



Join the
“GROWTH NETWORK”
Landscaping Peer Group for a...

Capitol City

LEADERSHIP SUMMIT

Washington, DC

August 6th-8th 2018



SCHEDULE OF EVENTS

Monday, August 6

- 8:00-3:30 Sponsor/Vendor Setup @ LGL yard
- 10:00-3:00 Arrival/Free Time in D.C./Hotel Check-In
- 4:15 & 5:15 Bus leaves for the Level Green Facility
- 4:30-6:30 Vendor Display – Level Green Yard (6408 Dower House Rd. Upper Marlboro, MD 20772)
- 6:30-7:00 Opening Remarks, Introduction of Sponsors and Participating Companies
(Attendees, Speakers, and Sponsors welcome)
- 7:00 Dinner
- 9:00 Return to Hotel

Day One – Tuesday, August 7

- 7:00-8:00 Vendor/sponsor table set up (Magnolia Room)
- 8:00-9:00 Breakfast, Brief Welcome (Doug Delano) (Magnolia Room)
- 9:00-10:30 Keynote Speaker (Intro. by Ken Taylor - John Deere) – Steve McClatchy (Hall of States Room)
- 10:30-10:45 Break
- 10:45-12:00 Keynote Speaker – Steve McClatchy *Decide: Work Smarter, Reduce Your Stress and Lead by Example* (Hall of States Room)
- 12:00-1:00 Lunch
- 1:00-2:30 Keynote Speaker – Steve McClatchy (Hall of States Room)
- 2:30-2:45 Break
- 2:45-4:30 Keynote Speaker – Steve McClatchy (Hall of States Room)
- 4:30-5:30 Summary of Day/Review Tomorrow's Agenda /Group presentation assignments
- 5:30-6:30 Break
- 6:30-7:30 Happy hour at Pool
- 7:30 Dinner Out (break out by groups)

Day Two – Wednesday, August 8

- 7:00-7:45 Breakfast (Hall of States Room)
- 7:45-9:00 Mark Adamson - "*Make Time for Relationships*" (Hall of States Room)
- 9:00-10:15 Kevin Kehoe - "*Strategies for Personal Productivity*" (Hall of States Room)
- 10:15-10:30 Break
- 10:30-12:00 College professor panel – "*The State of College Recruiting - What You Need to Do to Attract Talent*" (Hall of States Room)
- 12:00-12:45 Lunch/finalize group presentations (Magnolia Room)
- 12:45-2:15 Group Presentations (Hall of States Room)
- 2:00-3:00 Summary and Close (Hall of States Room)

THE GROWTH NETWORK

Company Introductions

NATIVE LAND DESIGN was founded in 2001 in Cedar Park, Texas. As a leader in commercial landscaping services, we are strongly committed to both the environment and our clients in the Office, Retail, Industrial and Community Management sectors.

With annual sales exceeding \$12 million and a staff of 200 employees, we're proud of Native Land Design's continued growth. In 2007, we opened two more offices in Houston and McAllen, Texas.

We understand the importance of enhancing your real estate investment. That's why Native Land Design is committed to delivering innovative, efficient and budget conscious solutions. We offer a complete range of commercial landscaping services including: Landscape Design and Architecture, Landscape Construction, Irrigation and Water Management, Landscape Maintenance, Landscape Lighting, and Tree Care But we don't stop there.

Our customer service goes well beyond where other commercial landscape contractors fall short. We focus on satisfying our customers' landscape needs with a dedicated team of experts who are both highly reliable and responsive. With a strong commitment to exceptional landscape design, construction and maintenance, Native Land Design is proving why "We are the Difference."

BEN COLLINSWORTH - www.nativelanddesign.com

LEVEL GREEN LANDSCAPING was founded in 2002 to offer Washington DC, Maryland and Virginia reliable commercial landscape maintenance services.

The industry veterans both got their starts at a large, regional landscape company and have more than 60 years of combined experience. Their commercial landscaping company has production offices in Prince Georges County and Montgomery County, MD — with direct report sites in Washington, DC and St. Marys County, MD.

Level Green services commercial properties like office buildings, condominiums, homeowner associations (HOAs), mixed use, retail, institutions and government entities. With a proactive approach to landscape maintenance service, Level Green Landscaping ensures that your property is always looking it's best — giving you the opportunity to get back to more important items on your agenda.

Level Green Landscaping has combined extraordinary client service with high quality work, making them one of the most trusted commercial landscaping companies in the region.

DOUG DELANO & BILL HARDY - www.levelgreenlandscaping.com

DUKE'S LANDSCAPE MANAGEMENT offers full service maintenance to large properties. We offer landscape design & installation, landscape maintenance, and snow removal services. We pride ourselves on delivering outstanding service to large properties and exceptional service to our clients.

Our Mission: To be a professional landscape management resource who proactively provides value to our clients, both external and internal, while enhancing the overall quality of our environment through employee training, innovation, industry knowledge and our diverse service line. We will develop an honest and trusted relationship with our clients and foster an empowering atmosphere to our employees.

ERIC CROSS - www.dukeslm.com

FOCAL POINTE OUTDOOR SOLUTIONS was founded in 1998, specializes in comprehensive landcare for high touch properties in St. Louis, Missouri and St. Louis Metro East, Illinois. Mr. Munie's uncompromising approach to quality and service remains the foundation of everything we do today. Focal Pointe's service offerings have expanded into creating more ways to be your complete outdoor solutions leader.

Our mission is to be an innovative, professional service company dedicated to providing our customers with distinctive landcare solutions and superior service. By achieving this mission, we will add quality to the lives of our clients, colleagues,

families and the community.

JOHN MUNIE - www.fplandcare.com

GREENSCAPE INC. is an award-winning commercial landscape company based in the Raleigh-Durham, NC area. We have proudly satisfied our Design, Build and Manage landscape clients with "Outstanding Results Through Great Service" since Greenscape was founded in 1979 by Michael Currin. Today we are headquartered in Holly Springs, NC with offices in Durham and Raleigh and have over 100 employees. The Green Team consists of landscape architects, designers and horticulturists who successfully blend all aspects of the landscape industry into one organization. We service high-end retail properties, class A office buildings and facilities, hotels, HOAs, and municipal properties, creating great outdoor spaces where people live, work, and play.

DANIEL CURRIN - www.greenscapeinc.com

WARD + THORNTON LANDSCAPES a full-service landscape maintenance company specializing in quality maintenance for both commercial and residential clients with legendary service. We believe that well-maintained landscape improves the image of the home or business and the attitudes of those living or working there. With over 30 years of expertise, our highly trained staff consistently meets and exceeds the expectations of our clients. Whether it's for a commercial property or your home, Mike Ward Landscaping strives to be different. Our honest, up-front and professional approach will continue to allow us to build relationships that last.

MIKE WARD - www.mikewardlandscaping.com

CONSERVE LANDCARE we not only serve the community, we are the community. We live and work here, raise our families here, and invest our time and energy in making sure the communities of the Coachella Valley continue to represent lifestyle living at its best. We know that the quality of your landscape matters as much to you as the integrity of the ecology matters to the future of the region. And we strive to meet the objectives of both. We work hard to make a difference in the quality of the landscaped environment you live and work in, and the sustainable health of the natural desert environment we're lucky enough to call home.

Conserve LandCare is about three things: the customer, the landscape, and the professionals on its team. How high we raise the bar and serve each with quality, best practices, discretion and respect is the foundation of our business. We believe in simplifying life for our customers and provide a dedicated representative who serves as a single point of contact for all Conserve's services and ensure they meet our highest standards.

Conserve LandCare is committed to protecting, enhancing and supporting the desert landscape. We use sustainable practices and ecologically-sound applications to keep the air, soil and groundwater safe. We adhere to the highest standards of professional practice in horticulture, agronomy and resource conservation, and are experienced in drought-tolerant strategies for native and adapted plants, grasses and trees, and irrigation programs.

BRUCE WILSON - www.conservelandcare.org

