Day 1 – February 17, 2022

7:30 - 8:15 a.m.  Vendor Networking; Preview Silent Auction
8:15 - 8:30 a.m.  Opening Remarks, Mr. John Murphy, MNLGA President

Keynote

Mt. Cuba Center Trial Garden - Behind the Scenes Tour!
8:30 - 9:30 a.m.
Mr. Sam Hoadley, Mt. Cuba Center

Sam Hoadley is the Manager of Horticultural Research at Mt. Cuba Center where he evaluates native plant species, cultivars, and hybrids in the Trial Garden. Sam will highlight top performers and favorites from recent trials that represent some of the best native plants for the mid-Atlantic region and beyond and share important lessons learned about both their horticultural features and ecological value. Included in this talk will be a deep dive into the results of the recently concluded Hydrangea arborescens evaluation as well as a few sneak peek previews of the Carex, Solidago, and Vernonia trials.

Plenary Panel

Pandemic Variants, Labor, Supply Chain, Financing, and the Future – Do We Have a Crystal Ball?
3:15 - 4:15 p.m.
Mr. Bernie Kohl, Angelica Nurseries; Mr. John Stump, MidAtlantic Farm Credit
Mr. Alan Jones, Manor View Farm, Inc.; Ms. Julie Iferd, Catoctin Mountain Growers
Mr. Taylor Pilker, Cavano’s Perennials
Mr. Andrew Barry, Griffin Greenhouse Supplies, Inc.

Over the past two years, the global pandemic, while benefitting the industry on one hand, has triggered and/or intensified many industry challenges including material shortages, supply chain struggles, labor shortages, shipping trials and more. What we really need is a crystal ball. While we haven’t found it yet, we can look to those in our industry that are leading and paving the way when it comes to these current issues. Join our panelists who each provide a unique perspective on the industry challenges we are facing, and what’s to come in the future. Learn how these trailblazers are taking lemons and making more than just lemonade. This will be an interactive panel with time for attendees to ask questions.
Nursery Grower Track

An Ecological Approach to the Decline of Monarch Butterfly and Bee Conservation Habitat in Urban Areas *(Joint talk with Landscape)*
10:00 - 10:55 a.m.
*Dr. Adam Baker, Davey Tree Expert Company*

In this presentation we will explore the reasons behind the decline of the monarch butterfly, initiatives to preserve them, and approaches to designing optimal habitat. We will discuss how design influences use of small butterfly-centric conservation gardens (e.g. Waystations), the use of cultivated plants in conservation efforts, and interactions with an invasive predator that is prevalent in urban areas.

Nightmares on Oak Street
11:00 - 11:55 a.m.
*Mr. Guy Sternberg, Starhill Forest Arboretum*

With oaks (and many other trees) in decline in the United States, this is a comprehensive illustrated overview of current and upcoming oak pests and problems in North America. We will focus on the eastern and central states with occasional diversions into other regions which need to be watched.

The Blue Ash Borer War
1:05 - 2:00 p.m.
*Mr. Guy Sternberg, Starhill Forest Arboretum*

Is there an American ash species that might survive the emerald ash borer without perpetual help? We think so, and we are working to prove it! In the spring of 2021 we raised more than $12,000 plus in-kind services in one month from donors who agree, and we did a blitz to bring some of the finest of the rare blue ash trees in central Illinois back to good health. Now it's up to them. Come and learn about this breakthrough project.

Edible Fruit Trees for the “Ornamental” Industry
2:15 - 3:10 p.m.
*Mr. Steve Black, Raemelton Farm*

Foodscapes, Farm-to-Table, and Permaculture are all the rage. Demand for home fruit trees and backyard orchards has exploded in the last few years. This talk will cover variety selection, nursery production considerations, propagation, and Integrated Pest Management for the best Mid-Atlantic and Northeastern apples, pears, cherries, and peaches.
**Landscape Contractor Track**

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**Integrated Pest Management: Putting Theory Into Practice**
11:00 - 11:55 a.m.
*Ms. Heather Zindash, The Soulful Gardener, LLC*

IPM is an effective and environmentally sensitive system of plant pest management that reduces losses and increases revenues by relying on a combination of solutions focusing on proactive vs. reactive control strategies. Are you a grower, landscape professional, or property manager? We will discuss how using customized IPM strategies for each of these growing systems will allow plant pests to be monitored and controlled below aesthetic and economic thresholds using proper identification, timing, product choices, and application methods. A successful IPM program can make more efficient use of time and money and has the potential to reduce chemical exposure. More customers are requesting that their plants and landscapes be managed in environmentally sensitive ways. IPM is the solution!

**Designing for Pollinators – A Design and Horticultural Primer**
1:05 - 2:00 p.m.
*Mr. Scott Scarfone, Mahan Rykiel Associates Inc.*

Pollinators are an integral part of our maintaining the ecology of our environment and sustaining production of food for our agricultural systems; they are important in 35% of global crop production. Natural areas on and close to farms and suburbia can serve as refugia for native wild pollinators. Protecting, enhancing or providing habitat is the best way to conserve native pollinators and, at the same time, provide pollen and nectar resources so important to plant ecology. This session will provide an overview of the ecology of the pollination process, review pollinator habitat requirements and present various opportunities to design for the accommodation of various types of pollinators in the landscape.
**Edibles in the Landscape**

2:15 - 3:10 p.m.

*Ms. Ginny Rosenkranz, University of Maryland Extension*

Creating a beautiful landscape and choosing the right plants takes an understanding of soils, sunlight, basic horticulture and water. The perfect plant might be an annual or a perennial, one that will give color and texture in the right spot. It could also be an edible plant, giving you color, texture and tasty treats!

**Greenhouse Grower Track**

**Daily Light Integral: An Invaluable Tool for Managing Light**

10:00 - 10:55 a.m.

*Dr. Jim Faust, Clemson University*

Delivering the right amount of light to your crop is essential. Daily light integral (DLI) is a very useful means of measuring light and thus it provides you with a tool to improve light management by increasing supplemental lighting or increasing the use of shade curtains. Jim will discuss how you can affordably measure DLI and then how you can use those measurements to improve crop productivity and quality.

**Flowering Plants On-Time to Maximize Sales (Joint talk with Retail)**

11:00 - 11:55 a.m.

*Dr. John Erwin, University of Maryland*

Plants in bloom sell better than those not in bloom. John will go over what makes plants flower and how you can flower plants at peak sales periods to increase sales. He will also go over how to 'bulk' plants by inhibiting flowering.

**Plant Growth Regulators to Reduce Labor Costs**

1:05 - 2:00 p.m.

*Dr. John Erwin, University of Maryland*

John will go over which PGRs are available to control plant growth to reduce height, pruning, and ensure plants look great in the retail environment. He will also go over new PGR combinations and PGR application strategies from the University of Maryland to maximize efficacy while reducing costs.
What Growers Will Be Growing and What Garden Centers Should be Selling for 2022 *(Joint talk with Retail)*
2:15 - 3:10 p.m.
Mr. Brett Karp, Griffin Greenhouse Supplies, Inc.
Mr. Paul Hartnett, Pleasant View Gardens
Mr. Charlie Cole, Dummen Orange

Join horticulture professionals, Brett Karp, Paul Hartnett, and Charlie Cole as they reveal the new trends and varieties ready for market. This session will take a look at what’s new and hot for your spring sales including both seed and vegetable material. Many breeders will be covered including: Proven Winners, Syngenta Flowers, Sakata, PanAmerican, and more!

Retail Growers and Garden Center Track

Digital Merchandising: Marketing your Online Marketplace
10:00 - 10:55 a.m.
Mr. Tom Watson, The Perennial Farm

Many businesses continually expand their marketing strategies to reach more customers and with the growth of online retail, the potential consumer base has grown exponentially. More business is being conducted online every day - embracing the world of e-commerce, establishing and maintaining a strong digital presence, and marketing your company’s online marketplace are all imperative to growing your business’ outreach and, ultimately, your customers.

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Leveraging Lavender for Profit
1:05 - 2:00 p.m.
Mr. Lloyd Traven, Peace Tree Farm, LLC

For the last 5 years, lavender has been increasing in all markets by solid double digits, and all levels of the supply chain are missing a great opportunity for selling more high margin crops. A large part of this was caused by some specific branded cultivars that presented major improvements and advantages over the old guard varieties sold world-wide—truly, the landscape shifted and consumers noticed. Some are asked for by name at retail and the entire supply chain is utilizing the exceptional characteristics, and
passing on real performance to the consumers. The biggest shift has been that these new options are incredibly grower-friendly, a term never before associated with this crop. Still, it remains a challenging crop at many stages. Learn the tricks, tips, and techniques from one of the premier lavender growers in North America. Learn what to do, what NOT to do, and what you should be offering to ensure success and profit from unrooted cuttings to final placement in the landscape, and let’s all make some money on this wonderful and useful crop.

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Day 2 – February 18, 2022

7:30 - 8:00 a.m. Vendor Networking

8:00 - 8:10 a.m. Opening Remarks, Mr. John Murphy, MNLGA President

Increasing Profitability of Greenhouse and Nursery Crops
8:10 - 9:00 a.m.
Dr. John Erwin, University of Maryland

John will go over a variety of strategies (including PGRs, pesticides, and environmental control strategies in greenhouses) to reduce labor and/or chemical costs. Every one of these techniques is already being used by larger growers with great results. Some of the strategies reduce losses during production to increase crop profitability, as well as to maximize retail performance to increase 'sell through'.

University of Maryland Extension Disease and Insect Field Trials for 2021
9:00 - 9:55 a.m.
Mr. Stanton Gill, University of Maryland Extension
Dr. Dave Clement, University of Maryland Extension

This talk will cover trial research that evaluated downy mildew resistant basils, and downy mildew resistant impatiens. Also, the trial on root aphid conducted with Maryland nurseries in 2021 will be covered with data from material evaluated in the trials.

Dicamba and Phenoxy Herbicides
10:00 - 10:55 a.m.
Mr. Chuck Schuster, Retired UMD Extension Educator

As one considers the use of dicamba and phenoxy herbicides, a review of the history of these products, the methods of actions, and concerns for use needs to be discussed. These are still very good products in the proper settings, but care must be used in selecting and using these families of products.
Sustainable Plant Management Practices Can Prevent Pest Outbreaks
11:00 - 11:55 p.m.
Dr. Paula Shrewsbury, University of Maryland

Insects perform countless important ecosystem services, including biological control. Many practices implemented to manage plants in urban landscapes and nurseries can have detrimental impacts on beneficial insects and the services they provide. This session will discuss sustainable plant management practices that help natural enemies keep pest insects under control.

Nursery Grower and Landscape Contractor Track

Landscape Troubleshooting
1:00 - 1:55 p.m.
Mr. Steve Sullivan, LandCare LLC

This session will take an in-depth look at plant issues in the landscape as well as cultural issues such as pruning, watering, installation, soil amendments, deciding on the right chemicals and much more. Steve will also cover biotic problems such as pests and diseases and how to identify these issues. This presentation will provide a practical approach to helping identify many of the common issues in the landscape and how to deal with them.

Compost - Are You Getting "Good Stuff" or Just "Stuff"?
2:00 - 2:55 p.m.
Dr. Gary Felton, University of Maryland

The basic science behind composting will control nutrient content while appropriate handling will keep the regulators and neighbors happy. Certain equipment will make compost more visually appealing. If you are purchasing compost these factors greatly influence the compost quality. Compost is seldom perfect - What can you tolerate?
Turf Management Track

Proper Timing and Tools for Turf Weed Control
1:00 - 1:55 p.m.
Ms. Kelly Nichols, University of Maryland Extension

Weeds give us clues about how to manage them. In this session, we will review some of these clues, such as the life cycle, and how to use them against the weed. Proper tools and non-chemical control options will also be discussed.

A Major Experience
2:00 - 2:55 p.m.
Mr. Mark Kuhns, CGCS

Mark Kuhns, a Penn State Alumni and long time member of the Golf Course Superintendents Association of America will shed light on his first-hand experience in hosting several major golf events. He will take attendees on a behind the scenes tour to look at the preparations needed for these events from an agronomic perspective including set-up, tear-down and recovery.

Nutrient Management Track

Technology of Slow Release Fertilizers: How and When They Work
1:00 - 1:55 p.m.
Dr. Andrew Ristvey, University of Maryland Extension

Slow release fertilizers and their subset of controlled release fertilizers have been used in the industry for many years and they have effectively helped reduce nutrient loss in agriculture, especially with floriculture production. However, they are not fool proof and they are expensive compared to soluble nutrient sources. They need to be used with care and caution. This talk will discuss the difference between these fertilizers, the technologies used, and how to best manage them in regards to irrigation and substrate monitoring.

Measuring Air-Filled Porosity and Water-Holding Capacity: How this Can Inform your Irrigation Scheduling
2:00 - 2:55 p.m.
Dr. John Lea-Cox, University of Maryland

Measuring AFP and WHC for your specific production scenarios is a useful way to understand the fundamental properties which promote plant root growth. But, did you know that this information can also greatly aid in determining your irrigation timing and duration? In this session, we will step through a practical procedure for you to
measure these two substrate properties, and show you how to translate this information for better irrigation management decisions.

Turf Nutrient Management Track

2021-2022 PFA Recertification
1:00 - 1:55 p.m.
Ms. Judy McGowan, Maryland Department of Agriculture

This talk will cover everything but the kitchen sink! Judy will discuss several different issues and problems encountered since the inception of the Fertilizer Use Act. She will discuss the past, present, and future of the program, including the latest information on electronic annual report submission.

Urban Nutrient Management
2:00 - 2:55 p.m.
Mr. Chuck Schuster, Retired UMD Extension Educator

Didn’t Know That Or, Maybe I Did! A review of some often forgotten parts of the Fertilizer Use Act that regulates turfgrass nutrient applications. No, it will not be boring and everyone will leave with at least one morsel of good knowledge.

Aquatics Track

Water Quality Improvement Without Chemicals
1:00 - 1:55 p.m.
Ms. Kelly Billing, Water Becomes a Garden

Kelly Billing will provide practical alternatives to chemical controls for the improvement of water quality in ponds, lakes, and stormwater basins. Enhancing the natural processes, aeration, erosion control, floating wetlands and empowering plants to their full potential will make an easy transition from problem pond to a beautiful body of water. Kelly believes in denitrification through beautification!

Aquatics and Plant Management
2:00 - 2:55 p.m.
Mr. Ray Bosmans, University of Maryland - Professor Emeritus

Managing aquatic weeds can be much easier with a better knowledge of aquatic plants and how a pond “works”. In this presentation you will learn about the various interesting species of emergent, submerged, and floating plants, as well as information about the two forms of algae common in most ponds. Pond biology, which has a direct effect on plant growth, will be included along with various techniques of pest plant management.
Recertification

Recertification Updates
3:00 - 3:30 p.m.
Dr. Shweta Sharma, Maryland Department of Agriculture
Mr. Alvin Harris, DC Department of Energy and the Environment

Representatives from the MDA and Washington D.C. Department of Energy and Environment will present the past season's data and upcoming laws that may affect nutrient management planners and pesticide applicators. Recordkeeping and training will be addressed.