



Extension

# Joint Winter Meeting

Co-sponsored by NHLA, NHPGA & UNHCE

**January 16th, 2019**

The Marriott Grappone Center

70 Constitution Avenue Concord, NH 03301

8:00AM-3:30PM

\$65/person on or before January 7th. *No refunds after this date.*

\$80/person after January 7th and for all walk-ins.\*

*\*Walk-ins will be accepted at the door (by cash or check only) on a space available basis. Lunch is not guaranteed for walk-ins.*

To Register Online:

[bit.ly/JWM2019](http://bit.ly/JWM2019)

Direct all vendor display and arrangement inquiries to Jon Batson at [jontree13@aol.com](mailto:jontree13@aol.com)

For any questions or special arrangements not limited to dietary, physical access, or other accommodations including the ability to pay, please contact Cathy Neal at [cathy.neal@unh.edu](mailto:cathy.neal@unh.edu)





8:00-9:15 **Registration, Refreshments, and Visit Exhibitors**

8:30-9:15 **Discussion Groups - Informal gatherings, a chance to network and discuss current issues**

- **Hiring and Working with Millennials (Webster Room)** - Jonathan Ebba with UNH Horticulture students
- **Potential NHLA/NHPGA Merger (Pierce Room)** - Linda Zukas
- **Meet and Greet with Commissioner of Agriculture Shawn Jasper (Ballroom)**

9:30-9:45 **Welcome and Announcements**

9:45-10:00 **Introductory Remarks** - Shawn Jasper, Commissioner of Agriculture, NH Department of Agriculture, Markets & Food

### **General Session (Ballroom)**

10:00-11:00 **New Hampshire Workforce: Outlook and Opportunities**  
Pam Szacik, Director of Employment Service Bureau of New Hampshire Employment Security - In addition to the labor outlook in NH, Pam will discuss new state initiatives that may help our industry in finding and retaining new sources of labor, including Medicaid, opioid recovery and mature citizens.

11:00-12:00 **\*What's On The Shelf?**  
Dr. Cheryl Smith, Plant Health Specialist, UNH Extension - Cheryl will provide an update on new pests/diseases of concern, and new products for nurseries, greenhouses, garden centers and landscape use.

12:00-1:00 **Lunch Buffet and Announcements**

### **Concurrent A (Ballroom)**

1:15-2:15 **Improving Labor and Production Efficiency in the Green Industry**  
Gerson 'Gary' Cortes, FlowVision, LLC - Many in the green industry are looking for ways to improve their profitability. Many growers, garden centers, and landscapers of all sizes have turned to Lean Flow techniques to increase profitability, through improved productivity, increased payload, and improved quality.

2:30-3:30 **\*Ticks, Lyme Disease and Other Bad News**  
Dr. Abigail Mathewson, Public Health Program Manager for NH Department of Health and Human Services - How can you protect yourself when you're out there in the world full of ticks?! Dr. Mathewson will cover basic vector biology/life cycle information, discuss the risk of tick-borne diseases, and explain the best prevention methods.

### **Concurrent B (Webster/Pierce Room)**

**Dealing with Nuisance Wildlife**  
Joshua Janicke, NH Department of Wildlife Services - Squirrels, chipmunks and deer, oh my! Wildlife can be disruptive in many facets of the green industry. Join Carrie as she describes best management practices for nuisance wildlife in the landscape, nurseries and garden centers.

**Panel Discussion: Business Success Over the Years**  
George Pellettieri, Owner, Pellettieri Associates; Robbi Woodburn, ASLA, Principle, Woodburn & Company Landscape Architects, LLC; Suzanne Maze, Owner, Black Forest Nursery; Rick Simpson, Owner, Rolling Green Nursery. Join us for this panel of successful industry leaders who will share with us the stories behind their business successes and offer key pointers for aspiring landscape professionals.

\* One pesticide credit for each of the talks indicated, pending state approval. Be sure to sign the registration sheet at the beginning and pick up your certificate at the end of the session.