

With 60 full-time employees at Main-scape headquarters and another 120 part-timers added during the season, Mazanowski faces his biggest challenge in labor management. "Development of hourly workers in addition to management level employees is one of my major concerns," he says. "Giving people responsibility and accountability is a challenge that's easier said than done. We will be focusing more and more on labor issues in the next few years."

Though his company has experienced some growing pains since the early years on campus, Mazanowski plans to expand into even more areas in the future. He recently began selling and installing play structures in city parks and private enterprises. "We hope to continue attracting more upscale customers who look to us for quality service," he adds. "Our biggest market is companies who don't have time to take care of their own properties." **LM**

ALCA Foundation up and running

The Board of Directors for the Associated Landscape Contractors of America (ALCA) approved the formation of the ALCA Educational Foundation as a 501(c)3 organization. Its purpose is to award scholarships and to fund educational programming for the landscape industry.

The board allocated an initial \$25,000 to the Foundation, and expects the amount to reach \$100,000 in the first six months. The goal is \$500,000. A campaign is underway to solicit corporate contributions as well as individual donations.

President of the Foundation is Chris Kujawa, Kujawa Enterprises, Inc.; Vice President is Drew St. John, St. John and Associates; Treasurer, Karen Corcoran, The Benchmark Group; Secretary, Debra Atkins, ALCA; and Director, Steven Glover, L&L Landscape Services.

ALCA also announced a pilot program for both interior and exterior contractors planned for August 21-24 at the Fairmont Hotel, Dallas. The program will focus on the mid-level and foreman-level employee. Also, ALCA CLP and CLT exams will be offered then. Contact Bob Drury at ALCA at (800) 394-2522. □

PGMS expands membership

Membership in The Professional Grounds Management Society now extends to physical plant administrators and property managers with grounds care responsibilities.

"Increasing inquiries from physical plant administrators and property managers indi-

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cate heightened grounds-related needs of those who are not precisely grounds professionals, but have responsibilities in the grounds area," reports PGMS President, Steve Wharton.

Memberships are available at the regular rate of \$150 per year, and members enjoy full voting rights.

To obtain further information about membership in PGMS, contact the Society, at PGMS, Facilities Pro's, 120 Cockeysville Rd., Suite 104, Hunt Valley, MD 21030; (800) 609-7467. □

Irrigation Association's site has quick-search

Looking for an IA-certified irrigation specialist in your region? The Irrigation Association's web site www.irrigation.org offers quick-search referencing by certification type (designer, contractors and/or auditors), and by location.

Another quick-search feature is the membership guide, by member type and state. Your networking capabilities are expanding in the search for industry leaders, distributors, products, practitioners, other irrigation activists in your region affiliated with the Irrigation Association.

Education and certification schedules and sites are now accessible through e-mail addresses, certification@irrigation.org and education@irrigation.org.

Also, you can develop your business skills with a new course entitled The Business of Irrigation Contracting. The focus is financial and personnel management for irrigation contractors. Contact Lori Brown, education manager, at (703) 573-3551. □

'96 PLCAA operating study ready

PLCAA's 1996 Operating Efficiency Study is a valuable decision-making tool and includes statistical information by region, company size, services provided and tips on using ratios to simplify financial statement information. The study was compiled by Lewis Browning, president of Wall-Bruning Associates, Inc., a small business consulting firm.

"Very few industries have the luxury of a scientifically prepared survey of successful practices upon which they can benchmark their results," says Browning. "The PLCAA Operating Efficiency Study provides you the same results as the Fortune 1000 companies, at a far more reasonable cost."

Also from PLCAA is a new public education brochure—"Water Quality and Your Lawn." This easy-to-read brochure explains how a healthy lawn improves water quality.

The brochure gives preventive turf care tips and is supported by several environmental organizations. Supporting organization logos are prominently displayed on the back of the brochure, lending credibility and name recognition.

"We're very excited about this new brochure and encourage everyone in the industry to distribute it to their customers and in their communities," says PLCAA's Government Affairs Director Tom Delaney.

Special order pricing is available—3 cents a brochure plus shipping and handling. To order either the 1996 Operating Efficiency Study or the "Water Quality and Your Lawn" brochure (or PLCAA's Products Catalog), contact PLCAA at (800) 458-3466/Fax (779) 578-6071/E-Mail plcaa@atlcom.net. □

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