



<p><b>January 7<sup>th</sup>, 2020</b> Tuesday, 4pm to 8pm NHS Hall, Center for Urban Horticulture, Seattle Members \$75; Students \$50; Non-members \$110 <i>WSNLA, WALP get member pricing</i></p>	<p><b>Mini Symposium: MARKETING SUCCESS - Methods &amp; Tactics That Produce REAL Results</b> Where do you see your business one year from now? Do you have a focused marketing strategy to get there? How do you target your desired clientele and grow your business? Dr. Matt Isaac will lead you through these questions and help you create a positioning statement and evaluate marketing tactics. Rebecca West will present a case study on how she used such strategies to set herself apart from her colleagues. This is followed by a panel discussion / Q&amp;A session with experienced entrepreneurs from our local building and construction industry. <i>3 CEUs for APLD and WSNLA-CPH</i></p>
<p><b>Feb 26 – Mar 1, 2020</b> Wednesday through Sunday Washington State Convention and Trade Center, Seattle</p>	<p><b>Northwest Flower and Garden Show</b> This year's theme is Spring Fever! Celebrate spring early with inspirational show gardens, seminars, and exciting vendors.</p>
<p><b>Mar 26<sup>th</sup>, 2020</b></p>	<p><b>Mini Symposium: Environmentally Critical Areas Part II - Steep Slopes &amp; Adjacent Water Bodies</b> Postponed to a later date. Please check <a href="http://www.apldwa.org/events">www.apldwa.org/events</a> for updates.</p>
<p><b>June 10<sup>th</sup>, 2020</b> Registration details on <a href="http://www.apldwa.org/events">www.apldwa.org/events</a></p>	<p><b>Webinar: Designing with Grades</b> Designing for topography changes accurately will make the bids on your projects more precise and the installation of your designs will go smoother. Kryssie Maybay of Kismet Design will cover the basics of reading topography, calculating slopes, wall heights, and stairs. APLD, CPH and ecoPro CEUs available.</p>
<p><b>August 2020</b> NW Nurseries Members and their guests</p>	<p><b>5<sup>th</sup> Annual Summer APLDWA/WALP/WSNLA BBQ</b> Laura Wildfong and NW Nurseries will again host this fun event. Of course, there will be good food and great company, and this is a great opportunity to socialize and network with other members in the landscaping industry. Bring lots of business cards, as you never know whom you might meet. Bring a colleague, student or friend!</p>
<p><b>September 23 – 26, 2020</b> Virtual Edition</p>	<p><b>APLD International Design Conference: "One World, One Community"</b> In true APLD form, we'll visit and explore amazing gardens by remarkable designers. You can take inspiration, learn tricks of the trade, and soak up the beauty of gardens from the comfort of your home, office or your own garden. We know that one of the best things about going to conference is getting together with your friends and colleagues, so we are planning lots of opportunities for you to socialize and connect virtually. Through chat rooms, speaker Q&amp;As, sponsor showcases and one-on-one meetings, social media interfaces and small group discussions we will come together as One World, One Community. We are also looking forward to a fabulous lineup of industry experts who will speak to topics important to our community of landscape designers.</p>
<p><b>September 2020</b></p>	<p><b>Garden Tour: Navigating and Designing ECAs</b> Postponed to a later date. Please check <a href="http://www.apldwa.org/events">www.apldwa.org/events</a> for updates.</p>
<p><b>October 2020</b> Date and location TBD</p>	<p><b>Mini Symposium: The Ins and Outs of Designing a Deck - What a Designer Should Know</b> Decks are complex structures with many elements to be determined and designed. Find out the common thresholds for when a deck needs to be permitted, and when a structural engineer is required. Learn how to navigate the permitting process and how to complete the documentation necessary to get a deck permitted. Get tips, tricks and detailed instructions from both a design and construction perspective. Don't let the complexity of decks intimidate you any longer. APLD, WSNLA CEUs pending.</p>
<p><b>December 13, 2020</b> Sunday, 5-8pm Location TBD, Free to members and their guests</p>	<p><b>Holiday Party</b> 'Tis the season for good food, good drink, and good designers! Join us for our annual APLDWA holiday potluck by bringing a food item to share and beverage of your choice.</p>