



# LOUISIANA Nursery & Landscape NEWS

LNLA Quarterly

October/November/December 2005

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## Bouncing Back: Lessons Learned from Hurricanes

By Tacy Callies, Editor, *Ornamental Outlook* magazine

*Editors Note: Thanks for Ornamental Outlook magazine and Meister Media for permission to reprint this article from [www.ornamentaloutlook.com](http://www.ornamentaloutlook.com) in the fourth quarter 2005 LNLA newsletter. Tacy presented the information in this article at the IPPS-SR meeting held this fall in Gainesville, FL. Thanks to Tacy and Ornamental Outlook for their work on behalf of the green industry.*

According to weather experts, 1995 marked the start of a new cycle of increased hurricane activity that is predicted to last for 30 years. If the 2004 and 2005 Atlantic hurricane seasons are any indication of this trend, the bad news is that we've got 20 more years to go. The good news, however, is that there are plenty of steps we can take to help protect our businesses.

### Lesson #1: Expect The Unexpected

Hurricanes can and do change course. This can happen long before they hit land, or just before they hit land. University of Florida Extension Agent Laura

Miller describes the cone of error as more of a giant basketball of error. Hopefully, we have all learned by now to prepare if we are anywhere in the shaded region, not just directly in the path of the little black line. Sitting back and hoping for the best is not an acceptable strategy.

In 2004, Hurricane Charley took an unexpected turn and hit Port Charlotte instead of Tampa Bay. In 2005, Hurricane Katrina dipped south in the eleventh hour, striking the unprepared Homestead area. In both cases, growers were caught off guard.

Many thought a Category 1 storm wouldn't do much damage. They were wrong. When Hurricane Katrina hit South Florida as a Category 1, it caused estimated

damages of \$370 million to nurseries. The lesson learned here is to be prepared and treat all hurricanes as a serious threat, no matter what category they are.

### Lesson #2: Insure 'Til It Hurts

After the hurricanes, many growers found themselves woefully underinsured. To prevent this from happening, keep your insurance policies updated. Know exactly what your policy does and doesn't cover. Meet with your insurance agent annually at your nursery so that any changes or additions to structures and equipment can be examined and adequately covered. Buy the most coverage you can afford.

Read your policy and ask questions if you don't fully

*...cont'd on page 8*

2006 Gulf States Horticultural Expo  
Arthur Outlaw Convention Center  
Mobile, AL  
[www.gshe.org](http://www.gshe.org)

Trade Show Move In :  
Wed, Feb 1st & Thurs, Feb 2nd  
Educational Sessions:  
Thurs., Feb. 2nd  
Trade Show: Fri., Feb. 3rd & Sat.,  
Feb. 4th  
LNLA Breakfast and Awards: Fri.,  
Feb. 3rd at 7am (Location TBA)  
LNLA Social: Fri., Feb. 3rd  
(Location and Time TBA)





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*Welcome!*  
*New LNLA Members*

September-December 2005

**Cane River Tree Farm & Nursery**  
Sidney Evans

**Chinaberry's Nursery & Gifts,**  
Elizabeth Ferguson

**LA Tech College, Folkes Campus**

Audrey Bell  
Debra Breaud  
Nancy Brown  
Adriane Bussell  
Jacqueline Damico  
Misty Falcon  
Judy Gautreau  
Gaye Hunter  
Kristi Jenkins  
Marsha Manuel  
Tanya Marks  
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Charles Romero



**Louisiana  
Nursery &  
Landscape  
ASSOCIATION**

**LOUISIANA NURSERY AND LANDSCAPE ASSOCIATION**

**Board of Directors Meeting**

**September 28, 2005**

**Hammond, LA**

The meeting was called to order at 10am by Executive Secretary Allen Owings in the absence of President, Nathan Dondis and Vice President, Laney Strange. The meeting was held at the LSU AgCenter's Hammond Research Station in Hammond. Board members present were Pat Newman, Allen Owings, Brian Breauz, Dan Gill, Beth Perkins, Tom Fennell, Rusty Ruckstuhl, Laura Crnko and Anthony Witcher. Board members absent were Danny LaFleur, Nathan Dondis, Laney Strange, Debbie Head, Chancey Nichols and Frances Thorne. Guests present were Mark LeBlanc (LDAF), Craig Rouseel (LDAF), Monty Ingles (SELNA), Mike Goree (LIA), Nick Gagliano and Annie Coco (LSU AgCenter). Also attending portions of the meeting were Dick Parish (LSU AgCenter) and Yan Chen (LSU AgCenter).

Motion was moved by Regina Bracy, and seconded by Dan Gill, to accept the minutes of the May 2005 board of directors meeting as submitted. Motion passed.

Pat Newman presented the financial report through September 28<sup>th</sup>. Income for 2005 is \$82,030.36 with expenses of \$90,339.49. The financial report was approved on a motion from Regina Bracy and second from Dan Gill. Motion passed.

Allen Owings reported the passing away of Earl Vallot, Sr. Beth Perkins reported the death of her brother-in-law, Lowell Chauff. Flowers and/or cards will be sent from LNLA.

Attendees discussed the impact from and damage due to Hurricanes Katrina (August) and Rita (September). Allen Owings provided copies of green industry impact reports pertaining to both storms (copies on file at LNLA office). Monty Ingles, current president of the Southeast Louisiana Nurserymen's Association, and Annie Coco, Tangipahoa parish horticulture agent, gave a report on the wholesale nursery situation in the Florida parishes area. Crop losses range from minimum to total. Structural damage is also widespread. Power loss and inability to irrigate were major factors after Katrina. SNA should be commended for their efforts were disaster response. Wholesale nursery crop losses in Louisiana due to Rita and Katrina are probably \$20-30 million. Retail losses are \$100 million and landscape losses are major initially.

Brian Beaux gave some information on potential agricultural disaster relief legislation.

Pat Newman and Allen Owings reported that Linda Van Dyke resigned as the directory of the Alabama Nursery and Landscape association and as trade show director for the Gulf States Horticulture Expo in August. Linda's administrative assistant, Katie Day, and ALNLA president, James Harwell, (along with Carol Barton, David Bradford and others) are currently "running" Alabama association and the GSHE. Allen Owings reported that the educational program for the 2006 GSHE is 90% done. Norman Winter in Mississippi is in charge of that effort this time. Pat Newman is the Louisiana representative on the search committee (chair Bill Turk) to find a new GSHE trade show director.

Nick Gagliano presented the board information on new website design. The marketing committee will work with Nick over the next few months to come up with a new LNLA website.

Craig Rouseel gave an update from the Louisiana Department of Agriculture & Forestry. He reported on "citrus greening", a new disease in Florida, and Bengal dayflower weed pest potential. Craig also gave a brief update on sudden oak death. There is also a proposal for Louisiana licensed landscape architects to have a continuing education unit requirement. There have been seven irrigation contractor licenses issued thus far. This new license will be required starting in May 2006.

Mike Goree gave a report on behalf of the Louisiana Irrigation Association. Thus far, they have about 30 members. Workshops to provide educational information and "prepare" individuals for taking the Louisiana irrigation contractor test will be given in cooperation with the Irrigation Association (national) in Ruston, in November, and Breauz Bridge, in December.

Brief discussion was held concerning ANLA Senator travel expenses. The LNLA board has discussed this in the past and has always provided some "reasonable" funding to ANLA representatives to attend ANLA legislative and other events. Beth Perkins moved, Rusty Ruckstuhl seconded, to provide reasonable reimbursement for travel, registration fees to the ANLA Louisiana senator or their designee to attend functions.

Grants approved after discussion included: Ed Bush - \$3,000, Dale Pollet - \$750, and Dick Parish - \$2,500. LNLA still owes Allen Owings \$4,000.

Being no further business the meeting adjourned at 3:50pm.



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# LANDSCAPING AND A CAR WASH

By Mark Mayberry

Ed Bartz is the owner of Eco-Scapes, in Bend, Oregon. I visited Bend three years in a row, doing strategic planning sessions for The Oregon Association Of Nurseries. I'll never forget my first trip there. It was the end of May, and a bit chilly as we drove over the mountain that is just before you get to Bend. At the top of the mountain – it started snowing! To make it even more interesting, our first stop was at a golf course for a round of golf - and I was wearing a polo shirt and shorts! Somehow, I just didn't expect this kind of weather after Memorial Day.

But I digress...

Bend is a beautiful city, and Ed Bartz moved there from Houston in 1989. He started Eco-Scapes four years later. His slogan is "Natural Landscape Maintenance of the Highest Caliber." Ed's website ([www.eco-scapes.com](http://www.eco-scapes.com)) says, "We are continually attending classes, seminars and conferences so that we can bring our clients the very best in service and knowledge." Ed understands the importance of training to maintain "The Highest Caliber" of service.

A while ago, Ed attended one of my presentations on "Service With Shazam." During the program, I talked about the importance of "partnering" with other local businesses. I suggested that an organization could get together with a local convenience store and

promote "The Cheapest Gas In Town!" With everyone's concern about the rising price of gasoline, this can have fantastic results! (For details, send me an e-mail and I'll explain the promotion to you.)

After the presentation, Ed showed me one of the ways that his company "partners" with a local business with his "We're Sorry" card. On the card, it says,

**WE'RE SORRY!!!!**

*During the course of maintaining the landscaping*

*here we got your car a bit dusty.*

*Please accept this coupon good for a FREE car wash at Red*

*Carpet as our way of "cleaning up" this issue.*

Ed told me that he uses these cards to add a little extra "Shazam" for his Customers. He sends business to Red Carpet Car Wash, and they send business to him. Ed also has a couple of "links" on his website – one for his webmaster and the other for a specialty seed company.

Big companies believe in Partnering too! Blockbuster is constantly having promotions with companies like Domino's Pizza. (Rent a movie and get \$5 off a pizza at Domino's!) I recently checked into a hotel, and the plastic room key had an ad for a local Domino's. In the course of just 10 days, I received three different e-mails from Delta Air Lines. Each one had a different "Partner," with offers of free miles for using their Partners' products and services. One was for airport parking, one was for staying

at one of 6 "prestigious" hotels in Paris, and the other was with the Columbia House DVD Club. Every time I get a bill from American Express, they have several special offers from their Partners.

Whether you team up with a car wash, a convenience store or a pizza place, it can do wonders for your business!

## SHAZAM Challenge

Who can you "partner" with in your community? Set a deadline to make this happen!

▶ Hint - You can have more than one Partner.

**SHAZAM**

**Of The Month!**

▶ See page 18

Mark Mayberry is an international speaker, author, and consultant. Mark wants your input about his newsletter! Please write him at:

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6015 Twinpoint Way  
Woodstock, Georgia 30189

You can call Mark at (800) 394-6138, or send Mark an E-Mail: ([Mark@Markmayberry.com](mailto:Mark@Markmayberry.com)) Visit Mark's website at [www.MarkMayberry.com](http://www.MarkMayberry.com)!

# LIVE OAK GARDENS

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**SERVICE** - WE DO EVERYTHING WE CAN TO PROVIDE OUR CUSTOMERS WHAT THEY NEED WHEN THEY NEED IT - OBVIOUSLY, WE CANNOT DO THE IMPOSSIBLE BUT WE ARE WILLING TO TRY.

**SELECTION** - IN ADDITION TO PROVIDING COMMONLY AVAILABLE PLANTS OF SUPERIOR QUALITY, WE OFFER UNUSUAL PLANT MATERIAL TO DIVERSIFY OUR CUSTOMERS' PLANT PALETTE.





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*Mark your calendars now for  
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## Bouncing Back ... cont'd from page 1

understand it. Know what coverage you are buying, what your deductibles are, and if your coverage is enough to get you back in business in case of a catastrophe. Understand how your structures (especially greenhouses) are valued. For example, if actual cash value is used, buildings are valued on their useful life, not their replacement cost.

Know how poly is treated. Some carriers don't include coverage for soft roofs. Others cover them on an actual cash-value basis, which could be as short as three years. Many growers recommend cutting poly to save houses, but check with your insurance company. For example, Hortica makes no recommendations regarding cutting poly and says that cutting poly is done at the insureds' discretion and risk. If an insured grower cuts the poly, and the storm would not have damaged it, Hortica will not pay for the poly covering or resulting damages.

Make sure you have adequate personal property insurance coverage. At peak times of the year, pot, sleeve, basket, and tag values may be considerably higher than reported on your policy. Consider co-insurance. If your building is insured for less than it would cost to rebuild it, you could be penalized by the percentage you are underinsured. You don't need to experience a complete loss for co-insurance to take effect. Be sure to value your buildings based on what it would cost to replace them in today's market.

Business insurance can protect you from loss of business and profits in the event that you are out of business for an extended period of time.

The federal nursery crop insurance policy period recently changed from Oct. 1-Sept. 30 to June 1-May 31. The most current updates to the policy can be viewed online at [www.rma.usda.gov/regs/05nurseryfinalrule.pdf](http://www.rma.usda.gov/regs/05nurseryfinalrule.pdf)

The following are important policy points to remember:

- The policy carries a yearly cumulative deductible, not a per-occurrence deductible.
- Growers can buy a new policy up to 30 days before the end of the crop year.
- Crop insurance includes 15 basic units for container crops. Each unit stands on its own for deductibles and coverage levels - as long as you buy up to a higher coverage level than catastrophe.
- Catastrophe coverage levels range from 27% to 75% of total values.
- Different coverage levels can be purchased for container- and field-grown crops.
- Container-grown palms and cycads have been added to the policy.
- Liners, down to 1-inch in diameter, have also been added to the policy. Note, however, that not all 288 cells are 1-inch wide!

So be sure to measure your cells to know if they're covered.

- A new coverage option for field-grown nurseries called the Rehabilitation Endorsement pays up to 7.5% of values for the labor to stake, tie, or reposition trees damaged by an insured cause of loss. A loss of 2% or \$5,000 is required for payment.

## Lesson #3: Prepare Your Nursery

Items to stockpile prior to hurricane season include spare irrigation parts, fuel, water, stakes, poly, building materials for structural repairs, potting soil, and fungicides.

Make sure you have enough generator power to run pumps and other vital operations. According to Paul Moellering of Stateline, an affiliate of Tradewinds Corporation, some insurance carriers will not insure an agricultural operation without a sufficient standby power source. He also advises that it is more cost effective to add kilowatts when you purchase a generator than trying to add more later on. He recommends working with an electrician to determine the size and type of generator that's right for your operation. Keep generators properly maintained and test them at least twice per year to make sure they are working. The most important maintenance is the first oil change, recommended just 50 hours after initial use. Yearly oil changes and new filters should keep your generator running smoothly.

Create a list of emergency numbers, including crop and property insurance agents, your local Farm Service Agency office, and local police, fire, and utility companies.

Other essential steps in preparing your nursery for a hurricane include the following:

- Inventory your plants and equipment.
- Charge cell phone and other batteries.
- Water plants fully prior to a storm and lay potted plants 3 feet or taller down -- parallel to the expected wind direction.
- Secure all loose items, such as pots, heaters, and other equipment that could become airborne.
- Remember to protect your computers and other valuable office equipment.
- Print out payroll and inventories.
- Park trailers side-by-side to prevent tumbling.

Turn off utilities prior to evacuation.

Immediately after a hurricane, photograph and document all damage before you clean up. Include labor-related costs directly related to storm preparation and recovery.

## Lesson #4: Prepare Your Staff

Allow time for your employees to secure their homes prior to a storm. Let your labor know what shelters are available. Let them

... cont'd on page 13



# Professional Landcare Network Implements Emergency Disaster Support Program

Herndon, VA, September 06, 2005 — Hurricane Katrina, the most deadly and financially devastating storm ever to hit the American shores, has had a serious impact on the landscape and lawn care industry. The Professional Landcare Network (PLANET) is working to help green industry professionals who were affected by this tragic event.

PLANET's emergency disaster support program will be developing as the needs of the green industry companies in the crisis area become clearer. As these needs assessments are being completed, we have asked our members to consider the following:

**Offering financial contributions to aid in the disaster recovery.** Many available sources for charitable contributions specifically targeted for these efforts can be found on the Federal Emergency Management Agency (FEMA) Web site at [www.fema.gov](http://www.fema.gov) or the National Voluntary Organizations Active in Disaster (NVOAD) at [www.nvoad.org](http://www.nvoad.org).

**Assisting green industry employees from the crisis area by providing temporary employment while they are unable to work.** Many green industry companies may have a loss of revenue for weeks or months and be unable to pay their employees. If any company is able to provide an experienced employee with temporary employment (and possibly housing) during this time, please go to PLANET's Web site ([landcarenetwork.org](http://landcarenetwork.org)) and list available job postings (at no charge) under the heading "Disaster Support Jobs Available."

**Providing member-to-member in-kind donations.** While our green industry company members are rebuilding, labor or equipment that any company can loan to those in the crisis area would be greatly appreciated. Look for this on the Web at ([landcarenetwork.org](http://landcarenetwork.org)) under the heading "Disaster Support — Help Needed / Help Offered."

For those green industry companies in the declared disaster area needing immediate financial assistance, information is available for these needs on the FEMA Web site ([www.fema.gov](http://www.fema.gov)) or by calling (940) 898-5399 (FEMA Area VI). Additional information may be found at the Red Cross ([www.redcross.org](http://www.redcross.org)).

Homeowners and renters in the affected area must register with FEMA and obtain a Registration ID number by calling (800) 621-3362 to see if they are eligible for disaster assistance. Businesses may apply directly to the Small Business Administration for possible disaster assistance at (800) 366-6303 (for SBA Area 3).

To directly assist our members in their time of need, PLANET will be offering complimentary membership renewals for companies in the crisis area for the 2005-2006 time period. Please contact the PLANET offices at (800) 395-2522 for more information about membership renewal. If you have any questions about this information or can help in another way, please call Tom Delaney at the PLANET office at (866) 831-1109.

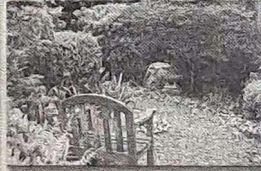
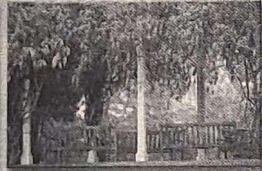
PLANET represents approximately 4,300 green industry service provider companies and suppliers nationwide that specialize in design/build/installation, interior plantscaping, lawn care, and maintenance. These firms and their employees represent more than 100,000 green industry professionals. For more information, call PLANET at (800) 395-2522 or visit the Web site at [www.landcarenetwork.org](http://www.landcarenetwork.org).



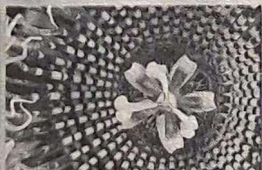
# 2006 Lawn & Garden CALENDAR



The LSU AgCenter's Get It Growing calendar is designed to help gardeners with their home gardens and grounds. Get It Growing is a lawn and garden educational campaign, which features LSU AgCenter horticulturist Dan Gill on television and radio and in a weekly newspaper column. The calendar features eye-popping photos of flowers, plants and vegetables and is chock-full of gardening tips, how-to's and other useful information for gardening enthusiasts. **Great gift.**



**Louisiana Nursery & Landscape Association**  
 Funded in part by a grant from the Louisiana Nursery & Landscape Association



**Retail \$11.95**

## 2006 Get It Growing Calendar from the LSU AgCenter features

- Beautiful photos of flowers, plants & vegetables
- Full color photos
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- Gardening tips/How-to's by Dan Gill
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# IN THE NEWS



## Jenkins Receives IPPS Fellow Award

Margie Jenkins, Jenkins Farm and Nursery, Amite, LA received a fellow award from the International Plant Propagators Society-Southern Region at the group's recent annual meeting in Gainesville, FL. Presenting the award is Bill Turk, Martin's Nursery, Semmes, AL, the current president of IPPS-SR. Congratulations to Miss Margie!

## In Memorium

Ed Sandifer (age 53), employee of Imahara's Landscape in Baton Rouge, passed away on October 15th. Please keep Ed's family in your thoughts and prayers. George Hawkins (age 70), owner of Hawkins Nursery in Forest Hill, passed away on September 18th. Please keep his family in your thoughts and prayers. Please keep these families in your thoughts and prayers.

## Irrigation Licensing Starting in 2006

Louisiana installers of landscape irrigation systems will need a license from the Louisiana Department of Agriculture and Forestry starting in May 2006. Call the LDAF—Horticulture and Quarantine office in Baton Rouge at 225.952.8100 for more specific information and testing guidelines/scheduling.

## Louisiana Irrigation Association News

Based on comments from the attendees, the Principles of Irrigation class held on November 15 & 16 at Lomax Hall on the campus of Louisiana Tech University in Ruston was an overwhelming success. Thirty one Green Industry professionals, primarily from the northern part of the state, were in attendance for this nationally recognized course covering the basic principles of landscape irrigation. The class included a landscape architect, several irrigation-only contractors, and many landscape/irrigation contractors. Also in attendance was Mr. George Sheppard from

the Monroe office representing the LA. Dept. of AG. On Wednesday afternoon after the class was completed, George administered the Landscape Irrigation Contractors Exam to twenty seven candidates. Brian Vinchesi (Irrigation Consulting, Inc. of Pepperell, Ma., past president of the Irrigation Association) and Dr. Gene Rochester (Rochester Group - Seneca, SC, retired from Ag Eng. Dept at Auburn University) were the instructors assigned by the IA for this session. Together they brought a wealth of experience and professionalism the attendees.

## SNA Building Fund

SNA member companies and industry professionals were solicited to donate money to fund the SNA headquarters in Atlanta, GA. Louisiana contributors are: "Platinum" - Imahara's Landscape Co., Inc., "Gold" - Jenkins Farm & Nursery, LLC., "Individual" - Warren Meadows. Much thanks goes out to these for their generous contributions. If you would like information about SNA's building fund contact the office at 770.953.3311

## 2006 Gulf States Horticultural Expo

### Arthur Outlaw Convention Center

### Mobile, AL

[www.gshe.org](http://www.gshe.org)

#### Schedule:

**Trade Show Move In:** Wed., Feb 1st and Thurs., Feb. 2nd

**Educational Sessions:** Thurs., Feb. 2nd

**Trade Show:** Fri., Feb. 3rd and Sat., Feb. 4th

**LNLA Breakfast and Awards:** Fri., Feb. 3rd at 7 am (Location TBA)

**LNLA Social:** Fri., Feb. 3rd (Location and Time TBA)

#### Trade Show Hotels:

**Riverview Plaza Hotel**, 64 South Water Street, Mobile  
251.438.4000

**Radisson Admiral Semmes**, 251 Government Street, Mobile  
251.432.8000

**Malaga Inn**, 350 Church Street, Mobile  
251.438.4701

**Mobile Marriott**, 3101 Airport Blvd at I-65, Mobile  
251.476.6400

#### Additional Hotels in the "Downtown" Area:

**Holiday Inn Express:** Ph 251.433.6923

Lafayette Plaza Hotel (formerly Holiday Inn Downtown)  
251.694.0100

## LNLA Newsletter

Contact LNLA's staff if you have "green industry" news:

Laura Crnko—[lcrnko@bellsouth.net](mailto:lcrnko@bellsouth.net) 225-667-4744

Allen Owings—[aowings@agctr.lsu.edu](mailto:aowings@agctr.lsu.edu) 225-578-2417



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## Bouncing Back ... *cont'd from page 8*

know what you expect of them after the storm. Do you want them to come to work, to call you, or stay with their families?

### Lesson #5: Aid Awareness

Knowing the basics of disaster assistance programs available through USDA's Farm Service Agency (FSA) can save time and frustration. Here is a brief overview:

The Emergency Conservation Program (ECP) provides cost-share assistance to rehabilitate agricultural land damaged by natural disasters. Participants receive up to 75% of the costs to implement approved ECP practices. Florida Representative Mario Diaz-Balart introduced a bill in October 2005 called the Nursery and Tropical Fruit Producer Relief Act (H.R. 4031). If passed, it would make shade house and greenhouse debris eligible for cost-share assistance under ECP and would allow ornamental tree growers to be eligible for cost-share assistance under the Tree Assistance Program (TAP). Currently, TAP only covers crop-producing trees like fruit and nut trees, not ornamental trees.

To be eligible for the Crop Disaster Assistance Program, producers must have suffered greater than 35% production loss and/or more than 20% quality loss. Producers must be in compliance with highly erodible land conservation and wetland conservation provisions. Adjusted gross income (AGI) must not exceed \$2.5 million, unless more than 75% percent of the AGI is from farming, ranching, and forestry. There is an \$80,000 per person payment limitation. Note that "person" can mean many things, including an individual, a limited liability partnership, a limited liability company, a corporation, etc. Persons that received payments under the Florida Disaster Programs are not eligible for Crop Disaster Assistance payments for the same loss.

The Noninsured Crop Disaster Assistance Program (NAP) provides financial assistance to producers of noninsurable crops when low yields, loss of inventory, or prevented planting occurs due to natural disasters. To be eligible, annual gross revenue cannot exceed \$2 million. The natural disaster must have either reduced the expected unit production of the crop by more than 50% or prevented the producer from planting more than 35% of their intended crop acreage. NAP covers the amount of loss greater than 50% of the expected production, based on the approved yield and reported acreage.

Emergency Loan Assistance is another FSA program. The loan limit is up to 100% of actual production or physical losses, to a maximum amount of \$500,000. The interest rate is 3.75%. Applications must be received within eight months of a county's disaster designation date. See <http://disaster.fsa.usda.gov/> for more details on FSA programs.

### Lesson #6: The Truth About Trees

After the hurricanes, many observations were reported on what trees held up well to the wind and what trees didn't.

The University of Florida's Ed Gilman lists the best performers as palms (except queens), live oaks, Southern magnolias, hollies,

and bald cypress. John Davy of Panhandle Growers says multi-trunk crape myrtles, most magnolias (except 'D.D. Blanchard'), hollies, bald cypress, and sweetgums fared well. According to Soaring Eagle Nursery, Phoenix palms held up to winds better than any other group of palms. Gumbo limbos, sea grapes, and loblolly pines also held up well. Other best performers, per Pamela Crawford in her Stormscaping book, include dogwood, ironwood, Japanese maple, red bay, redberry stopper, Spanish stopper, white stopper, and sand live oak.

Gilman saw the worst damage in laurel oaks, red oaks, hickories, mahogany, southern red cedar, and peltophorum. Crawford ranks the three worst trees as Australian pines, *Ficus benjamina*, and laurel oaks. Lloyd Singleton, landscape manager at The Breakers in Palm Beach -- notes that half his coconut palms died within the first month after the second hurricane last year; the rest died in spring with the new flush of growth.

Whether a tree was native or non-native seems to have not played a role in how trees fared.

Infusion of salt into the groundwater and roots of many trees could cause damage such as leaf drop or scotched foliage that may not be evident until spring, says Gilman. He recommends soil testing for salinity. If high, consider irrigation to wash the excess salt through.

According to Gilman, species is a relatively small factor in determining tree failure. Important factors include shallow water table, soil compaction, root cutting, girdling roots, presence of co-dominant stems, bark inclusions, planting trees in small spaces, planting too deep, poor ability to compartmentalize decay, and pruning history. In a University of Florida study, Cathedral oaks that had all their low branches removed had a greater lean after the hurricanes. However, oaks with long, low branches did not display any amount of lean and were more firm in the soil after the storms.

### Lesson #7: Silver Linings

Despite all of the pain they inflict, hurricanes can bring some good. After the storms have passed, landscapes need replacement and there is strong market demand for plants. Hurricanes give us a reason to grow and sell more plants. In addition, downed trees create more full-sun landscapes, providing greater opportunities for color.

According to Florida Nursery, Growers & Landscape Association Executive Vice President Ben Bolusky, there is a political silver lining to the storms. He says that state and national legislators now have the ornamental horticulture industry clearly on their radar screens and realize its importance to the economy.

### Recommended Resources

- USDA's Farm Service Agency Disaster Assistance, <http://disaster.fsa.usda.gov/fsa.asp>
- Storm Preparation and Dealing with the Aftermath -- Includes information from University of Florida, University of

... *cont'd on page 18*



## Options for Turfgrass Re-Establishment in the Wake of Hurricane Katrina

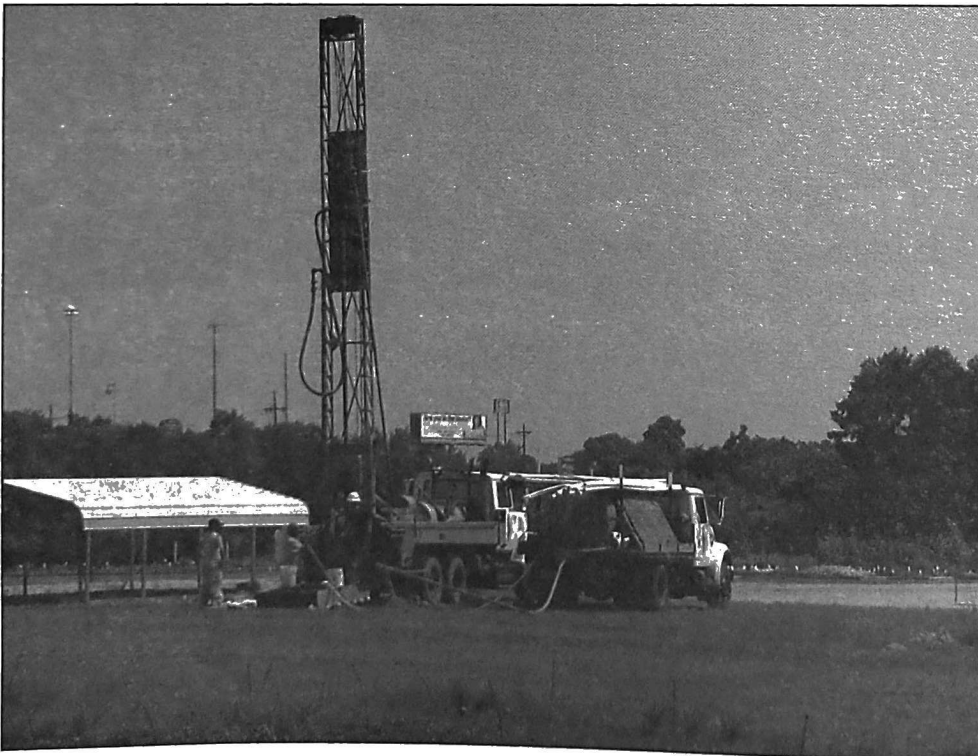
David Lee, horticulture professor at the LSU AgCenter offers this information on turfgrass recovery and options in the wake of recent hurricanes.

As recovery and cleanup efforts from Hurricane Katrina continue in southeastern Louisiana, landscapers and turfgrass managers may find that total renovation and establishment of lawns and other turfgrass areas is required. As floodwaters recede and are pumped out of low lying areas it is likely that some soils will now have higher than normal soluble salt values. These saline/sodic soils (Na ppm > 2500 ppm Na) are not well suited for the most common turfgrass species (centipedegrass, carpetgrass, St. Augustinegrass, bermudagrass and zoysiagrass) commonly grown in Louisiana.

Turfgrass managers renovating these areas have several choices in re-establishing these areas and should follow a few simple guidelines. The initial and most important step is to take a soil test and submit to a qualified lab for a complete analysis. The information (pH and total soluble salt levels) from the soil test will provide the basis for proper land preparation and turfgrass selection. Any adjustments to soil pH or addition of gypsum to counteract high soil saline levels should be applied prior to establishment and roto-tilled into the top 4 to 6 inches. There may well be situations where soil salinity levels may be high enough (>5,000 ppm) and not be effectively treated with gypsum. In these situations choosing a salt tolerant turfgrass or bringing in at least 6 inches of uncontaminated top soil is the only option. The following is a list of turfgrass species and relative salinity tolerance: Bahiagrass < Centipedegrass < St. Augustinegrass < Bermudagrass < Zoysiagrass < Seashore Paspalum. Many of you may not be familiar with Seashore Paspalum because it is a niche grass that has not been used readily in Louisiana.

Seashore paspalum [*Paspalum vaginatum* O. Swartz.] is a relatively new grass that is being utilized primarily in golf courses and athletic fields that face water quality issues and have to rely on effluent and high salt irrigation sources. Seashore paspalum closely resembles bermudagrass in appearance and texture. These grasses are well adapted to saline environments and can withstand salinity levels up to ocean water salt levels (34,000 ppm) once established. In these high saline environments, turf quality and performance of the Seashore paspalums exceed many of the bermudagrass cultivars and other warm season species.

Limitations of Seashore paspalum include poor shade tolerance (although better than bermudagrass), limited cold-tolerance, require non-saline water for establishment (unless using sod), deep sandy soils, increased maintenance and complexity of irrigation systems, proneness to thatch accumulation, limited amount of chemical options for pest control, and the relatively unknown long terms effect of different agronomic practices. Seashore paspalum is mostly propagated vegetatively and has primarily been used on golf courses and athletic fields. Some of the new releases and their uses are Sea-Green (putting greens), Sea Isle I (tees), SeaDwarf (greens), SeaWay (fairways) and Neptune Salam (fairways). Seashore paspalum is a 'niche' grass that has potential to provide a high quality turf under proper environmental, management and soil conditions in areas south of the I-10 corridor across Louisiana. Additional information on suppliers, benefits, establishment procedures, and management practices of Seashore paspalum can be found at the following websites <http://edis.ifas.ufl.edu/EP059> and [www.environmentalturf.com](http://www.environmentalturf.com).



Well Drilled At Hammond Research Station

### A New Course for LSU's Hammond Research Station

The plan is to continue traditional research, strawberries and vegetables, and add landscape horticulture.

For additional information about upcoming activities and additions, to the Hammond Research Station, contact the stations resident coordinator Regina Bracy by phone at (985) 543-4125, or email - [rbracy@agcenter.lsu.edu](mailto:rbracy@agcenter.lsu.edu)

## Secretary of Agriculture Visit and Correspondence

Pat Newman recently represented Louisiana's green industry at a meeting in Westwego with USDA secretary Mike Johanns... a copy of her follow-up correspondence read:

Dear Mike,  
Thank you for coming to Louisiana and extending each of the agriculture crops represented at the Cargill meeting in Westwego an opportunity to give you a first-hand overview of the damages we all suffered from Hurricane Katrina and Rita, and the financial and long-term support we will need from the USDA to recover and go forward.

At that meeting, the presentations had to remain short for all to have time to express their concerns for their particular agricultural industry. Therefore, I am following up my presentation about the Louisiana Nursery and Landscaping Industry by providing facts to you about our industry, the economic impact it has in Louisiana, and the catastrophic blow it suffered from Katrina and Rita.

The Louisiana Nursery & Landscape Industry

1. This industry provides more than 56,000 jobs in Louisiana.
2. 75 to 80 % of all wholesale growers, retail nurseries and landscapers are located in the Southern half of Louisiana.
3. This is the fastest growing agricultural industry in Louisiana.
4. Only Forestry and Sugar Cane rank ahead of the Nursery and Landscape Industry in the total economic impact it has in Louisiana.
5. The LNLA annually has a \$2.3 billion dollar gross impact in agriculture.
6. LNLA generously provides Research & Scholarship dollars to Louisiana Universities each year.
7. We are a free market and non-subsidized crop in agriculture.
8. Our industry growers can purchase the USDA non-insured crop insurance, but must lose at least 50% or more of their crop to receive any compensation, which in order to prove such a loss to qualify, requires a labor cost to discard and count, that can exceed what compensation they may receive to get started again.

As to the direct impact of Hurricane Katrina and Rita, on the Louisiana "Green Industry"; we had 450 wholesale growers, and 700 retail garden centers in areas directly impacted by the two hurricanes, some 15,000 displaced workers, the loss of inventories due to wind, loss of power and water is being determined, but expected to be in the hundreds of millions, and on top of that MAJOR market losses for at least the next 3 to 5 years.

Our "Green Industry" has never suffered any casualty this severe or so wide spread in so many different areas of the industry at one time. Help is needed as never before to get this industry up and running again, and to get the displaced workers back to work. Growers need help to replace lost crops, irrigation systems and clean-up; retailers need inventory, repair and clean-up monies; landscapers need homes and businesses rebuilt to start maintenance and landscaping again, and it goes on and on. The detrimental domino effect of these storms on our industry will impact Louisiana's future agricultural success of which we are a vital entity for years to come.

We are hopeful that you, the USDA, the Congress, and President Bush will find a way to provide grants and assistance to our industry in the near future, so that we might once again play a vital role in rebuilding, beautifying, cleaning the air, and helping Louisiana and the Gulf Coast return to a landscape that may be enjoyed by all.

I am sincerely,  
Pat Newman  
Past President, Louisiana Nursery & Landscape Association



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## LSU AGCENTER: RESEARCH AND EXTENSION UPDATE

*Starting with the last issue of the LNLA newsletter, the LSU AgCenter began providing several pages of news and information pertaining to on-going and completed research projects and extension program efforts. We hope you will find this useful. Contact horticulture professor Allen Owings at the LSU AgCenter (Phone 225/578-2417; Fax 225/578-0773; email [aowings@agctr.lsu.edu](mailto:aowings@agctr.lsu.edu)) with your questions or comments.*

### AARS Winners for 2006

All-America Rose Selections (AARS) for 2006 are 'Rainbow Sorbet', 'Julia Child', 'Wild Blue Yonder' and 'Tahitian Sunset'.

'Rainbow Sorbet' is a multicolor floribunda growth habit rose. Flower color is mixed shades of bright yellow, orange, and red that fades to light yellow and pink. Petal count is 15-18 per flower. 'Rainbow Sorbet' is a descendant of the popular variety 'Playboy'. This AARS winner has good hardiness and is less prone to black spot disease than many roses that we grow in Louisiana. 'Rainbow Sorbet' is being introduced by the Conard-Pyle Company/Star Roses.

'Julia Child' is, of course, named for the award-winning chef herself. It is a floribunda rose combining old-fashioned style with a strong sweet licorice and spice fragrance. Flowers are medium in size and have 35 petals per flower. Flowers are described as a warm butter cream color. Good disease resistance and bright super glossy foliage are characteristic of 'Julia Child'. This new AARS variety is being introduced by Weeks Roses.

'Wild Blue Yonder' is a lavender rose – the first rose of this color to be designated an AARS winner since 1984. Combinations of wine purple and rich lavender color the petals. Some citrus and rose flower fragrance is evident. This is a shrub rose with abundant, deep green foliage. 'Wild Blue Yonder' is being introduced by Weeks Roses.

'Tahitian Sunset' is a brightly hued hybrid tea. Blossoms start from high-centered orange-yellow buds and open to peach apricot-pink petals with yellow highlights. Plants are vigorous and flowers have about 30 petals each. Some licorice fragrance occurs and foliage is semi-glossy. This rose would be a great focal point in the garden. 'Tahitian Sunset' is being introduced by Jackson and Perkins.

Photos and more information on these roses is available at [www.rose.org](http://www.rose.org)

### Three Alternanthera are Athens Select Plants

Alternanthera, commonly called Joseph's coat, are one of those older garden plants that are becoming popular again due to the release of many new varieties. These include the popular 'Purple Knight' which is a Mississippi Medallion winner. Other newer varieties include three that are Athens Select plants – 'Gail's Choice', 'Red Threads' and 'Summer Flame'. 'Gail's Choice' has a smaller growth habit than 'Purple Knight'. This variety reaches 18-24 inches in the landscape and has dark, well-branched foliage. 'Red Threads' is a dwarf form and reaches heights of only 6-8 inches. We have had a harder time getting this variety established in LSU AgCenter trials in Baton Rouge. Foliage of 'Red Threads' is narrow textured and is deep burgundy. 'Summer Flame' has broad foliage and has a multi-colored variegated blend of pink, white and green leaves. Plants are reported to reach 6-8 inches tall but appear to be capable of taller growth. Other new cultivars include some Flower Fields introductions through Yoder Brothers - these are 'Cognac', 'Creme de Menthe', 'Grenadine' and 'Partytime'. LSU AgCenter trials on these plants are on-going.

### Jefferson and Orleans Soil Contamination May Not Be As Serious As Feared

LSU AgCenter experts say soil contamination in Jefferson and Orleans parishes from flooding after this summer's hurricanes may not be as serious as originally feared.

Those experts say initial results of tests conducted in October indicate no need for special preparations to the soils prior to planting and that there should be no danger for individuals digging or planting in the soil.

The LSU AgCenter scientists and extension educators, who were concerned about damage to landscape, fruit and vegetable plants from massive flooding that followed Hurricane Katrina and more flooding that accompanied Hurricane Rita, collected soil and sediment samples from five areas in the two parishes earlier this month (Oct. 4).

"Soil samples were taken in Kenner, Lake View, City Park, Mid-City and Old Metairie to provide information on the effects the floodwaters had on soil in various locations," said LSU AgCenter horticulturist Dr. Jeff Kuehny, who led the team. "We were mainly concerned about the salinity levels in the soil and how that might affect plants over the short term and long term.

"Preliminary findings indicate that the soil salinity in all areas is at or below levels acceptable for even low-tolerance plants," Kuehny said.

Soil salinity typically is expressed as electrical conductivity of a solution extracted from the soil at water saturation and is usually reported in millimhos per centimeter (mmhos/cm) or decisiemens per meter (dS/m), according to the experts.

... Cont'd on page 28

## Hurricane Related Formosan Termite Quarantine

On October 3, 2005, Bob Odum, Commissioner, La. Department of Agriculture and Forestry signed action titled Imposition of Quarantines in an effort to prevent the spread of Formosan termites from the following parishes affected by Hurricanes Katrina and Rita: Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles, St. John the Baptist, St. Tammany, Tangipahoa, and Washington in southeast Louisiana and Calcasieu, Cameron, and Jefferson Davis Parishes in southwest Louisiana. For more information, contact Mr. David Fields, LDAF at: [david\\_f@ldaf.state.la.us](mailto:david_f@ldaf.state.la.us) or 225/925-3768. Copies of these actions are also available via email or fax from Allen Owings at the LNLA office ([aowings@agctr.lsu.edu](mailto:aowings@agctr.lsu.edu); 225.578.2222).

### Shazam Of The Month!

Technology is wonderful when it works. It's quite the opposite when it goes haywire. I use Comcast Cable for high-speed connection in my office, but still use Earthlink when I'm on the road and need to use dial-up. I also use Earthlink's "Total Access" program to organize my e-mails.

Earthlink sent me an upgrade for their "Total Access" software, telling me that it was full of new benefits. When I installed it on my computer – Alas! Several other programs started having major problems. The worst was my contact database software – it would only stay open for about 30 seconds!

As luck would have it, this all happened as I was ready to drive my Dad and Step-mom from their summer home in Wisconsin to their winter home in Texas. I was in the middle of a major proposal, and needed to send an e-mail with the proposal to my prospective client. I put the proposal on a CD, and needed to find someplace to send it.

While on the road, I would normally use Kinko's to do this. However, time was of the essence and I couldn't spend all day trying to find a Kinko's. We stopped to get gas in Austin, and I noticed a store that was called "Goin'Postal." (A great play on words!) I decided to give it a shot. I walked in and introduced myself to Viresh Patel, who had recently opened the store. He told me that he hoped to have internet access for his Customers in the near future, but that he was not set up for it yet.

Then – Viresh gave me a "Shazam!" He let me go behind his counter – and use his computer to send my proposal. He saved the day! For this, Viresh Patel gets my "Shazam Of The Month!" (And Earthlink gets a "Nega-zam!")

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### Bouncing Back ... cont'd from page 13

- Georgia, and The National Arbor Day Foundation, <http://hort.ufl.edu/woody/stormprep.htm>
- Florida Nursery, Growers & Landscape Association -- Hurricane Tips & Information, [www.FNGLA.com/hurricane/default.asp](http://www.FNGLA.com/hurricane/default.asp)
- Ornamental Outlook -- Bouncing Back, [www.ornamentaloutlook.com](http://www.ornamentaloutlook.com)
- Stormscaping: Landscaping to Minimize Wind Damage in Florida by Pamela Crawford
- Hurricane Preparedness List for Nurseries by Tom Yeager, <http://edis.ifas.ufl.edu/EP076>
- Post-Hurricane Considerations for the Commercial Nursery by Tom Yeager, <http://edis.ifas.ufl.edu/EP065>

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## LABI & SBA Disaster Programs

<http://www.sba.gov/disasterarea2/LA10176factsheet.pdf>

Louisiana Disaster Recovery Centers have been setup statewide to help affected citizens in applying for assistance. They are located at:

### CADDO PARISH

Summergrove Baptist Church  
2820 Summer Grove Drive  
Shreveport, LA 71118-3228

### OUACHITA PARISH

Monroe Civic Center Conference Call  
401 Lea Joyner Expressway  
Monroe, LA 71201

### IBERVILLE PARISH

Iberville Parish Library  
24605 J. Gerald Berret Boulevard  
Plaquemine, LA 70764

### LAFAYETTE PARISH

Restoration Life Church  
111 Liberty Avenue  
Lafayette, LA 70508-6821

### RAPIDES PARISH

Office Max  
2255 MacArthur Drive  
Alexandria, LA 71301-3343

### PLAQUEMINES PARISH

Belle Chasse Primary School  
539 F. Edward Hebert Blvd.  
Belle Chasse, LA 70037

### WEBSTER PARISH

Old Wal-Mart Store  
1100 Homer Road  
Minden, LA 70508-6821

### EAST BATON ROUGE PARISH

La. Dept. of Economic Dev.  
101 France Street  
Baton Rouge, LA 70802-6263

The Disaster Recovery Centers are also listed at:

[http://www.sba.gov/disasterarea3/10176-Office-Locations-\(LA\)-web7.pdf](http://www.sba.gov/disasterarea3/10176-Office-Locations-(LA)-web7.pdf)

For latest news on assistance and deadlines by Louisiana region, go to:

<http://www.sba.gov/gopher/Disnews/disnla.html>

Another valuable resource for affected citizens is a set of Frequently Asked Questions (FAQs) which is also on the posted on the website at:

[http://www.sba.gov/disaster\\_recov/basics/faqs.html](http://www.sba.gov/disaster_recov/basics/faqs.html)

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1 yard of mulch = 27 cubic feet, approximately 13 bags

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# Louisiana Nursery and Landscape Association Green Industry Hurricane Loss Evaluation Form Damage and Needs Assessment - CONFIDENTIAL

September 2005

Company Name: \_\_\_\_\_

Parish: \_\_\_\_\_ Date: \_\_\_\_\_

Owner Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Physical Address: \_\_\_\_\_

## **Type of Farm/Business:**

Greenhouse Operation \_\_\_\_\_ Wholesale Nursery \_\_\_\_\_ Retail Nursery \_\_\_\_\_ Landscape \_\_\_\_\_

## **Structures**

% Structures Damaged/Destroyed \_\_\_\_\_

Estimated Value of Structures Damaged/Destroyed \$ \_\_\_\_\_

## **Equipment**

% Equipment Damaged/Destroyed \_\_\_\_\_

Estimated Value of Equipment Damaged/Destroyed \$ \_\_\_\_\_

## **Other Collateral**

% Other Collateral Damaged/Destroyed (irrigation, groundcover, etc.) \_\_\_\_\_

Estimated Value of Other Collateral Damaged/Destroyed \$ \_\_\_\_\_

## **Crops**

% Nursery/Greenhouse Crops Damaged/Destroyed \_\_\_\_\_

Estimated Value of Crops Damaged/Destroyed \$ \_\_\_\_\_

**Clean up and Debris Removal** (include labor, equip usage, disposal) \$ \_\_\_\_\_

Emergency Equipment Purchased

*Cost of equipment purchased for emergency operations including generators for irrigation, power saws for debris removal, etc.*

Generators \$ \_\_\_\_\_ Power Saws \$ \_\_\_\_\_ Other \$ \_\_\_\_\_

## **Total Loss/Cost Estimate**

(Structures, Equip, Collateral, Crops, Cleanup, Equip Purchased) \$ \_\_\_\_\_

**Please Attach Any Additional Comments, Personal Letters or Photos and Return or Fax To:**

Louisiana Nursery & Landscape Association—Hurricane Katrina and Rita Damage Assessment  
P.O. Box 25100, Baton Rouge, LA 70894-5100  
Fax Number 225.578.0773



## Update on Nursery Container Blow-Down Project

*Dick Parish, an engineer professor at the Hammond Research Station, LSU AgCenter, offers this update on a LNLA funded research project.....*

The results of the 2004 nursery container blow-down project funded by LNLA showed that:

1. The grower standard consisting of one steel rod driven through each 15-gallon container into the ground was the least expensive option in terms of cost per plant per year. The commercially available baskets, above ground pot-in-pot system, and other restraints worked well, but were so expensive that the cost of the systems far offset the reset costs associated with the grower standard.
2. The horizontal rod system used on 4-gallon containers was not as effective as a steel rod driven vertically through each container. The hooks used to restrain the horizontal rods proved inadequate to restrain the horizontal rods.

A new study has been initiated in 2005 to build on the results from 2004:

1. Eight treatments building on the 2004 grower standard have been installed on two species of trees in 15-gallon containers. The treatments involve smooth steel rod and rebar in two lengths and with one or two stakes per container. All of these treatments are less expensive than the commercial systems tested in 2004.
2. Ten treatments using horizontal rods on 4-gallon containers have been installed. Treatments include smooth steel J-hooks and rebar J-hooks, two lengths of J-hook, and varying numbers of plants per J-hook (2, 3, or 4). These treatments have been installed on three species.

Ability to resist blow-down, costs to reset, costs to remove stakes and hooks at the end of the season, and plant quality (as affected by blow-down) are being monitored. The goal is to provide a figure for cost per plant per year, including the above factors.

## Florida's Nursery Industry Slammed Again

*From Florida Nursery, Growers and Landscape Association Press Release)*

"Hurricane Wilma is a major event in the history of Florida's nursery and landscape industry," said Ben Bolusky, Florida Nursery, Growers and Landscape Association's (FNGLA) executive vice president. "FNGLA has launched a full court press with key political leaders in Washington and government officials in Tallahassee to secure disaster assistance."

FNGLA member growers were hammered by Hurricane Wilma's destructive winds and flooding rains. Nursery shade houses and greenhouses are literally flattened exposing many sensitive foliage plants. Many nurseries are also without power rendering needed irrigation systems inoperable.

More than 2,600 production nurseries in these counties were in harm's way representing a third of Florida's \$9.9 billion nursery and landscape industry. Many of these very same growers were hit head-on by at least two of last year's hurricanes. Nursery growers in Miami-Dade County were in the throes of rebuilding from the estimated \$370 million in nursery crop losses caused by Hurricane Katrina. These losses were then compounded by Hurricane Rita just weeks before Wilma struck.

According to all of FNGLA's reports, nursery damage is believed to be extensive and widespread. However, due to power outages and downed communication lines, it is too early to assess the full scope of the crop loss, structural damage and business interruption caused by Hurricane Wilma. FNGLA expects to have preliminary assessment figures by the end of the week.

"Last year, Florida's nursery industry proved its resiliency when it was pummeled by four storms," said Richard Carroll, FNGLA President. "Eight hurricanes in 15 months is an unprecedented challenge, but this is a big state and a big industry. Our growers will again pick up the pieces and rebound."

In addition to its heavy political lifting, FNGLA is working with our Chapters and individual members to ship supplies and materials into the areas affected by Hurricane Wilma. FNGLA has also communicated directly with the general media and industry trade press.

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 "Oakleaf"

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"Muskogee Lavender"  
 "Natchez White"  
 "Tuscarora Red"

**MAGNOLIA**

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 "D. D. Blanchard"  
 "Little Gem"  
 "Sweet Bay"

**PINUS ELLIOTTII**

"Slash Pine"

**PINUS TAEDA**

"Loblolly Pine"

**PYRUS CALLERYANA**

"Cleveland Select"

**QUERCUS PHELLOS**

"Willow Oak"

**QUERCUS NUTTALII**

"Nuttallii Red Oak"

**QUERCUS SHUMARDI**

"Shumardi Red Oak"

**QUERCUS ALBA**

"White Oak"  
 "Cow Oak"

**QUERCUS NIGRA**

"Water Oak"

**QUERCUS VIRGINIANA**

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**TAXODIUM DISTICHUM**

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**ULMUS PARVIFOLIA**

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 "Allee Elm"

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15 GAL . . . . .	1 1/4" - 1 3/4"	CAL. . . . .	7' - 9'	HT. . . . .	SPREAD - 3' - 4'
30 GAL . . . . .	2" - 2 1/2"	CAL. . . . .	10" - 12"	HT. . . . .	SPREAD - 5' - 6'
45 GAL . . . . .	2 3/4" - 3 1/4"	CAL. . . . .	11' - 13'	HT. . . . .	SPREAD - 7' - 8'
100 GAL . . . . .	4" - 5"	CAL. . . . .	13' +	HT. . . . .	SPREAD - 8' +

# FARM SERVICE AGENCY: HELP FOR PRODUCERS AFFECTED BY HURRICANE KATRINA

Producers in Louisiana parishes declared presidential disaster areas may receive emergency loans from FSA, provided eligibility requirements are met. Please note the following regarding the Emergency Loan Program:

1. Emergency loans for production losses are available to eligible producers who have had at least a 30 percent reduction in crop production.
2. Emergency loans for physical losses are available to eligible producers who have suffered any loss to buildings, chattel or livestock.
3. Producers will have eight months to apply for an emergency loan from the Agency.
4. Currently, the Agency has \$152 million available for emergency loans.

More information about FSA emergency loans can be found at: <http://disaster.fsa.usda.gov/emloan.htm>

In addition, USDA has a variety of other disaster programs available to assist farmers and ranchers, including the Emergency Conservation Program, Federal Crop Insurance and the Noninsured Crop Disaster Assistance Program. Interested farmers may contact their local USDA Service Centers for further information on eligibility requirements and application procedures for these and other programs. Additional information is also available online at: <http://disaster.fsa.usda.gov/programs.htm>

Special provisions will be made for producers affected by the hurricane to ensure they do not lose loan deficiency payment benefits. FSA is also watching cash markets as it sets posted county prices, which are being impacted by the disruption of normal shipping patterns.

The following are telephone numbers for FSA state offices in the Gulf Region:

Alabama - (334) 279-3500  
Arkansas - (501) 301-3000  
Florida - (352) 379-4562  
Louisiana - (318) 473-7721  
Mississippi - (601) 965-4300

A list of FSA county offices can be found at: <http://offices.sc.egov.usda.gov/locator/app?state=us&agency=fsa>

FEMA is taking a lead role in relief efforts following Hurricane Katrina. Farmers, ranchers and others in need of help can apply for assistance by calling 1-800-621-FEMA (3362). Please note the following when applying for assistance:

- \* The phone number is for use ONLY by people in designated federal disaster areas.
- \* Be prepared to give your Social Security number, describe your losses, provide financial information, and give directions to the damaged property.
- \* If you get a busy signal, try to call in the evening after 6:00 p.m. or on the weekends when call volumes tend to be lighter.

Applications for assistance can be filed online at: <http://www.fema.gov/register.shtm>

For more information about relief efforts, go to: <http://www.fema.gov/>

## Property Insurance and Flood Insurance

As insurance adjusters are being granted access to damaged property locations affected by Hurricane Katrina and Hurricane Rita, the need for information on filing claims takes on greater importance. Hortica Insurance, insurance specialists for the horticultural industry, has assembled a document outlining the core differences in property insurance vs. flood insurance, as well as offers answers to commonly asked questions regarding the disaster. This information is available at the link below (note this is a PDF file): <http://www.anla.org/applications/Documents/Docs/Katrina - Property Insurance and Flood Insurance.pdf>



## LSU AgCenter Update ... cont'd from page 17

Using the decisiemens per meter as the measurement, LSU AgCenter tests of the soil samples taken this month showed most of the Areas came in at less than 2 dS/m. Soil salinity values were slightly higher in the Mid-City and Lake View areas, but, at 2 dS/m to 4dS/m those generally still should not cause problems, the AgCenter experts said.

The LSU AgCenter team also looked at levels of heavy metals, such as lead, arsenic, cadmium, nickel, zinc and mercury, in the samples. The test results also found the levels of those materials in the soil samples were within normal soil levels.

In addition, the team tested sediments that were deposited on top of the existing soil in areas covered by the brackish floodwaters from Lake Pontchartrain. In the Lake View area, these sediments were found to be high in salinity – up to 16 dS/m. But heavy metal concentrations were found to be at or below average for most soils.

According to water samples analyzed by environmental engineering professor Dr. John Pardue and others at LSU to determine heavy metal levels in floodwater, lead, arsenic and, in some cases, chromium levels in floodwater exceeded drinking water standards.

"But with the exception of somewhat elevated lead concentrations in some areas, the levels found were comparable to what would be found in typical storm water runoff," Pardue explained, adding, "So what was exceptional about the floodwaters was not their level of pollutants but that they covered such a large area and that there was more extensive human exposure to the water.

"On the other hand, the incredible amount of water that flowed into the New Orleans area greatly diluted the pollutants it picked up," he continued.

That dilution also plays a role in sediment contamination, according to the LSU AgCenter experts.

"Our team believes that explains why heavy metal levels in the sediment are not greatly elevated," LSU AgCenter horticulturist Dan Gill explained.

LSU AgCenter experts say these initial tests indicate soil salinity, and heavy metals should not be considered a problem in the areas tested.

"That means that there should be no problem with individuals digging or planting in the soil," Gill explained. "Growing vegetables for consumption should not be affected by salinity or heavy metals in the areas tested, and there is no need for special treatment of the soil before beginning to replant landscapes in areas that were flooded."

Of course, to anyone viewing the city, it is obvious plants in the flooded areas were severely damaged or killed.

In addition to studying soil samples, LSU AgCenter faculty examined landscape plants to answer the question of what happened to the plants that now appear partially or totally brown. They concluded plants that appear damaged probably succumbed to problems caused by the floodwater itself, not pollutants in it.

"The roots of typical landscape plants must have oxygen available to them," Kuehny explained. "They get the oxygen they need from air spaces in the soil. When these spaces are filled with water, as during floods, roots are deprived of the oxygen they need.

"Roots will not function properly if they do not get oxygen. So the roots, which are solely responsible for absorbing the water a plant needs, quit absorbing water – causing the plants to die," he said, noting it's ironic that flooded plants, in essence, died of thirst. "In such a case, the longer the soil stays saturated, the more damage occurs."

Along the same lines, the LSU AgCenter experts note that low-growing plants were completely covered by the floodwater and that taller shrubs, such as Japanese yews, may have been only partially covered. Some of these plants may appear brown where the floodwater covered them but green above that level.

"The extended period of time that the floodwaters persisted, combined with low oxygen and carbon dioxide availability in the floodwaters and low light reaching leaves submerged in the turbid water, would have killed the foliage that was below the water," Gill explained. "So low-growing plants that died and larger shrubs that appear to have partial foliage death from the ground level to the highest water level were not affected by pollutants or salt in the water, but more likely suffered from lack of light reaching the leaves through murky floodwater and/or from a lack of oxygen available to their roots."

Shrubs that are brown only where the floodwater covered them will likely survive and recover, the experts advise.

"The brown areas may send out new foliage and, if that happens, the shrubs will look like they did before," LSU AgCenter horticulturist Dr. Ed Bush said. "If not, dead lower portions can be pruned away later once the homeowner can determine which portions of the plant are alive and which are not."

Trees that are totally brown or have leaves that appear to be turning brown probably suffered from low oxygen to their root systems, as well, according to the LSU AgCenter horticulturists.

"Magnolias seem to be especially hard hit," LSU AgCenter forester Dr. Hallie Dozier said. "Only time will tell if these trees will recover

... cont'd on page 29

**LSU AgCenter ... cont'd from page 28**

from the extended flooded conditions. If there is any doubt, wait to remove these trees until next spring to be sure they are dead."

In areas where floodwaters several feet deep covered lower growing plants for one or more weeks, it is likely that virtually all turf, SU AgCenter experts say.

"The good news, however, is any shrubs that are still green will likely survive," Gill said, advising, "Carefully assess shrubs that may appear dead. Scrape the bark in several areas. Green tissue under the bark indicates the shrubs are still alive and may recover. Some shrubs that appear dead and leafless may begin to send out new growth a few weeks after the water recedes."

Shrubs that show no green tissue below the bark when scratched and produce no signs of growth a few weeks after the waters recede, however, are likely dead, the experts say.

"Just keep a watchful eye on these plants for any evidence of new growth in the meantime," Gill advised.

Some sediments deposited by lake waters were found to have high salt levels, Kuehny points out, advising that residents in areas with a heavy accumulation of sediment should carefully remove the sediment from lawns and beds.

The Environmental Protection Agency (EPA) has published analysis from sediment testing in most all areas that were flooded in New Orleans. It can be found at [www.epa.gov/katrina/index.html](http://www.epa.gov/katrina/index.html).

"Although levels of pollutants in the sediment do not appear to pose any serious health risk, the EPA recommends wearing proper protective equipment, such as gloves and safety glasses, when handling this sediment," Kuehny said. "They also recommended washing with soap and water following exposure just to be sure."

The LSU AgCenter experts say extensive soil testing doesn't appear to be necessary as people return to their homes and try to reestablish their landscapes.

"Based on these findings, there is not an overwhelming need for residents in flooded areas to have their soil tested," Kuehny said.

Individuals who would like to have their soil tested, however, may contact the LSU AgCenter Extension office in their parish for instructions on how to collect and submit samples for analysis – as well as information on the types of tests that are performed.

For more details on the variety of issues covered by the research and educational programs of the LSU AgCenter, including extensive information on lawns and gardens, visit [www.lsuagcenter.com](http://www.lsuagcenter.com).

**Contacts:**

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## ANLA Helps Secure Tax Deduction For Industry

In response to the efforts of ANLA and the Small Business Legislative Council (SBLC), ANLA is pleased to announce to industry employers that it was successful in helping secure a deduction from taxable income for production activities. The deduction, passed as part of the American Jobs Creation Act (H.R. 4520), is contained in the bill's newly created section of the Internal Revenue Code known as Section 199. The deduction, also available to individuals via their adjusted gross income, will be phased in beginning in taxable year 2005 at 3% and will reach maturation in taxable year 2009 when the deduction reaches 9%. There is one restriction on the deduction and that is the deduction is limited to 50% of the wages paid by the taxpayer that year.

Qualifying gross receipts include any sale, exchange or other disposition of qualifying production property that was grown or extracted within the U.S. Factoring in costs, it is the net income that is subject to deductibility within the 50% limit cited above.

ANLA will monitor the details of the legislation and the crafting of Internal Revenue Service regulations regarding implementation of the new law. Throughout that process ANLA will alert you to any issues or concerns regarding the green industry and the new Section 199 deduction.

# Certified Nursery & Landscape Professional Manual Review and Exam - 2006

- |  |  |  |  |
|--|--|--|--|
| <input type="checkbox"/> Feb 9-10<br>Burden Center,<br>Baton Rouge | <input type="checkbox"/> June 22-23<br>ULL Horticulture Center,<br>Lafayette | <input type="checkbox"/> Sept 28-29<br>Botanical Garden,<br>City Park, New Orleans | <input type="checkbox"/> November 16-17<br>Lomax Hall<br>LA Tech Univ., Ruston |
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<b>\$75 per person</b> for review and full exam.	_____	_____
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<b>\$35 per person</b> for manual review only (no exam) in preparation for LDAF license test or professional training.	_____	_____
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Baton Rouge, LA 70894-5100		

**For further information contact:** Dan Gill  
**Ph** 225/ 578-2222  
**Fax** 225/ 578-0773  
**E-mail** [dgill@agcenter.lsu.edu](mailto:dgill@agcenter.lsu.edu)



# Louisiana Nursery and Landscape Association

"Serving Louisiana's Green Industry Since 1954"

Phone 225/ 578-2222, FAX 225/ 578-0773

## Membership Application

Please select **X** all categories that apply:

- |   |  |
|---|--|
| <input type="checkbox"/> Independent Retail Garden Center | <input type="checkbox"/> Extension/Education/Research        |
| <input type="checkbox"/> Mass Merchandiser                | <input type="checkbox"/> Student                             |
| <input type="checkbox"/> Wholesale Greenhouse Grower      | <input type="checkbox"/> Arborist/Urban Forester             |
| <input type="checkbox"/> Allied Supplies                  | <input type="checkbox"/> Licensed Landscape Design/Architect |
| <input type="checkbox"/> Horticultural Services           | <input type="checkbox"/> Licensed Landscape Contractor       |
| <input type="checkbox"/> Wholesale Woody Grower           | <input type="checkbox"/> Sod Grower                          |
| <input type="checkbox"/> Lawn Maintenance                 | <input type="checkbox"/> Other _____                         |

Please select **X** your LNLA membership type:

Regular Members - \$ Based on gross sales

Any corporation, partnership, firm, or person engaged in any facet of the green industry or other related business with a definite address and appropriate facilities having further been actively engaged in the nursery business in a reputable, trustworthy and ethical manner for one year in Louisiana.

Dues	Annual Gross Sales
<input type="checkbox"/> \$50.00	\$0 - \$100,000
<input type="checkbox"/> \$75.00	\$100,000 - \$250,000
<input type="checkbox"/> \$150.00	\$250,000

Associate Members - \$100.00

Associate members shall be reputable persons, firms, or corporations outside the state of Louisiana actively engaged in the growing and selling of nursery stock, and reputable persons, firms, or corporations inside or outside the state of Louisiana engaged in the supplying of accessories incidental to the nursery business.

Affiliate Members - \$25.00 Business Employed By \_\_\_\_\_

A person or persons employed in any capacity in any nursery industry or establishment, or allied industry which is a member in good standing of the association.

Student Members - \$ No Charge Name of university and location: \_\_\_\_\_

Any student actively enrolled on a full-time basis in a Louisiana university and majoring in horticulture or a closely allied field.

**OPTIONAL:** Members wishing to support these funds should add the \$\$\$ to their dues check. LNLA will forward the funds on to ANLA.

ANLA Beacon Fund - \$10.00 An industry fund supporting federal immigration and labor law reform.

ANLA Lighthouse Fund - \$36.50 An industry fund supporting grassroots legislative lobbying efforts.

**Please PRINT CLEARLY!!!** The information provided will be used to print LNLA's annual 'green industry' directory.

Company Name \_\_\_\_\_ Representative's Name \_\_\_\_\_

Mailing Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ x \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ E-mail \_\_\_\_\_

Renewal ID# \_\_\_\_\_

New Member Date \_\_\_\_\_

Referred by: \_\_\_\_\_ CK# \_\_\_\_\_

\$ \_\_\_\_\_

File # \_\_\_\_\_

Return dues application and check to:

Louisiana Nursery and Landscape Association, PO Box 25100, Baton Rouge, LA 70894-5100



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References and prices for your area are  
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