Janna Beckerman, Purdue University

What you can't see can hurt your bottom line. Root rots are under- or mis-diagnosed, and as a result, not given the respect they deserve. This talk focuses on the major root rot pathogens with a focus on their cultural and chemical management.

10:40 AM - 11:10 AM | BACKYARD CAMPFIRE

The Decorah Edge: Capturing Drainage Water for Use at Rochester Golf & Country Club

Nicholas Folk, Rochester Golf & Country Club

In this session, the water reuse system created at Rochester Golf & Country Club that collects water from various areas and reuses it as irrigation water will be discussed. Several issues were solved at once by combining a new irrigation system, above/below ground drainage system and construction of a new practice facility into one project. This provides the golf course with less ground (well) water usage annually, drier playing surfaces, drought protection, reduced low area flooding and a much more efficient use of electricity while irrigating the golf course.

10:40 AM - 11:10 AM | LAKESHORE CAMPFIRE

Should You Leverage Facebook Live?

Katie Dubaw, Garden Media Group

Video isn't going anywhere, and neither is Facebook. Learn why this

powerful platform is a must for any marketing strategy and how you can use it.

10:40 AM - 11:50 AM | INNOVATION THEATER


Next Gen Leadership

Steve Bench, Generational Consulting, LLC

Today's workplace is at a generational crossroads unlike any other time in our nation's history. As the baby boomers ride off into the retirement sunset, Generation X is left to manage an empowered Millennial Generation raised with a new set of attitudes and expectations about their work-life balance. Steve Bench tackles stereotypes and builds understanding through a fun and humorous approach that will energize your group and get people talking!

"Next Gen Leadership" focuses on the different generations over time and engages everyone in the discussion by building understanding of who we are, how we were raised, and how we view "work" as a part of our identity. Bench will discuss management styles and your work culture, from the perspective of a millennial employee. Learn ways to build a work culture that is attractive to young professionals, and learn management strategies to engage millennial talent with leadership opportunities to keep them from leaving!

Adulthood has changed and millennials are no longer defined by our careers, but rather our lifestyles - so how do you find young leaders when it seems they may not be as committed to their career as previous generations? This session will provide insight and answers!



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THURSDAY SESSIONS (continued)

11:20 AM - 11:50 AM | LAKESHORE CAMPFIRE

How Can We Get More New Trees into the Marketplace?

Kris Bachtell, Morton Arboretum

How can we be more successful in getting new kinds of trees into nursery production and ultimately available to the consumer? This is an important, timely issue if we are going to increase landscape tree diversity. Let's talk about it.

11:20 AM - 11:50 AM | BACKYARD CAMPFIRE

Landscape Design Networking with Special Guest Roy Diblik

Connect with and learn from your industry peers at a networking session during Northern Green. Roy Diblik, Northwind Perennial Farm, will be a special guest and will share in the informal discussion.

12:15 PM - 12:45 PM | INNOVATION THEATER

Landscape Awards Presentations, Part 1

Learn about this year's MNLA Landscape Awards from the people behind the project. You'll see a presentation using the photos submitted with the entry, and hear the details behind the plan from those who executed it. Award-winning landscapes offer innovation and inspiration for all green industry professionals. Part 1 of 3.

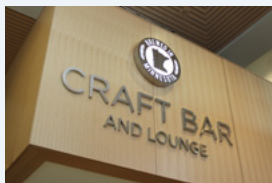
12:15 PM - 12:45 PM | LAKESHORE CAMPFIRE

Garden Center Networking with Special Guest Katie Dubow

Connect with and learn from your industry peers at a networking session during Northern Green. Katie Dubow, Garden Media Group, will be a special guest and will share in the informal discussion.

MINNEAPOLIS HAS A BIT OF FUN AROUND EVERY CORNER

Whether you frequently visit Minneapolis or you're visiting for the first time, you'll be able to find something fun to keep you entertained. Even within the walls of the Minneapolis Convention Center, you will find the Craft Bar and Lounge, a great area to network, enjoy a bite to eat, grab a drink, and relax. In addition, here are a few activities to consider after hours.



- **LIKE SPORTS?** Take in a Timberwolves home game on Friday, January 18 versus the Spurs at 7:00pm at the Target Center.
- **MUSIC AFICIONADO?** Check out the calendar for the Dakota Jazz Club, First Avenue & the 7th Street Entry, and the Shout House for live performances.
- **FABULOUS FOOD AND DRINK?** Check in with the folks at Meet Minneapolis at their booth in the lobby at Northern Green. If you tell them your cuisine of choice, they will make recommendations and even make a reservation for you on the spot.



12:15 PM - 12:45 PM | BACKYARD CAMPFIRE

Introduction to the OSHA Silica Regulations

Tim Huinker, Anchor Block

This session is an overview of what a contractor needs to know to be compliant with the new silica regulations. It will contain information on the new rule and information on how to become compliant with the new rule.

1:00 PM - 1:30 PM | INNOVATION THEATER

Landscape Awards Presentations, Part 2

Continue to hear about this year's MNLA Landscape Awards from the people behind the project. Part 2 of 3.

1:00 PM - 1:30 PM | BACKYARD CAMPFIRE

Flower Grower Networking with Special Guest Steve Poppe

Connect with and learn from your industry peers at a networking session during Northern Green. Steve Poppe, University of Minnesota - Morris, will be a special guest and will share in the informal discussion.

1:00 PM - 1:30 PM | LAKESHORE CAMPFIRE

Smart Controllers for Irrigation Systems

Russ Jundt, Conserva Irrigation

Today's high-tech world meets the 100-year-old irrigation industry. How can you blend the two successfully?

1:30 PM - 3:20 PM | 101 AB

Interactive Track: Right Tools & Technology to Set up Your Mobile Office

Frank Bourque, Greenmark Landscaping & Development, Inc.

Learn how to integrate technology and mobile applications in your business to set up your mobile office and increase productivity, efficiency, and profits with your teams. See a full description of the Interactive Track on page 17.

1:45 PM - 2:15 PM | INNOVATION THEATER

Landscape Awards Presentations, Part 3

Continue to learn the details behind the plan from those who executed it. Part 3 of 3.

1:45 PM - 2:15 PM | LAKESHORE CAMPFIRE

Invasive Species/Noxious Weed Status Update

Jim Calkins, MNLA Regulatory Affairs Manager

The continuing spread of Oriental bittersweet and Japanese hops in southeastern Minnesota, the ongoing damage caused by garlic mustard and common and glossy buckthorn across the state, the recent finds of Palmer amaranth in west-central Minnesota, the widespread outbreaks of wild parsnips over the past two years, the potential impacts of the brown marmorated stink bug, and concerns about Asian earthworms and the impact they may have on native ecosystems and green industry commerce are just a few examples of the growing threat of invasive species in Minnesota.

Take a few minutes to learn how plants and other organisms are assessed for possible inclusion on the Minnesota Noxious Weed List, gain a better understanding of how invasive species are regulated in Minnesota, and learn how noxious weeds are managed in the state, including the development of a statewide, specific weed management plan for Minnesota. This is also an opportunity to learn which landscape species are currently under review as

potential noxious weeds in the state and the species that have been identified for future review. These listings and regulatory activities have important implications for the environment and for the nursery and landscape industry, so be engaged and stop by to get the latest information and to share your thoughts on this important topic.

1:45 PM - 2:15 PM | BACKYARD CAMPFIRE
Rhododendrons for a Rigorous Climate

Betty Ann Addison, Gardens of Rice Creek

After rigorous trials, an array of evergreen rhododendrons have been selected that can be successfully grown in Minnesota. These hybrids and species are tolerant of cold, heat and neutral pH, with a modicum of their special needs met. Examples of their landscape uses from shade to sun, with their companion plants will be discussed.

2:30 PM - 3:00 PM | INNOVATION THEATER
Protocol in Converting your Turf to a Full Organic Maintenance Schedule

Chip Osborne, Osborne Organics

Chip Osborne will provide a visual step-by-step process showing the conversion of a conventional turf dependent upon synthetic fertilizers and pesticides to a fully organic managed program.

2:30 PM - 3:00 PM | BACKYARD CAMPFIRE
H-2A and H-2B Work Visas: Trends & Immigration Compliance
Loan Huynh, Fredrikson & Byron, P.A.

Come ask immigration attorney Loan Huynh of Fredrikson & Byron questions regarding any of the following:

- The current state of the H-2 Work Visa programs for the nursery and landscape industry employers
- H-2A and H-2B legislative updates
- Worksite enforcement issues under the H-2 programs
- Immigration updates for nursery and landscape employers

2:30 PM - 3:00 PM | LAKESHORE CAMPFIRE
How to Prevent Aquatic Invasive Species
Kelly Pennington, Minnesota Dept. of Natural Resources

How can you prevent the introduction and spread of aquatic invasive species in Minnesota? Kelly Pennington will describe how aquatic invasive species spread, and behaviors that people can take today to protect Minnesota's lakes and rivers.

2:30 PM - 3:20 PM | AUDITORIUM 1
Managing Landscapes From a Pollinator's Standpoint

Elaine Evans, University of Minnesota

Pollinators are critical to our health and the health of the world around us. Healthy landscapes for pollinators include flowers that provide food, as well as undisturbed areas for nesting habitat. Learn simple steps you can take to provide abundant food and healthy homes for pollinators in your landscapes.

2:30 PM - 3:20 PM | AUDITORIUM 2

Landscape/Hardscape Tools and Technology Panel

This panel session moderated by Scott Frampton, Landscape Renovations, will discuss the tools/technology local landscapers are using. We will discuss basic hardscape and landscape tools, and introduce you to new ones that you may want to think about adding to your tool box.

2:30 PM - 3:20 PM | AUDITORIUM 3

Weather Decision Triggers - A Hands-On Primer

Dr. Kevin Kloesel, University of Oklahoma

This presentation will build upon Wednesday's "Weather and Your Venue" talk by introducing the concept of weather decision trigger charts. In addition, there will be a discussion of the types of weather data available to manage decision-making, as well as the legal duty of care we all face to keep people in our organizations safe when hazardous weather strikes.

2:30 PM - 3:20 PM | 101 CDE

Knowing Your Customers: Results of the 2018 Retail Garden Center Customer Survey

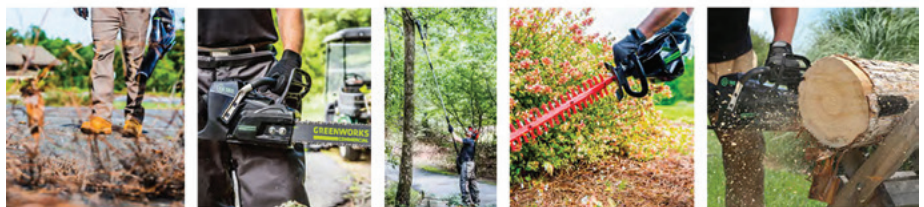
Paul Hugunin, Minnesota Dept. of Agriculture

More than 2,500 Minnesota garden center customers completed a detailed customer satisfaction survey after shopping at one of 33 garden centers throughout Minnesota last spring. Join Paul Hugunin as he discusses the key findings and what they mean for retail garden centers. Survey participants provided their age, amount of

(continued on next page)



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THURSDAY SESSIONS (continued)

purchase, distance they traveled to the garden center, social media habits, reasons for choosing to support their local garden center, and much more! We'll also discuss how results compare to a similar customer survey conducted five years ago.

2:30 PM - 3:20 PM | 102 ABC

Using Trees and Shrubs to Conserve Energy

Jennifer Teegarden, Minnesota Dept. of Natural Resources

Everyone wants to save money, right? Help your customers use trees and shrubs to reduce their cooling and heating cost. This session will provide strategic information on where to plant trees and shrubs, and the type of trees and shrubs to plant for energy savings. Also covered is planting trees correctly and providing maintenance so they grow healthy and provide years of energy savings.

2:30 PM - 3:20 PM | 102 DEF

Irrigation Wire Locating and 2-Wire Troubleshooting

Eric Dixon, Armada Technologies

This session will cover basic wire and valve locating, as well as ground fault locating. Troubleshooting 2-wire systems using a TDR unit will also be discussed.

3:20 PM - 4:00 PM | INNOVATION THEATER

Closing Keynote: The Work We Do

Ted Schick, Schick Corporate Learning

End Northern Green on a high note and attend this motivating closing keynote session! See page 19 for a full description.

**GROW PROFESSIONALLY
WITH CEUs**

Northern Green will once again provide you the opportunity to maintain many common green industry certifications and licensures. If you're looking to stay current, be sure to attend one of the following programs:

- Aquatics Recertification (category F) and Vertebrate Recertification (category P) will be available as part of the Pesticide Recertification Master Class on Tuesday.
- Pesticide applicator recertification (categories A & E) will be available as part of the Pesticide Recertification Master Class on Tuesday.
- Recertification for Power Limited Technicians will also be available as a Master Class on Tuesday.
- All sessions during Northern Green qualify for MNLA-CP recertification points.

Many other sessions will also qualify for CEUs from various organizations including: International Society of Arboriculture, ASLA-MN, Irrigation Association, APLD, MGCSA, MN Tree Inspector Recertification, and National Concrete Masonry Association. Each certified or licensed individual is responsible to determine which sessions meet each organization's differing requirements and to track them independently.



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A-1 Outdoor Power, Inc.	1832	Crysteel Truck Equipment, Inc.	447 Block
Accentual Lighting	1103	Curb Creations and Boulder Designs by Curb Creations	1537, 1636
Albert J. Lauer, Inc.	715, 717, 814, 816	Cushman Motor Company, Inc.	441 Block
Alert Distributing, Inc.	1507, 1509, 1606, 1608	Custom Remodelers, Inc.	1631
Algae Armor	1640	Dailey Data	1110
All Stone Solutions	1235, 1237, 1334, 1336	Ditch Witch of Minnesota & Iowa	1900, 1902, 1904
Alliance Outdoor Lighting/Evolution Polymeric Sand	1207	Doug's Power Equipment	1735
Alliance Designer Products	1501, 1600	Duininck Golf	1033, 1035
Alpha Professional Tools	1816	Dutchman Tree Spade	1420
Alta Falls & Pond Supplies	1121, 1123, 1220, 1222	Eco Works Supply	1021, 1120
Amcon Concrete Products	1217, 1316	Eden & Valders Stone	1717
American Lung Association in Minnesota	823	Edney Distributing Co., Inc.	1435, 1437, 1534, 1536, 1543, 1642
American Pressure, Inc.	1042, 1044	EnviroTech Services, Inc.	629
ANCOM Communications Inc./Midwest Radio Rentals	19	Eull's Manufacturing Co. Inc.	817, 916
Anderson Nurseries, Inc.	611	Evergreen Nursery Co., Inc.	815
Arborjet	1111	Excel Turf & Ornamental	1016
Armada Technologies	722	EZ Step-In Post & Product Line	607
Arrowhead Ornaments	1800	Fahey Sales Auctioneers & Appraisers	1112
Association of Professional Landscape Designers		Ferris Mowers	655, 657, 754, 756
- Minnesota Chapter (APLD-MN)	1306	Fiberbloxx	1330
Astleford International Trucks	1901 Block	Fond du Lac Stone	1734, 1736
B & B Hoffman Sod Farms, Inc.	706	Foster's, Inc.	708
B and B Bedding, Inc.	1309	Fredrikson & Byron, P.A.	1623
BFG Supply Co.	1627, 1629	Frost Inc.	1029, 1031
Bachman's Wholesale Nursery & Hardscapes	701 Block	Fury Commercial Truck Center	1443, 1445, 1447
Bailey Nurseries, Inc.	901 Block	Gerlach Outdoor Power Equipment, Inc.	1733
Baker Lake Nursery	704	Gertens Wholesale & Professional Turf Supply	728 Block & 729 Block
Bartlett Tree Experts	1105	Glacial Ridge Growers, Inc.	1114
Bayer Environmental Science	922	Global Glove & Safety	1209
Belgard	1415, 1417, 1514, 1516	Goodmark Nurseries, LLC	1127
Bluebird Nursery, Inc.	810	Gopher State One-Call	637
Borgert Products, Inc.	317, 416	Great Northern Equipment	1335, 1337, 1434, 1436
Bork Evergreens, LLC	712	Great Plains Pergolas	1305, 1307
Brave	1337	Greenius by LS Training	1136
Breezy Hill Nursery Inc.	602	Greenleaf Nursery Co.	201, 300
Bridgewater Tree Farms	615	GreenLife Supply	1126
Brown	1436	Greenscape Companies Inc.	516
Bullis Insurance Agency, LLC	301	Grove Nursery Center	601, 700
Burnham Companies	1402	Haag Companies Inc. DBA: Magnuson Sod, Schafer Equipment, Klier's Nursery & Landscape & Concrete Center	217, 316
CST Distribution, LLC	1601, 1700	Habitattitude	312
Carlin Sales/ProGreen Plus	1416	Halquist Stone	1321
Carlton Plants LLC	908	Happy Land Tree Farms, Inc.	1011
Cast Lighting LLC	1122	Hartman Companies Inc.	1441, 1540
CBIZ Insurance Services	1635	Hayward Distributing Co.	1835, 1837, 1934, 1936
Circle J Repair and Services LLC	1652, 1654, 1656	Healthy Ponds by Bioverse	941
Central Lakes College	Career Central 14, 15	Hedberg Supply	1201, 1203, 1300, 1302
Central Landscape Supply	1001 Block	Helena Chemical	1008, 1010
Central Power Distributors	1241, 1243, 1340, 1342	Hennepin Technical College	Career Central 1 and 2
Central Region Cooperative (DBA BCA Products)	836	Herc-U-Lift, Inc.	631, 633, 635
Central Turf & Irrigation Supply	1301, 1303	Herfort Norby Golf Course Architects	1027
Central Turf Farms	621, 623	Hiway Federal Credit Union	1920
Central Wisconsin Evergreens, Inc.	1115	Hoffman & McNamara Nursery and Landscape	812
Century Power Equipment	1737, 1834, 1836	Hoffman Bros. Sod, Inc.	409
Ceres Environmental Services, Inc.	1013	Holiday Stationstores	310
Cherokee Manufacturing	501, 600	Hotsy Minnesota	1544, 1546
Circle J Repair and Services LLC	1652, 1654, 1656	Hunter Industries	1221, 1223, 1320, 1322
Club Car Minnesota	1323, 1325	HYBELS, Bert. R., Inc.	912, 914
Contree Sprayer & Equipment Company, LLC	1212, 1214	Iseli Nursery, Inc.	400
County Materials Corp.	1533, 1535, 1632, 1634	J. Frank Schmidt & Son Co.	720
COWSMO, INC.	314	James M. King and Associates, Inc.	726
Coyote Landscape Products	1637	Jirik Sod Farm, Inc.	806
CreekSide Soils	1200	JME Companies/London Stone	1433, 1532
		John Deere Company	141 Block
		Johnson's Nursery, Inc.™	913
		Jokela Power Equipment, LLC	506, 508, 510
		Kafka Granite, LLC	1701
		Kankakee Nursery Co.	1801
		Kasota Stone Fabricators	1226
		Klaus Nurseries	909
		KLM Farms	606
		Kubota Tractor Corp./Niebur Tractor & Equipment, Inc.	741 Block
		LPA Retail Systems Inc.	714
		Lano Equipment, Inc.	841 Block
		Laurentian Monument Granite & Stone	1213, 1215, 1312, 1314
		LMN - Landscape Management Network	1231
		MIDC Enterprises	1234, 1236
		MTI Distributing, Inc.	921 Block
		M.H. Eby, Inc.	951 Block
		Magicturfs.com	625, 627
		Maguire Agency	707
		Massaging Insoles	1821
		Master Mark	1625
		McKay Nursery Company	1109
		MedicPad	1412
		Metal Pless	1643, 1645, 1647
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		Midwest Groundcovers, LLC	811, 813
		Midwest Landscapes	808
		Midwest Stihl	1409 Block
		Mike's Tree Company LLC	604
		Minnesota Dept. of Agriculture - Nursery & Export Unit	713
		Minnesota Dept. of Transportation - Office of Environmental Stewardship	1124
		Minnesota Equipment	351 Block
		Minnesota Sodding Company	837, 936
		Minnesota State Horticultural Society / Northern Gardener Bookstore	311 Block
		Minnesota Tile & Stone	1422, 1424
		Mississippi Topsoils, Inc.	915
		Monroe Truck Equipment	1329 Block
		MONROVIA	1202
		MOR Golf and Utility, Inc.	1327
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		New England Ladder Co. LLC	1012, 1014
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		Northern Family Farms	716
		Northern Salt Inc.	609
		Northland Monument	740
		Nuss Truck and Equipment	1841 Block
		On Site Companies	1715
		Oregon Pride Nurseries, Inc.	603
		Ostvig Tree Care	1400
		PACE, Inc.	1721 Block
		Par Aide Products Co.	934
		Peat, Inc.	809
		Plaisted Companies, Inc.	801 Block, 807
		Plantpeddler Inc.	825
		Plants Beautiful Nursery, Inc.	1015, 1017
		Plehal Blacktopping Inc.	932
		Premier Fence, Inc.	834
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		Prinsco	832
		PRO Landscape by Drafix Software	610

List is current as of October 30, 2018. For the most up-to-date listings, visit www.NorthernGreen.org, or download the Northern Green app.

TRADE SHOW HOURS
Tuesday, January 15:
PREVIEW PARTY
 4:00 p.m. – 6:30 p.m.

Wednesday, January 16
 10:00 a.m. – 5:00 p.m.
Thursday, January 17
 9:00 a.m. – 4:00 p.m.

Search our
**VENDOR
 DIRECTORY**

THE SHOWCASE GOES ON... Connect
 with these exhibitors all year long by visiting the
 Vendor Directory online at www.NorthernGreen.org.

ProBarrow	1335	Standard Golf Company.....	710	TURFCO.....	1128, 1130, 1132
Professional Turf & Renovation	1101	Stinger.....	1434	Twin City Seed Co.	1621, 1720
Proline Equipment	448	StoneWall Retaining Walls.....	617	Twisted Elements, Inc.....	1225, 1227
Promo Enterprises	1813	Stoneworks Architectural Precast	906	United Greenhouse Systems, Inc.	1040
Purple Wave Auction.....	742	Stuifbergen Bulb/Holland Beauty.....	402, 404	UFC Farm Supply	1707, 1709, 1806, 1808
Quality Forklift/Quality Equipment	1753 Block	Stumper Industries.....	1037	United Label & Sales	702
R.K. Nursery Products, Inc.....	613	Suburban Chevrolet.....	1727, 1729, 1731	University of Wisconsin - River Falls	Career Central 10
RDO Equipment Co.	1603 Block	Sun Gro Horticulture	1500	Van Essen Nursery Company.....	503
Rainbow Treecare Scientific Advancements.....	1245	Superior Tech Products.....	612, 614	Vectorworks, Inc.	1308
Ramy Turf Products	1135	Superior Turf Services Inc.....	1023, 1025	Versa-Lok Retaining Wall Systems	341, 343, 345
Red Magic Performance	1741, 1840	Sure-loc Aluminum Edging	1206	Versatile Vehicles, Inc./E-Z Go Golf Cars.....	1404, 1406
Reinders, Inc.....	924, 926, 928, 930	Sustane Natural Fertilizer, Inc.	1117, 1216	Voigt Smith Innovation	1641, 1740
Renewal by Andersen.....	1408	Sylva Corporation, Inc.	1401, 1403	Waconia Tree Farms LLC.....	1107
River Bend Industries	1137	Techo-Bloc Midwest Corp.	1817, 1916	Wagner Greenhouses, Inc.	1317
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Rosedale Chevrolet.....	1826, 1828, 1830	The Mulch Store/S.E.T. Inc.	1211	Willow Creek Paving Stones.com	440, 442, 444
RZ Mask.....	605	The Rock Stone & Landscape Supply.....	724	Wilson's Nursery, Inc.....	917
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SEK - Surebond.....	1426	Toro Irrigation	1304	Xcel Energy.....	1541
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SiteOne Landscape Supply	413, 415, 417	Trenchers Plus, Inc.	1131, 1133, 1230, 1232	YTS Companies, LLC.....	1703
SMSC Organics Recycling Facility	1941, 2040	Tri-State Bobcat, Inc.	541 Block	Ziegler CAT.....	1041 Block
Spring Touch Lawn & Pest Control Franchise.....	1134	Truck Utilities, Inc.	1449 Block	Zlimen & McGuiness PLLC Attorneys at Law.....	1917



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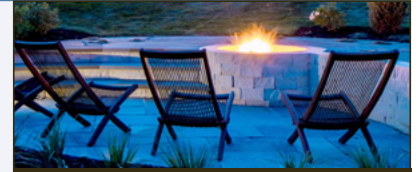
TRADE SHOW



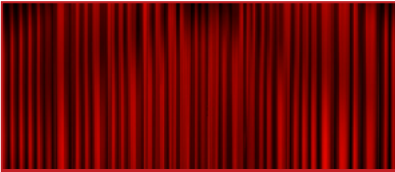
Lakeshore Campfire

CAMPFIRES: CONNECT + GROW ON THE GO

Campfires on the trade show floor are hubs for gathering and learning, but they're not your typical general session. These unique learning spaces include hosted discussions, trade show floor walkabouts, demonstrations, and more...



Backyard Campfire



Innovation & Inspiration Theater

INNOVATION + INSPIRATION THEATER

This theater, with a huge screen in the center of the action, hosts a variety of live events, including sessions focusing on next generation leadership, garden center merchandising, tree planting BMPs, presentations from Landscape Award recipients, and several "Top 10" plant lists! Plus, featured interviews, video highlights, and educational content all tailored specifically for green industry professionals.

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The Sandbox

THE SANDBOX

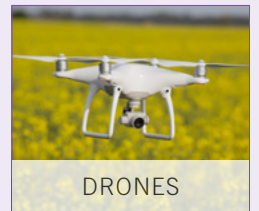
Safety should be your number one priority both as a company and individual. Join us at the portable TBG safety trailer to learn about everything from silica safety and PPE to utility locates and sun/weather protection! In addition, Minnesota State Patrol Commercial Vehicle Inspection Demo will also be featured in this area. We'll have a truck and trailer set up for the demo and a Minnesota State Patrol officer will be on hand to discuss the most frequent types of commercial vehicle citations and how to satisfy state and federal requirements. Bring your questions!



Tech Lab

TECH LAB (NEW LOCATION IN THE SANDBOX!)

Have you explored utilizing drones in your business? Current applications include evaluating tree structure, measuring turf health on golf courses and sports fields, surveying sites prior to landscape design, and taking photos and videos to use in sales efforts. Come hear from green industry companies using this technology, and experience the challenge of flying a drone for yourself through our fun obstacle course!



DRONES



Climber's Corner

CLIMBER'S CORNER

Stop by the Climber's Corner where Certified Arborists from S&S Tree & Horticultural Specialists will provide tree climbing and pruning demos.



Escape Room Challenge

ESCAPE ROOM CHALLENGE

Looking for a fun team building event that will challenge your industry knowledge during Northern Green? Visit the NEW mini-escape room on the trade show floor! Go online to www.NorthernGreen.org/EscapeRoom to sign up your team of up to 5 people for a 10-minute time slot and see if you can beat our landscape/golf/plant-themed puzzles. Will your crew have what it takes to escape? Come and find out!



Lots of inspiration and a bit of fun around every corner!



Tuesday, Jan. 15, 4:00–6:30pm

PREVIEW PARTY

Do you like to be first? The Northern Green Trade Show Preview Party is a chance for attendees of Tuesday Master Classes, anyone holding a Northern Green name badge, or customers with a special invitation directly from their supplier to get a sneak peek into the trade show before it officially opens! Yes, you can be first! There will be free appetizers, cash bars, a poker run and a keg crawl throughout the show floor during this happy hour affair.



Supported by:



"X" MARKS THE SPOTS

While you're visiting with Northern Green exhibitors, you also have a chance to find treasure. Simply follow the treasure map on the card available outside the trade show entrance and dig up booth personnel at each participating booth to sign your card. Then, drop off the completed card in the big drum in Lobby C to be entered into a drawing to win fabulous prizes!

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OSTVIG TREE CARE



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CONNECT OVER LUNCH*

There's so much to do at Northern Green that you won't want to miss a beat. Grab a FREE lunch gift card to use at the trade show concessions or café on Wednesday and keep right on conducting business with vendors or learning something new.

**Available to the first 1,800 attendees.*

Supported by:



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northerngardener® BOOKSTORE

Just heard a great speaker? Head on over to the Northern Gardener Bookstore located in **BOOTH 311** on the trade show floor to pick up their latest book. What's more, the author may even be there to sign it! The bookstore will be open during trade show hours, so stop by and pick up your next great read to continue learning long after Northern Green is over.



Stop by Career Central in **LOBBY B** to access a variety of career-related information and services. Plus, recruit employees using the job boards to help your organization thrive.

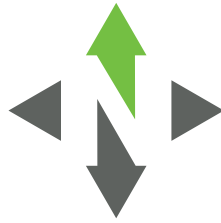
- Engage in one-on-one conversations with educators or students.
- Learn about continuing education opportunities.
- Browse open positions by industry segment.
- Post your open positions and collect resumes.

The App Is Back!

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- Organize your schedule.
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- Lighten your load – no need to carry around anything more than your mobile device.





NORTHERN GREEN
WHERE OUTDOOR PROS CONNECT + GROW

REGISTRATION OPTIONS

FEATURES	3-Day (Tue–Th)	2-Day (Tue/Wed)	2-Day (Wed/Thur)	2-Day (Tue/Thur)	1-Day (Tue)	1-Day (Wed)	1-Day (Thur)	Tues. + Trade Show (Wed/Thur)	Trade Show Only (Wed/Thur)	Student (Wed/Thur)	3-Day Student (Tue–Th)
PRE-REGISTER MEMBER <i>(ON OR BEFORE JAN. 4, 2019¹)</i>	\$327	\$228	\$168	\$228	\$159	\$99	\$99	\$194	\$35	\$40	\$199
PRE-REG. NON-MEMBER	\$347	\$248	\$188	\$248	\$179	\$119	\$119	\$214	\$40	\$40	\$199
REGISTER ONSITE MEMBER <i>(JAN. 15-17, 2019)</i>	\$427	\$328	\$268	\$328	\$259	\$199	\$199	\$294	\$45	\$50	\$209
REG. ONSITE NON-MEMBER	\$447	\$348	\$288	\$348	\$279	\$219	\$219	\$314	\$45	\$50	\$209
Choice of 1 Tuesday Master Class	✓	✓		✓	✓			✓			✓
Wednesday Concurrent Educational Sessions	✓	✓	✓			✓				✓	✓
Thursday Concurrent Educational Sessions	✓		✓	✓			✓			✓	✓
Tuesday's Trade Show Preview Party	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
All exhibits/trade show pass	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Access to Wednesday's Free Lunch on the Trade Show floor ²	✓	✓	✓			✓		✓	✓	✓	✓
Access to Campfire mini sessions on the trade show floor	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Access to The Sandbox, Tech Lab, and Escape Room Challenge	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Access to sessions in Innovation & Inspiration Theater	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓

+ UPGRADES & EXTRAS

PRE-REGISTRATION PRICE

ONSITE PRICE

GREEN INDUSTRY AWARDS CELEBRATION TICKET (Tuesday)	\$40		\$40*	
PREMIUM WEDNESDAY UPGRADE: CEO TRACK - Creating a Career Path <i>Requires Wed. Registration Above - Includes exclusive access to CEO Lounge!</i>	Member: \$79	Non-Member: \$99	Member: \$99	Non-Member: \$109
PREMIUM THURSDAY UPGRADE: INTERACTIVE TRACK - Tools & Tech for Efficiency <i>Requires Thurs. Registration Above</i>	Member: \$79	Non-Member: \$99	Member: \$99	Non-Member: \$109

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¹ Name badges will be mailed to those who register by December 20th...no waiting in line! Those who register between December 21st and January 4th will receive an email with their badge information. Bring the emailed badge information with you to the show and visit one of our **Self Check-In** kiosks in Lobby B or C to print your badge.

² Available to the first 1,800 attendees on Wednesday.

*A limited number of tickets are available on-site.

More information about Northern Green at WWW.NORTHERNGREEN.ORG.

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PRE-REGISTRATION FORM

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JANUARY 15-17, 2019

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 toll-free: 888-886-6652 Roseville, MN 55113

☑ Pre-register on or before Dec. 20 to receive badges in the mail. The deadline for pre-registration is Jan. 4, and all who pre-register between Dec. 21 and Jan. 4 have the option to utilize Self Check-In on site. If you miss the Jan. 4 deadline, you must register on site Jan. 15-17, 2019. After your information is entered in our system, you will receive a confirmation email to the address provided.

1 COMPANY INFORMATION

2 MEMBERSHIP (check all that apply): ☐ MNLA ☐ MGCSA ☐ MPSTMA ☐ MAC ☐ MASMS ☐ MSA ☐ MTA ☐ MTSC

(Membership discounts cannot be credited after you have submitted a registration form. Membership will be verified.)

Primary Contact (badges will be mailed to) _____ Address _____ Phone _____

Company _____ City _____ State _____ ZIP _____ Email _____

3 COMPANY SEGMENT (check all that apply): ☐ Arborist ☐ Cemetery ☐ Flower Grower ☐ Garden Center ☐ Gardening Services ☐ Golf Course ☐ Hardscape Installer ☐ Irrigation Contractor ☐ Landscape Contractor ☐ Landscape Designer or Landscape Architect ☐ Landscape/Lawn Management ☐ Nursery Grower ☐ Parks/Recreation ☐ School Grounds ☐ Sod Grower ☐ Sports Turf ☐ Student ☐ Supplier ☐ Tree Care Services ☐ Other

4 ATTENDEE REGISTRATION

(Pre-Register on or before Jan. 4, 2019)

	3-Day (Tue-Th)	2-Day (Tue/Wed)	2-Day (Wed/Thur)	2-Day (Tue/Thur)	1-Day (Tue)	1-Day (Wed)	1-Day (Thur)	Tues. + Trade Show (Wed/Thur)	Trade Show Only (Wed/Thur)	Student (Wed/Thur)	3-Day Student (Tue-Th)
Pre-Register MEMBER	\$327	\$228	\$168	\$228	\$159	\$99	\$99	\$194	\$35	\$40	\$199
Pre-Register NON-MEMBER	\$347	\$248	\$188	\$248	\$179	\$119	\$119	\$214	\$40	\$40	\$199

For each attendee, fill in Name, Email, Job Code, and if they are a 1st time attendee. Then, place a checkmark in the circle to indicate the registration selection & indicate the # of their Master Class as applicable.

JOB CODES: A Owner/Corporate Official C Grounds Supervisor/Manager E Sales Representative G Government or Academic
 B Manager/Foreman D Landscape Designer F Employee H Student

MASTER CLASSES (MC) 1 PLT Relicensure 3 NCMA Certification: SRW Installer 5 SketchUp
 2 Pesticide Recert. (A, E, F, P) 4 Weather and the Urban Landscape 6 Women in Leadership

	JOB CODE:											
Name: _____		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email: _____	1 st Time? <input type="checkbox"/>	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)
Name: _____		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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Name: _____		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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Name: _____		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email: _____	1 st Time? <input type="checkbox"/>	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)	(MC)

5 + UPGRADES & EXTRAS

	Member	Non-Member	Attendee Subtotal:
GREEN INDUSTRY AWARDS CELEBRATION TICKET (Tuesday)	\$40	\$40	\$ _____
Attendee #1: _____ Email: _____			
Attendee #2: _____ Email: _____			
PREMIUM WEDNESDAY UPGRADE: CEO TRACK - Creating a Career Path - Requires Wed. Registration Above	\$79	\$99	
Attendee #1: _____			
Attendee #2: _____			
PREMIUM THURSDAY UPGRADE: INTERACTIVE TRACK - Tools & Tech for Efficiency - Requires Thurs. Registration Above	\$79	\$99	Extras Subtotal:
Attendee #1: _____			\$ _____
Attendee #2: _____			

6 METHOD OF PAYMENT ☐ Check enclosed (Make check payable to Northern Green) -OR- ☐ VISA ☐ Mastercard ☐ Discover

Grand Total:

\$ _____

Card Number _____ Exp. Month/Year _____ Name on Card _____

Card billing address (if different from company address above) _____ City _____ State _____ ZIP _____ Signature _____

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