



Nursery Sod Growers
Association of Ontario

ANNUAL

GENERAL

MEETING

Report 2020

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

MINUTES

NSGA AGM 2019

Tuesday March 19, 2019

Dave & Buster's Vaughan, ON

Board Directors Present: Matt Gauthier (President), Sonja Heeringa (Secretary/Treasurer) Directors: Tom Brayford, Bob Buckton, Shawn Fairty, Chris Hope, Chiel Vissers, Buck Winter.

President Matt Gauthier called the Annual Meeting to order with 21 Active Member Farms represented. The attendance for the day was 64 members and guests.

Matt Gauthier explained that, as the NSGA AGM Report had been sent to the membership prior to the Annual Meeting in order that the members could review the report and come prepared with any questions, this report would not be presented today. Copies of all the report was also distributed in today's Annual Meeting packages. Prior to the acceptance of the report, there will be an opportunity for discussion or comment.

MINUTES 2018

On a motion by Peter Beverley of Beverley Turf Farms, seconded by Gerry Brouwer, Brouwer Sod Farms and carried, the Minutes from the 2018 Annual General Meeting held on March 20, 2018 were accepted as distributed.

NSGA ACTIVITY & TREASURER'S REPORTS

Kurt Vanclief, Willowlee Sod Farms, motioned to accept the NSGA Activity Report and Treasurer's Report, seconded by Claus Zander, Zander Sod Company and carried.

NOMINATING COMMITTEE

Chris Hope presented to the membership that the NSGA is in favour of allowing Matt Gauthier and Chiel Vissers to run for election for a fourth consecutive term which is in contravention to the Bylaw allowance of 3 consecutive 2 year terms. Further to this, the NSGA asks the membership to confirm this exception to the bylaw.

Chris Hope proposed the Motion: BE IT RESOLVED that Matt Gauthier and Chiel Vissers be allowed to run for election for a fourth consecutive term in contravention to the current bylaws of the NSGA. Kurt Vanclief, Willowlee Sod Farms seconded the motion and the motion was carried.

Matt Gauthier thanked Tom Brayford for his 6 years as a director of the NSGA.

There was a call for nominations from the floor. No nominations from the floor were provided.

The slate for 2019/20 was presented: Bob Buckton, Shawn Fairty, Matt Gauthier, Sonja Heeringa, Chris Hope, Brett Jeacle, Wade Poort, Chiel Vissers, Buck Winter.

On a motion by Peter Beverley of Beverley Turf Farms and seconded by Kurt Vanclief, Willowlee Sod Farms and carried, the 2019-20 NSGA Board Members were accepted as nominated. Officers to be determined at the first board meeting.

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

OPEN MIC

President Matt Gauthier invited the membership to provide direction to the board on what to focus on in the coming year.

Kurt Vanclief, Willowlee Sod inquired about the NSGA marketing budget and continuing plans to develop NSGA marketing. Kurt promoted the NSGA relationship with Landscape Ontario and sod donations to Canada Blooms.

Green Streets Challenge opportunities were mentioned.

Mike Schiedel, Greenhorizons Group of Farms inquired about providing marketing content that could be shared with members. Discussion of creating a marketing toolbox for members.

John Owens, Brouwer Kesmac remarked that TPI and The Lawn Institute has marketing resources that they are willing to share and that the NSGA should not duplicate efforts.

Motion to adjourn by Peter McCuaig Beverly Turf Farms Ltd., seconded by Tom Brayford, Brayford Sod Farms.

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

ACTIVE MEMBERS 2019-2020

A. Linde Sod Farms

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Boynton Bros. Sod

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Brantford Landscaping & Sodding Ltd.

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Brayford Sod Farms Inc.

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Cressman Tree Maintenance and Landscaping

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Fairgreen Sod Farms

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Greenhorizons - Cambridge

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NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

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Lafrance Sod

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Southridge Sod Supply Inc.

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Strathroy Turf Farms Ltd.

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T. Bolton Sod Co. Limited

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Unity Sod Farm Ltd.

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Valley Sod Farms Inc.

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Vissers Sod Farm

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Willowlee Sod Farms Limited

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kurt@willowleesod.com

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

Wintermere Sod Growers Inc.

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Zander Sod Co. Limited

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claus@zandersod.com

ASSOCIATE MEMBERS 2019-2020

Advanced Equipment Sales

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Alliance Agri-Turf

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BrettYoung Seeds

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Andrew.Hardy@brettyoung.ca

Brouwer Kesmac

23324 Woodbine Avenue Keswick, ON L4P 3E9
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DLF Pickseed Canada Inc.

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gcarnegie@pickseed.com

DLG Farm Drainage Inc

80 Concession 3 East RR#1 Tiny, ON L0L 2T0
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dlgfarmdrain@hotmail.com

E-Cargo Tarps

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514 244-1802
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Graham Turf Seeds Limited

1702 Elm Tree Road Lindsay, ON K9V 4R1
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graham@grahamturf.com

Load Lifter Manufacturing Ltd.

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d.tughan@load-liftermfg.com

Progressive Turf Equipment Inc.

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Quality Seeds Ltd.

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Smith, Williams & Bateman Insurance Brokers Ltd.

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NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

Trebro Manufacturing Inc.

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ASSOCIATE MEMBERS 2019-2020

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NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

NSGA ACTIVITIES 2019-2020

Affiliated Associations

Ontario Turfgrass Research Foundation (OTRF)

The NSGA continues to make an annual donation of \$10.00 per NSGA member to the OTRF in addition to \$100.00 memorial donations.

Turf Producers International (TPI)

The TPI 2020 International Education Conference and Field Day, was held in Orlando, FL Feb 17-20. The next Conference will be held in Lost Pines, Texas Feb 22-25, 2021.

Ontario Association of Landscape Architects (OALA)

The NSGA is an affiliated member of the OALA.

Landscape Ontario

The NSGA has a membership in kind with Landscape Ontario.

NSGA Membership

As of March 2020 NSGA, membership is 31 Active Members, 15 Associate Members. Schouten Sod Supply Ltd did not renew, Richmond Sod Ltd and Demaree Sod are no longer in business. Associate Member FS Partners (Alliston) did not renew.

NSGA Programs & Initiatives

NSGA Green Certification

The NSGA Green Certification program is in its 10th year. There are currently 5 NSGA Green Certified growers. Greenhorizons - Cambridge, Greenhorizons - Hamilton, Manderley Turf Products Inc., Willowlee Sod Farms and Zander Sod Company Ltd.

NSGA Scholarship

The NSGA scholarship provides \$750.00 to a current NSGA member or person from the immediate family (child, sibling, or spouse) or employee of a current NSGA Member. See www.nsgao.com for details. There was one application received this year and awarded to Jacob Brayford currently in his 3rd year of a B.Sc. in Agriculture at the University of Guelph.

NSGA Credit Reporting

The NSGA continues to provide an internal credit reporting program on a monthly basis from April – October to members who actively participate in sharing overdue account information.

2019 NSGA President's Freeze Up

The 2019 President's Freeze Up was held on November 30 aboard the Mariposa Toronto Dinner Cruise. There were 60 NSGA members and guests in attendance.

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

2020 Landscape Ontario Congress (LOC) NSGA Membership Dinner

This year's LOC Membership Dinner was held at the Delta Toronto Airport & Conference Centre on January 7, 2020. There were 65 members and guests in attendance.

2020 Ontario Turfgrass Symposium and NSGA Lunch Social

The Ontario Turfgrass Symposium, February 19 & 20, was well attended by Turfgrass stakeholders. Tom Brayford served as the Chair of the sod sessions. A morning of informative sessions and an NSGA sponsored lunch social was provided on the 20th.

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

Balance Sheet March 19, 2020 for the Year Ending March 31, 2020

ASSETS

Current Assets

Chequing Bank Account	<u>69,625</u>	
Total Cash		69,625
Term Deposit		32,502

Accounts Receivable LO Membership Dinner	<u>1,705</u>	
Total Receivable		<u>1,705</u>
Total Current Assets		103,831

TOTAL ASSETS 103,831

LIABILITIES

Current Liabilities

GST Owing		1,641
Prepaid Membership Fee		<u>372</u>
Total Current Liabilities		<u>2,013</u>

TOTAL LIABILITIES 2,013

EQUITY

NSGA Equity

NSGA Equity - Previous Year		89,622
Net Operating Surplus to Date		<u>12,197</u>
Total Owners Equity		<u>101,819</u>

TOTAL EQUITY 101,819

TOTAL LIABILITIES AND EQUITY 103,831

NURSERY SOD GROWERS ASSOCIATION OF ONTARIO

Income Statement at March 19, 2020 for the Year Ending March 31, 2020

REVENUE

Membership Revenue

Active Member Fees	33,835
Associate Member Fees	5,625
Total Membership Revenue	<u>39,460</u>

Other Revenue

Revenue from OTS 2019	3,377
Term Deposit Interest	129
Total Other Revenue	<u>3,507</u>

TOTAL REVENUE 42,967

EXPENSE

Operating Expenses

Accounting & Legal	800
Affiliated Memberships	388
Bank Charges	47
Board Meeting Expenses	107
Insurance	983
NSGA Events	1,360
Office & Admin	23,662
OTRF Donations	420
Scholarship	750
Website Development	2,252
Total Operating Expenses	<u>30,770</u>

TOTAL EXPENSE 30,770

NET INCOME 12,197