Tropical Plant International Expo: Are You In?

Will Womack shares holiday cheer

FNGLA chapters offer certification training

Jack Payne extends a big welcome
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Built to Last
Features

Tropical Plant International Expo 2019

Getting Ahead Through Certification

Column: Jack Payne

Cherrylake Farm Races

Membership - Getting on the Inside Track

FNGLA Landscape Awards

FNGLA Industry Awards

FNGLA Annual Convention
Happy 2019! I hope everyone had a loving and wonderful holiday season.

Following the precedence established by FNGLA's jolly Christmas road warrior and Past President Billy Butterfield, I am happy to share FNGLA staff and member leaders had a fantastic time attending chapter holiday celebrations. Dinner boats, ugly sweaters, gift exchanges, countless toys and food for those less fortunate, and maybe a little eggnog, just scratches the surface of how our Association comes together and shares holiday cheer.

I have said before, I love our chapters! Visiting chapters is very likely my favorite part of serving as FNGLA President. This is especially true during the month of December. Thank you all for the kind hospitality, laughs and acts of kindness you bestow upon your communities.

Between all of the chapter parties, much was accomplished in December! FNGLA hosted Florida Agriculture Commissioner-elect Nikki Fried and several agricultural leaders and commodity groups. Fried shared some of her bold directives, such as she is encouraging Florida Department of Agriculture and Consumer Services (FDACS) staff to think “outside the box.”

And, despite her own admitted lack of agricultural experience, Fried promised to be a vigilant partner of ours. Congratulations, Commissioner-elect Fried and, as the largest segment of Florida agriculture, we look forward very much to working with you in 2019.

Speaking of politics and political leaders, the much contested and anticipated 2019 session is upon us. No matter your political stripes, I hope you learned just how important your vote, influence and, in some cases, contributions truly matter. Please continue your involvement and consider making our FNGLA-PAC stronger by donating funds. It really does make a difference.

And, compliments to FNGLA’s Tallahassee-based lobbyist Jim Spratt. Jim was chosen to serve on Governor-elect Ron DeSantis’ transition team on the environment. Thank you for all you do, Jim!

Lastly, as it relates to politics, let’s all metaphorically give a huge round of applause to FNGLA Past President Halsey Beshears. Governor-elect DeSantis named Halsey the Secretary of the Department of Business and Professional Regulation. We’re all so very proud of you, Halsey! Congratulations and “keep showing up.”

For those of you reading this at TPIE, “warmest welcome!” While others are shoveling snow and braving bitter cold, TPIE proudly showcases the very best in Florida’s tropical foliage, floral and indoor houseplants in welcoming South Florida. Eat your Wheaties, as you will navigate and enjoy over five acres of exhibit area with professional industry attendees topping 6,400 and buyers from over 50 countries! Thank you, staff, show chair and committee for making this TPIE event the immense success it continues to be.

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Get started today: www.fngla.org/certifications
PIE is your natural connection to the world of interior plants and tropical foliage. With more than 400 companies exhibiting at TPIE you’ll find the vendors for all of your plant-related needs. You’ll find hundreds of wholesale growers and living décor companies with an amazing variety of plants, finished gift items and buying programs.

TPIE makes it easy to find those companies whose products complement the selling and growing of plants, such as pottery, stone, moss, potting soils, pest controls, plant nutrition, equipment, transportation and business services.

Beyond the exhibits (which are worth the trip alone), TPIE offers an array of inspiring and educational displays, workshops and sessions to further build your business success and add to your professional expertise.

Attendees will be treated to more than 800 booths - all showcasing their brightest and best-selling plants, products and services.

Taking place January 15, the day prior to the start of the show, the TPIE Road Show offers two creatively designed tours showcasing Florida’s nursery and landscape industry. Attendees can choose to take part in either the Landscape Design Road Show, which offers an exploration of residential landscape designs and tropical gardens, or the Production Tour, which takes attendees to South Florida to explore four nurseries which feature interior and exterior tropical plant production facilities.

Kicking off the show’s Opening Session, international
trend analyst Christine Boland returns for the session, *The Principles of Progress*. Boland, of Trends & Mindsets, based in Amsterdam, is one of TPIE’s most popular and relevant speakers.

Taking a global view of societal concerns and emotions, Boland explains why consumers are attracted to certain styles, designs and products in response to progressions in society. Her presentations are informative, significant and beautiful as she shows examples of design elements, colors, textures, fabrics and more to inspire your own creative response.

“If you know what is going on in the world and how it affects people, you can translate this into social trends, fashion trends, retail trends and consumer trends in general – and products which anticipate these,” Boland says.

TPIE’s Opening Session takes place at 9 a.m. Wednesday, January 16.

With his engaging and enthusiastic approach, Charles Hall, Ph.D, will share his expertise on economic trends in production and marketing at the Exceeding Expectations Session, *The Forecast for 2019: Bright Skies or Storm Clouds*, sponsored by the National Horticulture Foundation.

Hall has the ability to clarify complicated topics on strategic management, market outlook and financial analysis for the green industry. A native of North Carolina, Hall received his Bachelor’s degree in agricultural economics from the University of Tennessee in 1984 and his Master’s in ornamental horticulture and landscape design from the University of Tennessee in 1986. He earned his doctorate from Mississippi State
Industry design experts were given the challenge to take four of Christine Boland's emerging trends from the TPIE Opening Session and create displays which express these trends. Attendees are invited to see how specific colors, styles and forms can be used to appeal to today's consumer.

New in 2019 are four TPIE Interiorscape Workshops. Interiorscaping is on the up-swing with expanding services such as living walls, holiday decor, event decor and interior wellness gardens. Take advantage of the ideas and know-how offered via TPIE's slate of interiorscape classes. Registration is required. The cost to attend is $90 per session.

One of the most popular gathering places during the show is TPIE's Happy Hour, taking place from 5 – 6 p.m. Wednesday, January 16. Relevant conversations happen best in person and often, with a drink in your hand. It also helps to be outside enjoying the mild winter temperatures of Fort Lauderdale. You never know who will show up at the TPIE Happy Hour – some of the most successful business connections had their starts at the TPIE Happy Hour.

Another popular way to gain the inside track on emerging trends is to tap into the TPIE Cool Products Awards. They spotlight the top 15 retail and interiorscape plants and products as voted by TPIE show buyers themselves! The TPIE Cool Products Awards are presented at 2 p.m. Thursday, January 17.

Register for TPIE for just $30. The best hotel rates and availability are secured when you go through TPIE's housing company, Eventsphere. Shuttle buses run from most TPIE host hotels to the convention center on all three show days.

TPIE is produced by FNGLA and its members with event proceeds used to serve the industry.

For more information about TPIE, visit www.tpie.org or call FNGLA at 800-375-3642.
In a move to make getting FNGLA certified even more convenient, FNGLA’s Broward Chapter has pioneered a certification training model which offers chapter members the chance to network -- and get certification training at chapter meetings.

Robert Shoelson, FCLC, of Getting Green Plant Services has been instrumental in this effort to link the Broward Chapter to FNGLA certification. Shoelson shares on how he launched this effort to help spread industry professionalism:

After getting certified, I saw the benefits and advantages of having an FNGLA Certification to put me ahead of my competition and increase my knowledge of the work I do every day. I saw the need to increase the professionalism in our industry, and this was the best vehicle to do just that.

Why do electricians and plumbers, for example,
need to be certified but a landscape contractor does not? Certification shows your customer you know what you are doing and you are not just another ‘Chuck in a truck’.

The biggest benefit for the Chapter is the revenue which is generated from our training programs for certification that are put on prior to the exams. The benefit for the industry is easy: the more people I am able to help get certified, the more professional our industry becomes. We need to raise the bar on what it takes to be a considered a bonafide Landscape Contractor.

For other FNGLA chapters who plan to take on a project like certification, the first step is to find a location which can be used for the reviews and exams that can be set up with permanent stations for easy access and accessibility.

The University of Florida Institute of Food and Agricultural Sciences (UF/IFAS) has been kind enough to allow us to make their Davie campus home to Broward reviews and testing. Once established, it takes very little effort to set up, so we are ready to go.

The next step is to find a person who sees the benefits of certifications and is willing to take charge of making it happen.

Editor’s Note: FNGLA is fortunate to have a dedicated industry professional such as Shoelson to take the certification lead in Southeast Florida. Other chapters have also followed Broward’s lead, including Treasure Coast and Pinellas.
A Big Welcome

My new right-hand man for Florida agriculture R&D has been shopping at the UF/IFAS poinsettia sale for years, so he’s a green industry customer as well as its new researcher-in-chief. He even made a raffle of poinsettias one of the centerpieces of his department’s holiday party this year.

Rob Gilbert becomes the University of Florida Institute of Food and Agricultural Sciences research dean in January. He has a strong record of helping UF/IFAS scientists succeed, and now it’s his job to help Michael Dukes, Roger Kjelgren and Dean Kopsell succeed.

As a member of the IFAS Cultivar Release Committee, Rob has been fascinated to learn about ornamental plant breeding programs. One of the things that excites him about his new job is the opportunity to work more closely with these programs.

Rob’s support for ornamental plant breeding will contribute to the larger UF/IFAS Research commitment to plant innovation as one of the nation’s largest and most productive university plant breeding teams. Rob spent his career seemingly preparing for this job. He knows how our off-campus research stations like the Mid-Florida Research and Education Center in Apopka work. He ran the Everglades Research and Education Center in Belle Glade as director. He knows how academic departments like Environmental Horticulture work – he served as chair of the UF/IFAS Agronomy Department.

Grant money to the Everglades REC increased by 365 percent on Gilbert’s watch. Since he took over the Agronomy Department, funding is up by 136 percent. That’s a sign that people were having a lot more success under his leadership.

Rob has done all this in an environment where he’s had federal funding agencies, producers, environmentalists, local politicos, university administrators, and even law enforcement looking over his shoulder. He’s succeeded in sugar and hemp. He can handle whatever ornamental plant controversies and turf wars await him.

If you’ve heard anything about sugar in the Everglades, then you can appreciate that Gilbert’s work as a cane scientist there was done in a pressure-packed environment. Or how about managing the first stages of research on a crop that investors and producers are clamoring for but that the Drug Enforcement Administration had labeled a Schedule I drug?

Gilbert has helped promote accurate media coverage and a clear distinction between industrial hemp and marijuana by telling reporters that while they are both cannabis, so are Chihuahuas and great Danes both dogs. And he has been quoted as saying of industrial hemp, “If you smoke it, you’ll be sorely disappointed.”

Though research is his domain now, Gilbert also appreciates the value of Extension. As a member of UF President Kent Fuchs’ Goal-Setting Task Force, he championed the inclusion of Extension in the resulting Decade Ahead plan.

All of this is why I’ve promoted him for a third time in eight years. He’s an accomplished scientist and an accomplished leader.

Gilbert will face the huge challenge of overseeing agricultural research in a state that produces some 300 commodities. That’s a lot of ground to cover, and he intends to start covering it on a listening tour in early 2019.

Gilbert appreciates the value of impactful research. Memories of the muck in and on his shoes in the cane field remind him it takes hard work to make that impact. There’s no reason for him to believe it’s any different in the greenhouse, in the nursery, or in the dean’s office.

Jack Payne is the University of Florida’s senior vice president for agriculture and natural resources and leader of the Institute of Food and Agricultural Sciences.
The 3rd Annual Cherrylake Farm Races are coming up on February 9. This year, race proceeds will benefit agriculture programs at Lake County schools, and a tree will again be planted in honor of each participant. And, LiveTrends will sponsor the finisher medals for the second year in a row.

Cherrylake’s Marketing Manager, Caraline Jones, shares on what makes this event second-to-none:

What is the history of the event? What inspired it?
Cherry Lake Road is a popular road for local cyclists because of the elevation changes and curves. We heard from the racing community that our farm would make a great place for a duathlon. So in 2017, we took the challenge on and welcomed it with open arms. We use this as an opportunity to share with our community the importance of planting trees. It also gives us an opportunity to raise funds for a non-profit that is near to our heart.

Where exactly does it run through?
We have three options: a 5K, 10K or duathlon. Each race has a slightly different course. One of the most challenging parts of our race is “the hill” which is located toward the end. You either love it or you hate it!

What’s new this year?
We are giving away a purse prize for the top three competitors for both male and female duathlon races. First place winners will each win $300, second place winners will each get $200, and third place winners will each get $100.

How has the event grown over the years?
2017 was our first year and we had just under 100 participants. This year, we are expecting about 400!

To sign up, visit: https://runsignup.com/cherrylake-farmraces.
Are you an FNGLA Member? You may be and not even know it! It may pay to ask your boss or manager if the company you work for is an active FNGLA member company because, if it is, each of its employees are entitled to receive full membership benefits.

Those include discounts on things like professional development workshops and certifications, select Isuzu vehicles, prescription drug discounts and even entry to FNGLA’s Florida Flower Trials.

You’ll also have a free pass to attend all chapter meetings in your area - a virtually invaluable resource for getting to know other local industry professionals near you. FNGLA has 14 different local chapters across the state.

“Chapter meetings are not just networking gold, but they’re also a pretty good time,” Sandra Pellerin, FNGLA’s membership manager, says. “They usually serve as stomping grounds for the top local industry trend-setters in your area who are all excited to get to know newcomers -- and serve as mentors.”

FNGLA dates back to 1952 and today is a vibrant network of professionals who work in unison to shape the future of Florida’s nursery and landscape industry. Through the association’s activities, FNGLA strives to advance member’s business interests and enhance their success.

To find out whether your employer is an active FNGLA member company, visit FNGLA’s website at: www.fngla.org/members.
To find your local FNGLA chapter, visit: www.fngla.org/chapters.

Not an FNGLA member yet? Simply fill out this application and mail it to: 1533 Park Center Dr. Orlando, FL 32835
Or, fill out an online membership application at: www.fngla.org/join
MEMBERSHIP APPLICATION

1 MEMBER COMPANY

VOTING MEMBER CONTACT NAME First _______________________________ Last _______________________________

MEMBER ADDRESS _______________________________

CITY _______________________________ STATE _______________ ZIP _______________________________

COUNTY _______________________________ FAX _______________________________

PHONE _______________________________ TOLL-FREE/OTHER PHONE _______________________________

COMPANY E-MAIL _______________________________ DIRECT E-MAIL _______________________________

COMPANY WEB SITE _______________________________ REFERRED BY (optional) _______________________________

2 RANK YOUR BUSINESS MIX

(Rank using #1 to 5 with up to five business types)

___ Allied Equipment _______ Educator/Researcher _______ Landscape Architect _______ Plant Broker/Rewholesaler _______ Does your company provide residential services? _______

___ Allied Products _______ School _______ Landscape Contractor _______ Resort/Facility Manager _______ Yes _______ No

___ Allied Services _______ Floriculture _______ Landscape Design _______ Retail Florist _______

___ Association _______ Florida Native _______ Landscape Maintenance _______ Student _______

___ Building Contractor/Developer _______ Foliage _______ Media (Consumer) _______ Supermarket _______

___ Chain Retailer _______ Garden Center _______ Media (Garden) _______ Trees _______

___ Citrus Nursery _______ Golf Courses _______ Media (Tradeshow) _______ Turf / Sod _______

___ Cut Flowers/Cut Foliage _______ Government _______ Medicinal Plants _______ Urban Forester _______

___ Edible Plants/Herbs _______ Irrigation Contractor _______ Parks/Recreation/Gardens _______ Wholesale Florist _______

3 CHOOSE MEMBERSHIP

Active Firm by Gross Sales

☐ Less than $500,000 $370

☐ $500,001 to $2 million $530

☐ Over $2 million $790

☐ Supportive $95

4 ADDITIONAL MEMBERSHIPS

AFFILIATE FIRM

Parent FNGLA Member Firm:

☐ Affiliate Firm $200

Name _______________________________

FNGLA-PAC is a separate fund which supports candidates who promote and protect nursery and landscape industry’s interests in Tallahassee.

5 FNGLA-PAC

Voluntary FNGLA Political Action Committee Contribution

☐ $500 ☐ $250 ☐ Other $________________

☐ Affiliate Member $150

Name _______________________________

☐ Associate Member $95

Name _______________________________

6 PAYMENT INFORMATION

TOTAL (SECTIONS 3 - 5) $ _______________________________

☐ Check Enclosed (payable to FNGLA) ☐ MasterCard ☐ Visa ☐ Discover ☐ Amex

Card # _______________________________ Expiration Date _______________________________ CVV __________________

Name (as it appears on card) _______________________________ Signature _______________________________

Billing Address _______________________________ City _______________________________ ST/Zip __________________

7 In applying for membership, I agree to abide by the Association Code of Ethics. I certify the information contained herein is true and correct to the best of my knowledge and any information found to be false may be grounds for denial or removal of membership. Contributions to the Florida Nursery, Growers and Landscape Association are not tax deductible as charitable contributions for federal income tax purposes. However, dues payments are deductible by members as an ordinary business expense. Authorized use and display of the FNGLA logo is limited to current members. Unauthorized use will be subject to legal action in Lake County, FL and all attorneys’ fees and costs paid by the person using said logo.

X _______________________________ Date _______________________________
Landscape Awards

Recognizing Your Very Best

FNGLA Landscape Awards program returns in 2019

FNGLA's coveted Landscape Awards program returns in a revamped format for 2019.

The enhanced program, which honors the state’s very best landscape projects of the year, boasts a much simpler entry process.

And, for the first time, the program includes a Landscape Irrigation award.

“We’re excited to bring back this awards program and can’t wait to see our industry’s best projects,” FNGLA President Will Womack says. “We hope everyone takes this opportunity to go to FNGLA’s website and enter their best landscape and irrigation projects.”

The deadline to enter projects is March 31, 2019.

All landscape firms (architect, contractor, designer, maintenance and irrigation) are encouraged to submit entries. FNGLA members and non-members are welcome.

FNGLA’s Landscape Awards will be presented at The 2019 Landscape Show, September 19-21, 2019, in Orlando. For more details, please contact FNGLA via phone at (800) 375-3642 or by email at: info@fngla.org.

WHY ENTER?

Winning an FNGLA Landscape Award increases your ability to:

- Promote the high quality of your work. If you win an award, you’ll be able to add “FNGLA Award-Winning” to your marketing!

- Build customer and client relationships. Your clients will feel proud their properties were deemed among the best in all of Florida! It will reconfirm their choice of placing their faith and confidence in you as their landscape professionals.

- Motivate employees and improve team performance. A great deal of effort goes into executing all of the details of a landscape. Winning an award validates your team’s work!

- Build a photo library. Preparing for award entries gets you in the habit of photographing your work. You never know when you’ll capture the perfect shot which you’ll use in your marketing and sales pitches for years to come!

- Generate sales. Closing the deal with your prospects will be easier when they see the value and prestige they will receive from working with your award-winning, professional landscape firm.
Do you know someone who is indispensable in Florida's nursery or landscape industry? Help them get the recognition you know they deserve by nominating him or her for one of FNGLA's prestigious Industry Awards.

Each year, FNGLA members volunteer their time and energy to better the association and industry. FNGLA at its annual convention in June honors those all-stars. To recognize those invaluable efforts, FNGLA awards a number of Industry Awards in several different categories to deserving individuals.

Award categories include:

**WENDELL E. BUTLER AWARD**

FNGLA's most prestigious award, which recognizes one who has worked to advance the industry and FNGLA through his or her leadership and service.

**FNGLA/FARM CREDIT YOUNG NURSERY PROFESSIONAL OF THE YEAR**

Sponsored by Farm Credit Associations of Florida, this award honors an FNGLA member under the age of 39 who has made an outstanding industry contribution.

**OUTSTANDING CHAPTER LEADER**

Awarded to any local chapter member who, through his or her leadership, enthusiasm, time and talent makes a difference in the success of the chapter.

**OUTSTANDING VOLUNTEER**

Recognizes one who has contributed faithfully to advancing the industry.

**OUTSTANDING EDUCATOR**

Presented to an educator actively involved in teaching horticulture.

**FNGLA HALL OF FAME**

Recognizes the lifetime achievement of an individual who's given unselfishly to the industry through areas including pioneering, teaching, production, legislation, marketing services, and research.

The deadline to submit your nomination is February 15, 2019 - so don't delay! To submit a nomination, and view past recipients, visit FNGLA's website at: www.fngla.org/IndustryAwards.
FNGLA Welcomes New Members

The Florida Nursery, Growers, and Landscapers Association (FNGLA) welcomed 117 new member companies from October to December 2018. The new members include companies from various regions of Florida, each bringing their unique services and products to the industry.

### BIG BEND
- **University of Florida - IFAS**
  - Mark Tancig, Tallahassee
- **AEDI, Inc.**
  - Faith Clarke, Tallahassee
  - [www.aediamerica.org](http://www.aediamerica.org)

### BROWARD
- **Showcase Gardens, Inc.**
  - Clayton Burch, Davie
  - [https://showcasegardens.net](https://showcasegardens.net)
- **Young Transport Inc II**
  - Dale Young, Fort Lauderdale
- **Palm Tree Doctor Inc**
  - William Giles, Pompano Beach
  - [ASAP Restoration Corp](https://www.asaprestoration.com)
  - [Sender](https://www.sender.com)
  - **Nick Felicione Inc**
    - Carmelo Mastrangelo, Margate
  - **Maintenance Logix, Inc.**
    - Christian Fernandez, Deerfield Beach
  - **Ozzy’s Landscaping LLC**
    - Osmani Gil, Cooper City
  - **Trail Services, Inc.**
    - Humberto Jimenez, Margate
  - **Southern Palms Landscaping**
    - Gary A Pache, Pompano Beach
    - [www.southernpalmslandscaping.com](http://www.southernpalmslandscaping.com)
  - **Perfect Cut Lawn Service of Weston**
    - John Conover, Pembroke Pines
  - **Amroad LLC**
    - Carlos Montecalvo, Hollywood
    - [http://www.amroaddl.com](http://www.amroaddl.com)
  - **J & R Landscaping & Lawn Care**
    - Jeffrey Hunt, Fort Lauderdale
  - **Clean Fuels of Florida, Inc.**
    - Barry Fernandez, Pompano Beach

### CITY OF POMPANO BEACH
- **City of Pompano Beach**
  - Jennifer Johnson, Pompano Beach
  - [Emil Abdalla](http://www.Emilabdalla.com)
  - [Bertrand Bolduc, Coral Springs](http://www.Bertrandbolduc.com)
  - **Ozzy’s Landscaping LLC**
  - Osmani Gil, Cooper City
  - **A Perfect Edge**
    - Charles O’Steen, Davie
  - **TGL Environmental**
    - Gina Devine, Deerfield Beach
  - **Shark Roofing Corp.**
    - Dmitrii Fedotov, Fort Lauderdale
  - **New Era Roofing Concepts, Inc.**
    - Ismael Vazquez, Pompano Beach
  - **E & M Innovative Forager LLC**
    - Cheryl Eckerty, Pompano Beach

### CENTRAL EAST COAST
- **Brentwood Nursery**
  - Miguel Velazquez, Orlando
  - [www.brentwoodnursery.com](http://www.brentwoodnursery.com)
- **Tree Stake Solutions**
  - Randy Williams, Orlando
  - [www.treestakesolutions.net](http://www.treestakesolutions.net)
- **Prestigious Landscaping**
  - Ryan Fred, Oviedo
  - [http://prestigiouslandscaping.com](http://prestigiouslandscaping.com)
- **Collis Roofing**
  - David Melendez, Longwood
- **Smithwell, Inc.**
  - Mike Cashwell, Clermont
  - [http://www.smithwell.com](http://www.smithwell.com)
- **Village Palms Landscaping**
  - Bill Chenvert, The Villages
  - [http://villagepalms.com](http://villagepalms.com)
- **Preferred Metal**
  - Lisa Allen, Orlando
- **BC Restoration Services**
  - Brian Christensen, Orlando
  - [http://www.bcrf.com](http://www.bcrf.com)
- **Armstrong Garage Door**
  - Billy Armstrong, Orlando
- **Trouble Free Lawn Maintenance**
  - Robb Legare, Longwood
- **C.A. Distributors**
  - Conrad Ackley, Winter Garden
- **Designscapes**
  - Waldemar Velez, Longwood
  - [http://designscapesfl.com](http://designscapesfl.com)
- **Perez of Florida, Inc.**
  - Kyle Coyne, Winter Park
- **Rich Guggenheim**
  - Rich Guggenheim, Orlando

### ARO Universal Trading, LLC
- **Dimitry Belov, Miami**
  - [http://www.arouniversal.com](http://www.arouniversal.com)

### Nursery Vega Park LLC
- **Francisco Isea, Homestead**
  - [www.nurseryvegapark.com](http://www.nurseryvegapark.com)

### 346 NW 29th Street LLC
- **Todd Ruderman, Miami**
  - [http://www.onkusa.com](http://www.onkusa.com)

### Gonzalez Industrial Supply Corp.
- **Joel Gonzalez, Miami**
- **Javier Guerra Perez**
- **Javier Guerra Perez, Miami**

### LEX Promotions & Marketing Group LLC
- **Alex Pierre-Louis, Aventura**

### R & L Investments LLC
- **Juan Espinal, Miramar**

### Miami-Dade County Public Schools
- **Alec Jitta, North Miami**

### FRONTRUNNERS
- **Village Discount Golf Car**
  - Sal Granata, Summerfield
  - [http://villagediscountgolfcar.com](http://villagediscountgolfcar.com)

### HIGHLANDS HEARTLAND
- **Brooker Fence Co.**
  - Raymond Brooker, Sebring

### LAKE REGION
- **E&W Tool & Supply, Inc.**
  - Sarah Finlayson, Mulberry
  - [www.ewtoolsupply.com](http://www.ewtoolsupply.com)

### MIAMI-DADE
- **ARO Universal Trading, LLC**
  - **Dimitry Belov, Miami**
  - [http://www.arouniversal.com](http://www.arouniversal.com)

- **Nursery Vega Park LLC**
  - **Francisco Isea, Homestead**
  - [www.nurseryvegapark.com](http://www.nurseryvegapark.com)

- **346 NW 29th Street LLC**
  - **Todd Ruderman, Miami**

- **Orinoka, Inc.**
  - **Jose Hernandez, Miami**
  - [http://www.onkusa.com](http://www.onkusa.com)

- **Gonzalez Industrial Supply Corp.**
  - **Joel Gonzalez, Miami**

- **Javier Guerra Perez**
  - **Javier Guerra Perez, Miami**

- **LEX Promotions & Marketing Group LLC**
  - **Alex Pierre-Louis, Aventura**

- **R & L Investments LLC**
  - **Juan Espinal, Miramar**

- **Miami-Dade County Public Schools**
  - **Alec Jitta, North Miami**

- **Frontrunners**
  - **Village Discount Golf Car**
    - Sal Granata, Summerfield
    - [http://villagediscountgolfcar.com](http://villagediscountgolfcar.com)

- **Highlands Heartland**
  - **Brooker Fence Co.**
    - Raymond Brooker, Sebring

- **Lake Region**
  - **E&W Tool & Supply, Inc.**
    - Sarah Finlayson, Mulberry
    - [www.ewtoolsupply.com](http://www.ewtoolsupply.com)

- **Mulch & More, Inc.**
  - Raymond Baumbach, Winter Haven
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<td>2. Big Bend</td>
<td>Castle Services of Southwest Florida, Inc.</td>
<td>Mark Caldwell,</td>
<td>Naples</td>
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<tr>
<td>4. Central East Coast</td>
<td>Pac Pro Landscape Plus LLC</td>
<td>Michael Pac,</td>
<td>Cape Coral</td>
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<td>5. Coastal Springs</td>
<td>Mayor Lawn Care</td>
<td>Adolfo Mayor,</td>
<td>Naples</td>
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<td>6. Miami-Dade</td>
<td>Roloff Landscape Brokers LLC</td>
<td>Mark Roloff,</td>
<td>Bonita Springs</td>
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<td>7. Frontrunners</td>
<td>Earth Tech Environmental Restoration Services</td>
<td>Savannah Nease,</td>
<td>Bonita Springs, Florida</td>
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<td>8. Highlands Heartland</td>
<td>B &amp; J Linings, Inc.</td>
<td>Sondra Deans,</td>
<td>Fort Myers</td>
</tr>
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<td>9. Lake Region</td>
<td>Hallmark Paving, Inc.</td>
<td>Jack Hall,</td>
<td>North Fort Myers</td>
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<td>11. Northeast</td>
<td>Choo Choo Lawn Maintenance</td>
<td>Danny Scofield,</td>
<td>Plant City</td>
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<td>12. Palm Beach</td>
<td>Farm Tampa LLC</td>
<td>Jeffrey Peterson,</td>
<td>Plant City</td>
</tr>
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<td>13. Panhandle</td>
<td>Polar Business Solutions Inc dba Birdplanter</td>
<td>Donald Murray,</td>
<td>Brandon</td>
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<td>14. Pinellas</td>
<td>eSmart Recycling</td>
<td>Tony Selvaggio,</td>
<td>Tampa</td>
</tr>
<tr>
<td>15. Royal Palm</td>
<td>Accelerated Waste Solutions</td>
<td>Sherrod Hunter,</td>
<td>Tampa</td>
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<tr>
<td>16. Space Coast</td>
<td>TREASURE COAST</td>
<td>J. C. Sancho,</td>
<td>Ft. Pierce</td>
</tr>
<tr>
<td>17. Tampa Bay</td>
<td>Tropiscapes Enterprises LLC</td>
<td>Robert Sturges,</td>
<td>Jensen Beach</td>
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FNGLA’s 2019 Convention Committee invites all hands on deck at the FNGLA Annual Convention taking place at the Tampa Marriott Waterside, June 21-22.

This is FNGLA’s most popular membership meeting where it is easy to make important business connections, keep current on industry information and, of course, have fun with FNGLA friends and family.

Inspired by Tampa Bay’s pirate lore, this year’s Convention makes pirates its theme, so practice your pirate-talk and be ready to raise a glass of grog and sing, Yo Ho Ho with your FNGLA mateys!

In addition to the traditional activities which take place at FNGLA’s Annual Convention, such as the Friday Welcome Reception, Annual Business Meeting, Industry Awards Presentation and the President’s Gala Banquet, plans are in the works for a behind-the-scenes brewery tour, and a tour of one of Tampa’s interesting horticulture sites. The schedule will also leave open time to take advantage of the many offerings within a walk or trolley ride from the Marriott, such as the Florida Aquarium, Ybor City, several museums, boat cruises and more.

“We are excited to be bringing FNGLA’s Annual Convention to Tampa,” expressed Linda Adams, FNGLA’s Chief Operations Officer and Convention Manager. “Tampa is a revitalized city…think urban hipster meets cultural tourism.”

The Marriott is located next to the Hillsborough River and overlooks Tampa Bay. The Tampa Riverwalk, a 2.6-mile paved river trail, is just a step outside the hotel’s doors.

Whether looking for restaurants, breweries, museums, greenspace, water sports or just a nice walk outside, the Riverwalk leads to a myriad of dining, drinking and entertainment options.

Tampa Marriott Waterside staff are now accepting hotel reservations at the special FNGLA Convention rate of $175.

Registration for Convention tickets will be available online in February. For information on FNGLA Convention sponsorships or to participate in the FNGLA Biz Zone, contact Linda Adams at ladams@fngla.org or Billy Deal at bdeal@fngla.org.
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