



**Grow smarter
with the landscape experts**

MEMBERSHIP BROCHURE



If you haven't seen the Landscape Contractors Association (LCA) lately, it's time to look again!

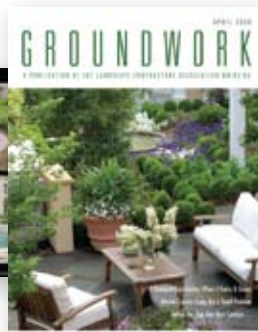
We still offer the extensive knowledge exchange, CLT certification, and resources for which we're known throughout Maryland, DC, and Virginia. In addition, we've implemented new strategies to promote our members to consumers, partner organizations, and other entities looking for top-notch landscape contractors. Plus our mini-seminars are offered from 10 am – 2 pm for your convenience.

And in difficult times, you can count on LCA. We will be there with programs and benefits that are second-to-none. Through surveys, telephone interviews and focus groups, member voices shape the programs and services LCA provides you.



Grow smarter

- Pursue business and professional development within an outstanding community of professionals at local meetings and conferences
- Grow your knowledge at the premier educational event in this region, the *LCA Winter Workshop*
- Read in-depth coverage of the landscape issues of the day in LCA's popular monthly magazine, *Groundwork*.
- Find a sounding board and mentoring environment within which you can test your strategies for business growth with the leading landscape professionals in the region.



Outstanding visibility

Enhance your visibility through LCA's well-publicized Excellence in Landscape Awards and our sought after online referral guide for consumers.



Stand out in the marketplace

- Become a *Certified Landscape Technician (CLT)*. Discover your outstanding training and testing source in Maryland, DC and Virginia. LCA offers one of the most respected programs in the country for the designation. The CLT validates the quality of your expertise. It is an individual certification; having CLTs on staff reinforces the caliber of your company and helps you differentiate your company in the marketplace.
- Our **Excellence in Landscape Awards** competition gives you the opportunity to shine by showing your clients and prospective clients the caliber and value of your work.



Advocacy on your behalf

You can have confidence that you will be represented through a legislative voice that educates and influences policy-making bodies about your business concerns. For example, LCA is a member of the Maryland Green Industry Council (MaGIC) that advocates for the Green Industry in Maryland.

Global Connection

A global connection to the landscape industry at large including cooperative programs between LCA and the Professional Landcare Network (PLANET) that offers discounts on PLANET publications, joint purchase programs, coordinated national legislative affairs, and market research.

So visit us at our website, www.lcamddcva.org, today and see how we can help your company grow!

LCA Membership Information

Membership Category

Regular: Any person, firm, partnership or corporation actively engaged in landscape installation, maintenance, design or consulting.

Associate: An individual, firm, partnership or corporation that supplies products or services to the landscape industry, but does not engage in the competitive practice of landscape contracting.

Affiliate: Any individual or organization that is involved in or related to the landscape industry, but does not provide landscape services or products on a competitive basis.

Educational Institution: Any school or department of higher learning related to the landscape industry.

Satellite Membership: Available to members who have more than one location. Branch will be listed in membership directory and will receive all mailings.

Please check the category that applies to your firm.

REGULAR

Any person, firm partnership or corporation actively engaged in landscape installation, maintenance, design or consulting.

- \$250 grossed under \$50K/yr
- \$325 grossed between \$50K - \$100K/yr
- \$425 grossed between \$100K - \$200K/yr
- \$500 grossed between \$200K - \$500K/yr
- \$600 grossed between \$500K - \$1M/yr
- \$750 grossed between \$1M - \$3M/yr
- \$900 grossed between \$3M - \$5M/yr
- \$1050 grossed over \$5M/yr
- \$1600 grossed over \$5M/yr & includes up to 10 satellite locations

Please indicate the areas in which you work:

- Annapolis
- Baltimore
- Columbia
- District of Columbia
- Eastern Shore of MD
- Frederick
- Northern Virginia
- Richmond
- Suburban Maryland
- Fredericksburg
- Delaware

Please indicate your specialty areas:

- Consultant
- Construction Management
- Commercial Maintenance
- Commercial Installation
- Design / Build
- Decks
- Garden Center
- Grading/Seeding/Sodding
- Hydroseeding
- Interior Installation
- Interior Maintenance
- Integrated Pest Management
- Irrigation
- Landscape Architecture
- Landscape Construction
- Landscape Design
- Landscape Lighting
- Organic Maintenance
- Residential Installation
- Residential Maintenance
- Snow Removal
- Tree Care
- Water Features
- Wetland Restoration

Please indicate the job size you will accept:

- under \$5K
- \$5K-\$10K
- \$10K-\$20K
- over \$20K

\$475 ASSOCIATE (SUPPLIERS)

Please list the products and services you provide:

\$250 AFFILIATE

industry-related organization not providing landscape services or products on a competitive basis

\$150 EDUCATIONAL INSTITUTION

\$125 SATELLITE (PER BRANCH)

LCA Membership Application

Contact Information

Firm _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Web Site _____

Contact Person _____

PAYMENT INFORMATION

Membership Category Fee(s)\$ _____

Maryland Members: Please **ADD 15%** surcharge to support LCA's participation in the Maryland Green Industry Council and its work in the legislative arena.\$ _____

New / Lapsed Member Processing Fee(s).....\$ 50.00

Total Amount Due \$ _____

Check enclosed - made payable to LCA

MasterCard VISA

Credit Card # _____

Expiration Date _____ 3 Digit Security Code (back of card) _____

Name on Card _____

Signature _____

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Contributions to LCA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible by members as an ordinary and necessary business expense.