

PLANET's Tom Delaney to speak at STC

Tom Delaney, Planet's government relations director, is scheduled to speak at the CALCP Spring Training Conference on Tuesday, March 5. Tom has been involved in the Pesticide ban proposal that was a huge issue in Durango, CO last August and September.

A citizen group in Durango got enough signatures to force the City Council to hold hearings and to put on the ballot a ban of all fertilizers and pesticides on all city property. (This proposed ban was later withdrawn under the promise from City Council that they would appoint a committee to review the issue and come up with an immediate plan to convert all city parks to an organic management control program. The City has hired a consultant from New England for \$36,000 to come to Durango and prepare a proposal.)

Tom is aware of these issues going on in other states and Canada as well. He will talk about the effects this type of legislation/city resolutions can have on a community and state and how it could effect your day to day operations. As this issue emerges more often around the USA, we as an industry need to be aware of what works and what doesn't in trying to maintain civility and rational thinking and squelch this fear driven threat.

Don't miss this class at Spring Training Conference next March. If you are aware of any similar issues in your community around the state, please bring your scenarios, questions and concerns to this session. You can also contact the office ahead of time.

Spring Training Conference classes

The classes and speakers for STC are confirmed and approved by the CDA and the brochure is at the printer. It will be mailed to all folks licensed with the CDA in categories 206, 207, 103, 106, 107, 108, and 109 after Jan. 1st. Again as always, CALCP offers classes in all 5 core credits, 2 laws & regulations classes, and all of the required courses in the categories mentioned above. We also will have 2 non-credit courses that are of interest to those attending: Preventing skin cancer by SunSafe Colorado, and the class mentioned to the left about Pesticide Bans.

STC will be held on March 5 & 6, 2013 at the Ramada Plaza Hotel at I-25 and 120th Ave., Northglenn.

Our opening speaker this year will be **Dan McGowan**, a humorist, who will speak about "6 ways to nurture your creativity quotient". Dan is well known comedian and motivational speaker who has presented informative and entertaining talks for various groups such as King Sooper, TCF Banks, The Colorado Nurses Association, Children's Hospital, the US Air Force and others. He also has appeared on NBC's Last Comic Standing and was a winner in the Branson Comedy Festival.

You will learn 6 ways to develop and nurture creativity and then to apply this to your personal and professional lives. Come early and get a few laughs to start this year's Spring Training Conference.

Free Breakfast for members

CALCP has again decided to offer a FREE breakfast to members on Wednesday, Feb. 13 at The Ranch Country Club beginning at 7:00 a.m. The breakfast will be followed by two speakers: Laura Pottorff and Sky Stephens.

Laura, Nursery, Seed and Phytosanitary Program Manager with the Colorado Department of Ag, will speak about the approaching invasion of Emerald Ash Bore to Colorado, the insect identification, how far west it has been seen, preparations for it's arrival, costs involved, federal quarantine, etc.

Sky Stephens, Entomologist for the Colorado State Forest Service, will discuss the recovery of the forest lands that were so heavily damage last spring and summer by the wild fires, what effect the fires had on insects, flora and fauna and the stages recovery will take to rebuild.

The breakfast buffet will include scrambled cheese eggs, sausage and bacon, muffins/ Danish, house potatoes, fruit, juice, coffee, and tea. You need to send the registration form in with your payment of \$20.00 per member attending and if you show up, you will get your check returned. If not, we keep the check. Up to 10 employees per company will be accepted unless we do not fill up the 100 seats available. So send in your form right away and plan to attend this special member benefit breakfast.

Estimating & Bidding with Ultimate Efficiency

By Phil Harwood, Pro-Motion Consulting, philharwood@promotionconsultingllc.com

For contractors using manual estimating systems, estimating continues to be expensive, time-consuming, error-prone, and a never-ending source of frustration. In these companies, estimating is based more on experience than anything else. And since only owners or seasoned people have this experience, estimating is unnecessarily expensive and consumes precious time from these valuable people.

The typical manual estimating system today involves driving to the property, walking the property, measuring, taking photos, driving back to the office, deciphering information, and 'number-crunching' to arrive at prices to be entered into a proposal. This process is often loose, informal, and changes for every property.

Even with the introduction of web-based measuring tools, many estimating systems are tedious, inconsistent, and unreliable because they lack a unifying platform to help organize data, make accurate computations, or store estimating information for verification or future use.

Without a defined system, it's often very difficult to retrace the estimator's steps or verify the accuracy of calculations after the proposal is created since the estimator's notes and calculations were not captured in a uniform manner or saved in a logical place.

In many cases, the estimator's notes are discarded or misplaced. Even more problematic, if the prospect wants to negotiate prices, it is extremely difficult to do so without recreating the entire proposal from the ground up.

These manual estimating systems are also very error prone. Using a desktop adding machine with a printed tape was fine in 1961 but that was 50 years ago. Using a cell phone's calculator function with no tape – what is common today – is horribly inefficient and error-prone. Errors are easy to make and difficult to find. One simple undetected error in calculations may be the difference between profit and loss.

The 'number-crunching' aspect of estimating is the most critical but often the most mysterious, due to the complexity of working with multiple variables and many unknowns, resulting in an over-reliance on guesswork and assumptions.

Spreadsheets such as Microsoft Excel, built as productivity tools, are commonly used in businesses throughout the world, and deserve consideration as a solution for the company using out-dated manual processes. By utilizing an estimating program based in Excel, accurate estimates and proposals may be quickly produced, saving precious time that may be used to increase sales capacity and bid more work.

In order to accurately estimate accurately, we need to ensure that our estimating model includes all of the necessary vari-

ables. This is where many of the estimating systems fail to measure up; they are simply incomplete. Because of this, they produce inaccurate estimates.

We also need to understand the types of proposal format options and their associated estimating models. There are many creative ways to develop proposals. Each requires an estimating model and an estimator who knows how to manipulate the system to produce the desired proposal numbers.

By using Microsoft Excel, any type of estimating system may be devised. If you can dream it up, it can be built in Excel. In addition, your estimate may be mapped directly into your proposal without time-consuming, error-prone data entry.

Phil Harwood is the President & CEO of Pro-Motion Consulting, a strategic management consulting firm with clients throughout North America. Please visit www.mypmcteam.com for more information. 248-436-8121.

Riverside Cemetery Dates

The dates for our continuing revival of Riverside Cemetery will be on Friday, April 19, 2013. The members of CALCP will continue to work on felling dead trees, aerating and seeding several acres with native grasses, and continue efforts to beautify the entrance and raised flower beds. Plan now to help out next spring.

CALCP new members:

Welcome to these new members since Sept 1, 2012.

Clean Air Lawn Care

Josh Studer
774 Dahlia St., Denver, Co 80220
303 681-4543
josh@cleanairlawncare.com

Jeffco Athletics

Don Frantz
19500 W.64th Parkway, Arvada , Co 80007
Phone: 30 215-3428
Fax: 303 215-3429
dfrantz@jeffco.k-12.co.us

Plants of Distinction, LLC

Daniel Defibaugh
12411 Lowell Ct., Broomfield, Co 80020
Phone: 303 465-2146
Fax: 303 465-2146
plantsofdistinctionllc@hotmail.com

Build Your SUCCESS
at PROGREEN EXPO 2013

Like ProGreen EXPO'S Facebook Page for your chance to win free tradeshow only tickets to the 2013 ProGreen EXPO + \$100 in prizes! Weekly giveaways to our Facebook Fans start on Friday, October 5th.

CLICK HERE // LIKE US FOR YOUR CHANCE TO WIN!

The graphic features a green and orange color scheme with icons of a tractor, a house, a leaf, and a flower.

ProGreen contests

ProGreen Expo is introducing a social media contest offering a prize worth at least \$100 each week until the show. You need to “like” their Facebook page (go to <http://conta.cc/OUMbAq> for weekly sweepstakes) and give them your name and email to enter the contest. You only need to enter once, and you will be eligible for the whole time. They will do three postings a week, on Mon-Wed-Fri, and on Fridays they will announce the winner each week. For example, the first prize was a pair of Bronco tickets. So sign up now to be the weekly winner.

Calendar of Events

Nov. 15, 11:00 a.m. CALCP board meeting at Wynkoop Brewery. Call 303 850-7587.

Nov. 23, CALCP Office closed.

Nov. 27-GreenCO Legislative Committee at ALCC office. Call 303 758-6672.

Dec. 4, 5 & 6-Rocky Mountain Regional Turfgrass Conference & Turf Show at Crown Plaza Inn. Call 303 770-2220.

Dec. 6-2:00 p.m GreenCO board meeting at CNGA offices. Call 303 758-6672.

Jan.15-18-ProGreen Expo conference classes. Call 303 756-1079.

Jan. 16-18-ProGreen Expo Trade Show. Call 303 756-1079.

Green Industries Data Toolbox

A Comprehensive Guide to Useful Information

The graphic shows a small green tree in a red planter box. The text is in a bold, sans-serif font.

Order your copy today online at www.greencofoundation.org or by calling 303 850-7587 for discounts on bulk orders.

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The BUREN INSURANCE Group, Inc. logo features a tree inside an oval.

Chuckles

Coming together is a beginning, keeping together is progress, staying together is success.

Having the right aim in life isn't enough if you run out of ammunition.

If your heart is full of love, you always have something to give.

A lot of us would like to move mountains, but few of us are willing to practice on small hills.

If the wind doesn't blow, row.

The future belongs to those who create it.

Christmas would be much nicer if elves assembled ALL the toys.