

January 2016



WEST MICHIGAN NURSERY & LANDSCAPE ASSOCIATION

WMNLA News

President's Message

2105 was another encouraging year for our industry. If the momentum keeps up we will have great things to look forward to in 2016. Although many of us are in a slow season now we still find that our days are filled with important tasks preparing us for the upcoming year. Every year we generate a long list of projects, improvements, and changes that we push off to these "slow" months and now it's time to get after it. We always think that there is plenty of time to finish these lists during the winter months but before we know it customers and clients start to call and we are back in the full swing of business. This year things can be DIFFERENT! We have learned how to tighten our belts during difficult times, now is time to loosen them back out. The momentum in our industry can allow us to take a few risks again, hire in the help needed to finish those project lists, and make the improvements we have so long needed. Assuming everyone plays nice and keeps their hands to themselves we can all look forward to a growing economy and prosperous 2016! Some of us are done taking risks, and are not looking to invest in or grow our

business anymore, we are looking to get out and possibly retire. Luckily if you have weathered the storm now is a much better time to pass on or sell your business. Our next meeting on January 13 will tell you how to do just that. MSU's business management extension agent Adam Kantrovich will be presenting to us about business succession and will be ready to handle any other questions our group will have. Adam has a wealth of knowledge when it comes to transitioning your business in the best way possible and the tax implications that come with it. Even if you are not ready to transition your business the earlier you start planning for it the better you can avoid paying unnecessary taxes. Please join us!

Dirk Jonker

Dirk Jonker, Jonker's Garden
WMNLA President *Contact him with
comments, ideas, & questions at (616)
392-7234 or info@jonkersgardens.com*

WMNLA Scholarship Application Available Online

Attention all High School & College Students in Ottawa, Kent, Allegan, Newaygo, Muskegon and Oceana interested in a degree in a Green Industry field..

The WMNLA Scholarship Application through the Grand Haven Area Community Foundation is available for completion online at : <http://www.ghacf.org/scholarships.htm> Students should go to this page to see available scholarships and then go to the application tab to click the link to begin the E-grant process.

The printed and signed application, transcript and page one of the FAFSA must be stapled together and postmarked to GHACF no later than *March 5th, 2016*. All of these instructions are on the online application also. For questions contact: Director of Donor Services and Scholarships, Grand Haven Area Community Foundation, 1 South Harbor, Grand Haven, MI 49417. 616-842-6378.

March Garden Day Saturday March 12, 2016

A Celebration of Gardening!

Sponsored by the West Michigan Nursery and Landscape Association

Grand Haven Community Center

421 Columbus St., Grand Haven MI 49417

Saturday, March 12, 2016

8:00 Registration and Check In

View exhibits, indoor gardens and Silent Auction.

9:00 Session 1

“Experience The Richard and Helen DeVos Japanese Garden” with Greg Afman. Greg is the lead horticulturist for the Richard and Helen DeVos Japanese Gardens at the Frederick Meijer Garden and Sculpture Park. Greg studied Art History at the University of Michigan. While there, he became interested in Japanese culture and bonsai. Greg moved to Japan and was selected as an apprentice to a bonsai master. He also worked as a gardener for a Japanese garden construction company. Greg completed the Professional Gardener program at Longwood Gardens. Greg will present design elements of the Richard & Helen DeVos Japanese Garden and ideas for applying them to your garden.

10:30 Session 2

“Simplify to Keep on Growing” with Janet Macunovich Janet is a professional gardener, designer, author and educator. Known as the “lady at the flower house, the one with no lawn”, she began designing for others in 1980, teaching a college garden design course in 1987 and published her first book in 1990. Janet will present techniques for simplifying your garden, including making tasks physically easier by modifying designs and adopting variations in tools and timing. Janet’s ideas can be implemented by experienced and new gardeners alike.

11:45-1:15 Lunch Break/Break Out Sessions

“Divide and Conquer: Dividing Perennials” with Jolene King, Advanced Master Gardener, Michigan Certified Nurseryman, employed at Weesies Garden Center.

“Bonsai!” with Greg Afman, Lead Horticulturist at the Helen DeVos Japanese Garden, Frederick Meijer Gardens and Sculpture Park

“Zandra: The Chicken Whisperer” with Zandra Nyland, Jonker’s Garden

“Vertical Gardening: Bringing Walls to Life” with Lori May, Sales Specialist for LiveWall, LLC a division of Hortech Nursery

“Twice As Good: Three Common Culinary Herbs and Their Medicinal Uses,” with Ruth Zwald, owner of “SpiritLink Herbals: Linking the Goodness of Plants With The Well-being of Your Spirit.”

1:45 Session 3 :

“Plants on my Wish List” with Janet Macunovich Janet will present trees, shrubs, perennials and annuals that she chooses when she must whittle down the choices, yet still be sure to design a beautiful, classic, enduring landscape.

March Garden Day Expo Registration for March 12, 2016

WMNLA will host the Annual **March Garden Day Expo** to the gardening public of West Michigan on **Saturday, March 12** at the **Grand Haven Community Center**.

This day long event allows WMNLA a great opportunity to market our professional members to consumers in advance of the Spring season.

Over 250 people attend this event from Ada to Zeeland, Allegan to Whitehall, and Allendale to West Olive and all locales in between. Proceeds go to support the **WMNLA Scholarship Fund** and the **Horticulture Education Grant Fund**.

A Standard Booth space of 10’x 10’ is available. **Early Bird registration cost is \$60 before February 1, 2016, after this date the cost is \$75.** Reserve your space early and take advantage of the “early bird” price.

Exhibitor move in will be on Friday, March 11, from 1-5:00 PM and Saturday March 12, from 7-8:00 AM. Tear down will be at 3:30 PM on Saturday.

Contact **Pam Cater**, **wmnl2013@gmail.com**. Or call **616-402-4885** to reserve your space.

Little Hawks Discovery Preschool: WMNLA Horticulture Education Grant Award Recipient



Little Hawks Discovery Preschool at the Outdoor Discovery Center in Holland has been awarded a \$500 grant from the WMNLA Horticulture Education Fund. Little Hawk's Preschoolers spend half of everyday outside as a part of their curriculum. Little Hawks currently has 56 students, with more than half on tuition assistance. This grant will help fund a greenhouse at the school that will help teach students where plants come from and give them

self-confidence in caring for living things. It will also help increase students' curiosity and appreciation for the outdoors.

Little Hawks Discovery Preschool is located at: 5678 143rd Ave., Holland, MI. www.littlehawks.org.

For WMNLA Horticulture Education Grant applications, go to www.wmnl.com and click on the .scholarship tab.



Call for Board Nominations

We need to elect *two* new board members to serve the next three-year term starting on June 2016.

Finishing their terms are **Dirk Jonker, Jonker's Gardens** and **Mike Teunis, BFG Supply**.

Our goal is to have balanced representation from the green industry. Contact one of the current board members if you have interest in serving on the WMNLA Board of Directors or if you have any suggestions for nominees that you think would serve WMNLA well.

You are welcome to attend the WMNLA Board Meetings at 10 a.m. on the day of the Program. It is an excellent opportunity to address the Board with any industry & membership issues.

WMNLA 2015/16 Programs

Wednesday, January 13, 2016 Adam Kantrovich, Business Management Educator from MSU; 'Farm and Business Succession Planning'

Wednesday, February 10, 2016, Mike Bryan, Nursery & Export Specialist, Michigan Department of Agriculture and Rural Development; 'Green Industry Specific Updates from the Department of Agriculture' at Michigan Wood Fibers, 9426 Henry St, Zeeland, MI 49464 (Lunch provided by Michigan Wood Fibers)

All meetings eligible for CGIP Credit
Meeting time 11:30 a.m. at The Grand Haven Community Center, 421 Columbus, Grand Haven
Cost: \$15.00 person,
Employee special: Send 3-4th employee eats free



All meetings eligible for CGIP Credit



WEST MICHIGAN NURSERY & LANDSCAPE ASSOCIATION

P.O. Box 96
West Olive, MI 49460

For advertising, business news, submission of articles and WMNLA member news:

Contact Pam Cater at

(616) 402-4885

Email:wmnla2013@gmail.com

Mark Your Calendar!

**Wednesday February 10th, 2016
'Green Industry Updates'**

by

Mike Bryan, Nursery & Export Specialist, Michigan Dept of Agriculture and Rural Development

2015-16 WMNLA Board of Directors

Dirk Jonker, President, Jonker's Gardens
Nate Weaver, Vice President, Michigan Wood Fibers
Brian Boyink, Secretary, Zelanka Farms

Mike Teunis, Treasurer, BFG Supply
Chris Howe, Member at Large, Hortech, Inc
Ryan Weesies, Member at Large, Weesies Farm & Garden Center

"Farm and Business Seccession Planning"

Presented by Adam Kantrovich, Business Management Educator from Michigan State University Extension

Wednesday, January 13

11:30 a.m.—2:30 p.m.

***At The Grand Haven
Community Center***

Mackinaw Room

***421 Columbus
Grand Haven***

***\$15 per person,
includes lunch***

**Reservations required by
Friday, January 8, 2016**



Adam Kantrovich will be presenting ideas and plans for business succession. Adam also has a wealth of knowledge about transitioning businesses in the

best way possible and the tax implications that come with that. Adam is also familiar with many issues that affect our businesses today such as the Affordable Care Act, Farm Bill Programs, Net Investment Income Taxes.

Adam has a Bachelor of Science and a Master of Science degree from SIUC. He has a Ph.D. in Farm Management from Virginia Tech. Adam is a Business Management Educator with Michigan State University.

Adam Kantrovich
MSU Business Mgt. Educator
akantrov@msu.edu
Office 616-994-4580

CGIP credits can be applied for WMNLA programs.

**RSVP by January 8th
Let us know you are coming so our hosts can prepare!**

WMNLA member businesses & staff are welcomed!

**RSVP to Pam Cater at
(616) 402-4885 ♦ wmnla2013@gmail.com**