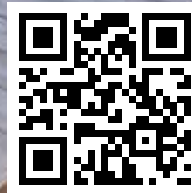


DECEMBER 2023

Offshoot

The Official Publication of the California Landscape Contractors Association San Diego Chapter

www.clcasandiego.org



Offshoot
P.O. Box 242
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Cover Photo: Dog Beach Del Mar by 2023
multi Trophy Award-winning contractor
Nature Designs Landscaping.

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Marybeth MacNaughton

President's Message

The holiday season, marked by its joyous celebrations and festive gatherings, brings with it a heightened need for rest and rejuvenation. As the year draws to a close, individuals often find themselves physically and mentally fatigued from the demands of work, family responsibilities, and the hustle and bustle of holiday preparations. Recognizing the importance of taking a pause amid the excitement, it becomes essential to prioritize moments of solitude and reflection.

This intentional break allows for the renewal of energy, fostering a sense of balance and harmony during a time that can be emotionally charged. Quality sleep, often neglected in the midst of holiday fervor, plays a critical role in maintaining overall health and resilience against seasonal stressors. Striking a balance between social engagements and personal downtime becomes paramount to prevent feelings of overwhelm and to fully savor the meaningful moments that characterize the holiday season.

Embracing the slower pace that the winter season naturally encourages contributes not only to physical recuperation but also to mental well-being. In essence, making time for rest and rejuvenation during the holidays becomes a gift to oneself, enhancing the overall enjoyment and fulfillment of this special time of year.

Before I conclude this month's message, I want to extend a huge thank you to our Chapter Director of Events, Melissa Tetzlaff. She planned a wonderful Holiday Party, held at Amalfi Cucina Italiana at Lake San Marcos. The venue was lovely, the food and drink delicious, and the company out of this world! Events like this are one of the many things I love about the CLCA.

Wishing you all a happy and peaceful holiday season.
~Marybeth

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Annual Sponsorship Level		Platinum \$2,750	Gold \$2,000	Diamond \$1,450	Ruby \$400	Contractor \$750 Contractor Members Only!
Company Name and Logo in <i>Offshoot</i> , on Chapter Website and all General Meeting Emails with hot link	Priceless	Yes	Yes	Yes	Yes	Yes
Recognition at all Chapter Events on Sponsor Banner	Priceless	Yes	Yes	Yes	Yes	Yes
Sponsorship of Beautification Award Plaque	\$675	Yes	Yes	Yes	-	Yes**
Hole Sponsorship at Golf Tournament	\$245	Yes	-	-	-	-
Advertising Discount in <i>Offshoot</i> (cannot be used in conjunction with other discounts)	Dependent on Use	10%	5%	-	-	-
Golf Tournament Player(s)	\$195	4	2	1	-	1
Kick Off Dinner Ticket(s)	\$95	2	2	1	1	1
Beautification Awards Dinner Ticket(s)	\$165	2	2	2	-	2
Holiday Dinner Ticket(s)	\$115	4	2	1	1	1

**Contractor receives one entry into Beautification Awards competition in lieu of award plaque sponsorship.

Contact Bronwyn Miller at (949) 466-1222 with questions.

2024 CLCA San Diego Chapter Sponsor Form

1. Please complete and return this form by Jan. 14, 2024 with written sponsorship commitment to: CLCA San Diego, c/o Eyescapes, 16769 Bernardo Center Dr, Ste 242, San Diego, CA 92128
2. Please remit your check* made payable to CLCA San Diego Chapter by Jan. 31, 2024 or sooner to: CLCA San Diego, c/o Eyescapes, 16769 Bernardo Center Dr, Ste 242, San Diego, CA 92128

We MUST receive your commitment by January 14, 2024 to put your name on the sponsor banner.

The San Diego Chapter of the California Landscape Contractors Association has my support.
 For the 2024 calendar year, I/we are committing to be sponsors at the following level (please check one):

Platinum Gold Diamond Ruby Contractor

Name: _____ Signature: _____

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Please email your digital logo to Bronwyn Miller at bronwyn@eyescales.net by Jan. 14!

Contact Bronwyn Miller at (949) 466-1222 with questions.

*If desired, payment may be divided into two equal payments due January 15 and March 15, 2024.

Coming Events

Mark your calendar!

January 9, 2024

San Diego Chapter General Meeting, 9 a.m.

All welcome. This will be a virtual meeting.

Email bronwyn@eyescares.net for the link to attend.

February 13, 2024

San Diego Chapter General Meeting, 9 a.m.

All welcome. This will be a virtual meeting.

Email bronwyn@eyescares.net for the link to attend.

February 15, 2024

San Diego Chapter Tour of Native West Nursery.

Plan to attend this native plant presentation and nursery tour. Registration opening in January.

February 22, 2024

San Diego Chapter Kickoff Mixer, 5 p.m.

Embolden Beer Company, San Diego.

Registration opening in January.

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San Diego Chapter Members & Friends Converge on Monterey



SD CHAPTER PRESIDENT *Marybeth MacNaughton and SD Director of Membership Briana Johnson have a blast attending their first CLCA convention, this year held November 8-11 in Monterey, CA.*



FAMILY TIME *is enjoyed between Nature Designs Landscaping rep Steve Jacobs and his son Aaron who traveled from Northern California to hang out with his dad at the annual convention.*



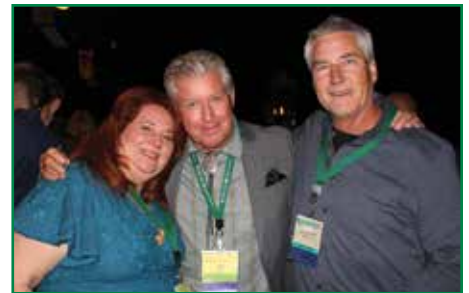
EDUCATION GURUS *Lindsay Ono (State Director of Education) and Mike Madewell (SD Chapter Director of Education) brainstorm relevant topics for educational offerings in 2024.*



CLCA INSURANCE SOLUTIONS *reps Gina Stanley, Pam Kinne, Debbie Abele, and Lance Perry light up the welcome reception with their smiles and glow-in-the-dark accessories.*



NEW FRIENDS *Briana Johnson and Damion Rosby of Golden Gate Truck Center share a laugh. This annual event offers members the opportunity to make new friends from throughout the state.*



PRESIDENTIAL BANTER *is enjoyed between State Presidents, past and future, Megan Rios (2022), Regan Barry (2020), and Tom Sweeney (2024).*

LEAF Receives \$250,000 Donation

It is with humble pride and great excitement that the Landscape Educational Advancement Foundation (LEAF) announces the \$250,000 donation it received from the Landscape Contractors Insurance Services Board of Directors at the 2023 CLCA Convention in Monterey. This donation will establish the LCIS Board of Directors Legacy Fund.

“I cannot find the appropriate words to describe how honored and grateful the Board of Trustees is to be the recipient of such generosity,” said Chair Mary Cohen. “Beginning in 2025, the earnings from the LCIS Board of Directors Legacy Fund will be awarded to a worthy student, thus allowing LEAF to continue its mission of financially supporting students planning careers in the Green Industry and programs that support them.”



Donations and Legacy commitments are the lifeblood to the success of the LEAF program. If you would like to establish a fund or want more information, please visit LEAF’s website at clca.org/leaf or contact CLCA Headquarters directly at 916.830.2780. LEAF is a non-profit

501 (c)(3) organization and, as such, contributions are tax deductible as allowable by law.

Since its establishment in 1988 by the CLCA Auxiliary, LEAF has awarded 1197 scholarships to 630 students totaling \$756,775.

For CLCA's Annual Convention, November 8-11, 2023



SD CHAPTER MEMBERS *Bronwyn Miller, Briana Johnson, Marybeth MacNaughton, Steve Jacobs, and Mike Madewell attend the Breakfast of Champions where they participate in roundtable discussions with their peers. Briana led a discussion on Mastering Social Media.*



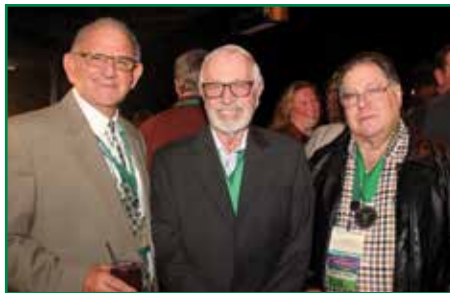
CLCA EVENTS DIRECTOR *Ana Cooper is thanked by SD Chapter President Marybeth MacNaughton for organizing a wonderful convention. Ana and her committee did a fantastic job again this year!*



BIG WINNER *Nature Designs Landscaping, Steve Jacobs (center) is awarded first place in the Large Residential Maintenance category; presented by Nicole and Scott Cohen for sponsor South Coast Wholesale. Nature Designs received a total of six awards in the competition!*



FRIENDLY COMPETITION – *LA/SGV member Gregory Davis chats with SD member Steve Jacobs at the Trophy Awards reception. The Trophy Awards competition offers members the opportunity to see how their work stacks up against other members throughout the state.*



SOUTHLAND SOD *rep John Domenici trades stories with Gordon Larson and Mickey Strauss. Convention is a great place for members to reconnect with old friends, while also making some new ones.*



TOURING AROUND TOWN
CLCA members Evan Moffitt (2023 State President), Mike Madewell, Marybeth MacNaughton, Briana Johnson, and Bronwyn Miller enjoy the sights of Monterey.



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New C-49 Tree and Palm Classification Takes Effect Jan. 1, 2024

The Contractors State License Board (CSLB) will accept applications for the new C-49 – Tree and Palm Contractor classification starting January 1, 2024.

CSLB created this classification to ensure tree service contractors are tested on health and safety protocols in the tree service industry. The regulation establishing the C-49 was approved on March 30, 2022. The C-49 trade examination was developed and finalized in December 2022.

Starting January 1, 2024, the following changes affect tree service specialty contractors:

CSLB will no longer accept applications for the C-61/D-49 Tree Service limited specialty classification. Applications received for the C-61/D-49 Tree Service classification after December 31, 2023, will be processed as a C-49 Tree and Palm application.

Contractors who wish to specialize in tree service work who do not hold a C-61/D-49 Tree Service classification will need to apply for the C-49 Tree and Palm Contractor classification.

All applicants for the C-49 Tree and Palm Contractor classification will need to sit for a trade examination regardless of other license classifications they hold.

CSLB will expedite the application experience review for C-49 applicants that have held an active C-61/D-49 Tree Service license for at least four years.

Contractors who hold a C-61/D-49 Tree Service classification issued before January 1, 2024, may retain and work under that classification after January 1. However, C-61/D-49 are encouraged to apply for the C-49 classification, which will become the industry standard.

While the C-49 and C-61/D-49 classification descriptions differ slightly (the C-49 description includes palms), CSLB regards the classification of work as the same.

7 Upcoming Tax Changes You Need to Know

What tax changes can you expect in the coming years?

(1) Individual taxes will be going up. At the end of 2025, the individual tax rates are going to go back to the 2017 levels. The top tax rate will be going up to 39% from 37%.

(2) Standard deductions are being cut in half at the end of 2025. Right now, if you're married or filing jointly, you get a standard deduction of \$26,000. That deduction gets cut in half, not only for those filing jointly but for individuals as well.

(3) Pass-through deductions are going away. Right now, if you're a pass-through business like a partnership or S Corp, you can take a 20% deduction off your income immediately before it passes through to your individual tax return. This is going away at the end of 2025.

(4) Bonus depreciation is decreasing. You used to be able to depreciate a million dollars of your first year equipment, software or hardware. That number has gone down to 80% and next year in 2024 will be going down to 60%. This means you should buy capital equipment this year to get a bigger tax deduction.

(5) The Work Opportunity Tax Credit is expiring after 2025. Right now you can apply this tax credit against your income up to \$9,600 if you hire someone off of welfare or who is out of the military. And if you're helping employees with student loans, that credit is also going away in 2025.

(6) You can no longer immediately deduct research and development taxes. You have to amortize them over five years.

(7) Estate tax exemptions are being cut in half by the end of 2025. So if you've built up assets over time, your estate taxes could go up significantly unless you shelter them now in trusts.

This info. was originally published at <https://sba.thebartford.com/>

~KURAPIA~

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San Diego Chapter Member Milestones

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Benefits of Winter Mulching

Winter is a time when we look forward to wearing our sweaters and sitting around a warm fireplace. As the days get shorter and our evenings become cooler, it's also the perfect time to evaluate the winter needs of our landscape and outdoor spaces. One of the more important winter activities in landscaping is the application of mulch to residential, commercial, and agricultural properties.

Mulch application during these cooler months is an important practice for a variety of reasons. While different mulch products have varying value-added benefits, there are several key benefits that all top dressings share with one another. In the San Diego area, moisture retention plays a key role in the overall health and wellness of our agricultural and landscaped spaces. Mulch significantly helps soil retain moisture and aids in erosion control. Even during the winter when rainfall amounts increase and some plants are dormant, drought remains a concern.

Rainfall may be the most obvious challenge in our coastal deserts, but Southern California also struggles with a lack of organic material in our soil's structure. There are several mulch products on the market that will add organic material and introduce diverse microbial populations to your soil. Mulch containing composted material or ground brush are wonderful options for

applications that aim to improve soil tilth gradually over time. In fact, our winter rains actually help move organics from the soil's surface to areas in which nutrient uptake occurs. This is a vital step in the mineralization process that increases nutrient availability.

Another added advantage gained from winter mulching has nothing to do with the plants and soil we work to protect and improve. Instead, one of the principal benefactors of winter mulching are the men and women trusted to maintain our residential, commercial, and agricultural properties. Property managers and schedulers often have a difficult time finding work for crews during low intensity growing months. Adding mulch application projects to regular maintenance plans decreases employment volatility and helps employers retain trained labor for seasons with an increase on labor demands.

With more than 40 years of experience in Southern California, Agri Service is available to help improve your soil by developing custom mulch and soil blends according to your soil tests. Our background in agronomy will help us create the perfect blend using fertilizer, gypsum, and other amendments to meet your specific needs.

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Thank you to the following Life Members for their continued support of the association.

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Thanks to the following Chapter Members for their continued support for over 25 years.

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