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FALL 2026

VOLUME 43
NUMBER 3

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A message from President Ryan Coyle



As we close out the third quarter, it's hard to believe how quickly another season has gone by. For many of us, this is one of those times of year when it feels like everything is happening at once. We're working hard to wrap up projects, finish strong for our clients, begin winterizing irrigation and other systems, and

prepare equipment, crews, snow contracts, and mobilization plans for the winter season ahead.

While the pace of production may begin to change over the next couple of months, this is also an important time to step back and evaluate the year.

As you begin preparing your annual budgets, I encourage you to look beyond just the numbers and take an honest look at the **hits and misses** from this season. What worked well? Where did you make money? Where did you lose efficiency or margin? Were there projects, processes, or services that performed better than expected? Where did your team struggle, and what can you change going into next season?

Every year in our industry teaches us something. The important part is taking those lessons and turning them into action. Whether that means adjusting estimating practices, improving scheduling, investing in equipment, changing internal processes, or developing your people, now is the time to start having those conversations and building your plan for next year.

Training is another major opportunity as we head into winter. As production schedules begin to slow, we have an opportunity to invest back into our employees. Safety, equipment operation, installation standards, leadership development, technical skills, and customer communication are just a few areas where winter training can pay dividends when spring arrives.

The work we put into our people during the slower months can be one of the best investments we make in preparing our companies for another successful season.

A Successful ILA Golf Outing

We also recently wrapped up another very successful **ILA Golf Outing**, and I want to personally thank everyone who helped make the event possible. The proceeds from the outing help fund our scholarship program and support the next generation entering our industry.

From the players who participated to the companies and sponsors who supported the event, your involvement makes a real difference. I also want to recognize our board members and volunteers who gave their time to organize and run the outing. Events like this simply do not happen without people willing to step up and help, and we greatly appreciate everyone who contributed to its success.

Investing in the Next Generation

Looking ahead, I'm especially excited about our upcoming Mentorship Event. One of the responsibilities we have as an association is to help bring new people, young professionals, and emerging businesses into our industry and give them the resources and relationships they need to succeed.

Many of us have learned valuable lessons through years of experience—sometimes the easy way and sometimes the hard way. Mentorship gives us an opportunity to share that experience and help the next generation build stronger businesses, become better leaders, and avoid some of the mistakes we may have made along the way.

Just as importantly, we want these young professionals and businesses to understand that they don't have to navigate this industry alone. The ILA can provide education, relationships, resources, and a network of industry professionals who are willing to help. Building those connections is an important part of keeping our association—and our industry—strong for years to come.

Ending the Year Together

Finally, we are looking forward to our **Annual ILA Holiday Party at Stick & Hack in Westfield**. This has become a great way to close out the season, reconnect with our peers after a long and busy year, and enjoy some time together outside of the day-to-day demands of running our businesses.

It is also an opportunity to reflect on what the ILA has accomplished throughout the year, share what is new within the association, and give our members a look at what we have planned for the upcoming year. As we move into the final quarter, I encourage everyone to **finish strong, evaluate honestly, invest in your people, and prepare intentionally for what comes next**. Celebrate the wins from this season, learn from the misses, and use the winter months to make your company and your team better.

Most importantly, stay involved. Attend an event, participate in training, mentor someone newer to the industry, or simply connect with another ILA member. The strength of this association has always come from the people who are willing to participate, share their experiences, and support one another.

Thank you for your continued involvement and support of the Indianapolis Landscape Association. I'm proud of what we continue to accomplish together and look forward to finishing 2026 strong and building even more momentum for the year ahead.



Ryan Coyle,
President

Indianapolis Landscape Association

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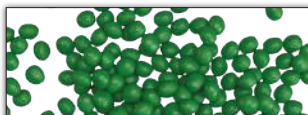
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If You Build It, Spring Will Come

Nearly seventy years of the Indiana Flower & Patio Show, and ILA's place in it

By Daniel R. Wasson, Wasson Nursery — ILA Board of Directors

INDIANA FLOWER + PATIO SHOW

Every March, while Indiana is still gray and the fields are still waiting, something starts happening inside the halls at the State Fairgrounds. Pallets of stone. Truckloads of soil. Designers standing in an empty concrete building with nothing but a blueprint and a vision.

That vision goes back to 1959. Edward and Thelma Schoenberger gathered growers inside the old Horticulture Building with a simple idea: if you build it, spring will come. More than a hundred vendors showed up that first year. Over a few days, something took shape. Not just gardens, but a tradition. A show that didn't simply reflect how Hoosiers used their backyards, but helped shape how they lived in them.

Nearly seventy years later, the numbers tell the story. Forty gardens. Three hundred exhibitors across two buildings. Eighty thousand people through the doors. Spring arriving early, on purpose.

The buildings have changed and the displays have grown taller. Simple flower boxes have turned into



full living landscapes. But the core of it hasn't moved. Craftsmen compete for bragging rights. Designers build something that stands for only nine days and inspires living spaces for a lifetime. Speakers

and guests pass along what they've learned to the next generation.

The gardens are the heart of the show, and they carry our name. The Indianapolis Landscape Association Feature Gardens are where the crowd slows down, pulls out a phone, and starts imagining their own backyard. In 2026 the theme was Personal Spaces, and more than twenty of our members answered it with ponds, pergolas, timber frames, putting greens, and outdoor rooms built in a week and torn down in a day. For those of us who do this for a living, it's the one week a year when eighty thousand homeowners walk past our work and see what professional landscape design actually looks like.

There's no better stage in the state.

The 2027 show runs March 13 through 21, and Marketplace Events is looking to add more feature gardens. That's an open door for members who've watched from the aisles and thought about building. The people who build the gardens are the ones the crowd remembers.

Because this isn't just a show. It's a reminder that no matter how long the gray lingers, the green returns. Life returns.

The Indiana Flower & Patio Show. If you build it, spring will come.

*Members interested in building a 2027 feature garden can contact **Tami Bailey, Group Manager**, at 317-402-0154 or tami.b@mpeshows.com, or **Bill Brown, Landscape Coordinator for the Gardens**, at 317-557-4221 or wm.brown.whb@gmail.com. Show details at indianaflowerandpatioshow.com. Photos courtesy of Marketplace Events.*

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ILA Hits the Road for Two Days of Education, Networking, and Fun

From a behind-the-scenes look at tile manufacturing to the bright lights of Nashville and the natural beauty of Kentucky, the ILA's annual bus trip delivered a memorable experience for members.

Bright and early on August 13, approximately 40 members of the Indianapolis Landscape Association (ILA) gathered at Natural Stone & Tile on Indianapolis' northeast side, ready to embark on a two-day adventure filled with education, networking, and plenty of fun.

Traveling in comfort aboard a luxury motorcoach, the group headed south toward Nashville, Tennessee. Of course, no road trip would be complete without a stop at Buc-ee's! After stretching their legs, stocking up on snacks, and exploring the popular travel center, members climbed back aboard for the first major destination: Landmark Ceramics.

A Behind-the-Scenes Look at Landmark Ceramics



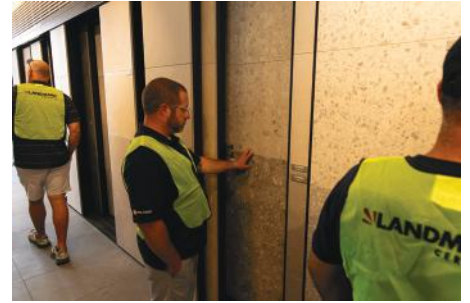
Upon arrival at Landmark Ceramics, members were divided into three groups and rotated through

educational presentations, product demonstrations, and an impressive tour of the company's state-of-the-art porcelain tile manufacturing facility.

The experience provided an inside look at the technology, precision, and innovation involved in producing high-quality porcelain products for indoor



and outdoor applications. Members learned about new product offerings, design specifications, installation techniques, and the many ways porcelain pavers and tiles are being incorporated into today's landscape and hardscape projects.



One of the highlights was witnessing the incredible automation and attention to detail throughout the manufacturing process. From raw materials to finished products, the scale and sophistication of the operation left a lasting impression on attendees.

Nashville Nights and Networking

Following an educational afternoon, the group boarded the bus and continued to downtown Nashville, where



everyone checked into the hotel and had some time to relax before heading out for the evening.

With the famous honky-tonks of Broadway just waiting to be explored, members spread out to enjoy great food, live music, and the unmistakable energy of Music City.

Throughout the evening, smaller groups formed, separated, and crossed paths again as members explored the restaurants, bars, and entertainment venues that make Nashville such a popular destination.

While the manufacturing tour provided valuable industry education, the evening offered something equally





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ILA Announces 2026 Frits Loonsten Memorial Scholarship Recipients

Three Ball State University landscape architecture students receive a combined \$18,000 in scholarships to support their education and future careers.

The Indianapolis Landscape Association (ILA) is proud to announce the recipients of the 2026 Frits Loonsten Memorial Scholarship. Three outstanding Ball State University students were selected for their dedication to landscape architecture and commitment to the future of the profession.

Honoring the legacy of respected Indianapolis landscape architect Frits Loonsten, the scholarship program is made possible through the generosity of ILA members, sponsors, and participants in the annual ILA Golf Outing.

Natilee Wahl \$8,000 Scholarship Recipient

Ball State University | Landscape Architecture, Minor in Sustainability



This year's top scholarship recipient, Natilee Wahl, has spent the past two summers gaining professional experience as an Estate Design Intern in the high-end residential design-build industry.

A second-year recipient of the Frits Loonsten Scholarship, Natilee will use her award to pursue an exciting opportunity to study abroad in Athens, Greece, alongside approximately 25–30 students and faculty from Ball State's College of Architecture and Planning.

"I am extremely grateful to be a Frits Loonsten Scholarship recipient two years in a row," Natilee shared. "With this award, I am able to pursue an opportunity I have always wanted to pursue, and that is to study abroad!"

She expressed her appreciation to everyone who supports the scholarship program and makes opportunities like this possible.

Margaret Cialdella \$5,000 Scholarship Recipient

Ball State University | Landscape Architecture



Margaret Cialdella discovered her passion for landscape architecture after initially exploring architecture as a career. Since choosing her major at Ball State, she has developed a strong interest in environmental preservation, protecting mature trees, and incorporating native plants into thoughtfully designed landscapes.

Her passion aligns closely with Frits Loonsten's legacy of preserving existing vegetation and collaborating with other design professionals. Margaret hopes to carry those principles into her career while educating communities about the importance of healthy landscapes.

Margaret also has the opportunity to study abroad in Greece, where she looks forward to exploring historic landscapes and learning how other cultures approach design and preservation.

Her \$5,000 scholarship will help support her education and provide opportunities to expand her knowledge and experience.

Gavin Ford \$5,000 Scholarship Recipient

Ball State University | Landscape Architecture

Gavin Ford combines a passion for environmental design with hands-on construction experience gained through his work with a landscape design-build firm.

His academic projects have explored watershed analysis in northern Indiana, wildfire mitigation in Colorado, woodland planting design, and mountain bike trail development in southern Indiana.

Gavin is particularly interested in balancing ecological systems with the ways people experience outdoor spaces. His approach emphasizes landscapes that are functional, sustainable, and meaningful to those who use them.



His professional experience has also strengthened his appreciation for the technical aspects of landscape construction, including grading, drainage, water features, and planting design.

Gavin's dedication to craftsmanship, thoughtful design, and long-term performance reflects the values associated with Frits Loonsten's legacy. His \$5,000 scholarship will help him continue developing his skills and preparing for a career in landscape architecture.

Investing in the Future of Our Industry

The ILA is proud to recognize Natilee, Margaret, and Gavin for their dedication, accomplishments, and enthusiasm for landscape architecture.

These three students represent the next generation of designers and industry leaders who will help shape our communities, preserve our natural resources, and create meaningful outdoor environments for years to come.

The Frits Loonsten Memorial Scholarship is made possible through the continued generosity of ILA members and industry partners, with the annual ILA Golf Outing serving as the primary fundraising event for the program.

Congratulations to all three recipients, and thank you to everyone who helps make these educational opportunities possible. Together, we are investing in the future of the landscape industry!



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2026 ILA Golf Outing: A Winning Day for the Industry!

34 teams, 134 golfers, and more than \$15,000 raised to support the next generation of landscape professionals.

The 2026 Indianapolis Landscape Association Golf Outing was another outstanding success, bringing together industry professionals for a day of friendly competition, networking, and support for a great cause!

Benefiting the **Frits Loonsten Scholarship Fund**, this year's outing welcomed 134 golfers representing 34 teams, along with the generous support of 24 sponsors. Thanks to the incredible participation and generosity of everyone involved, the event exceeded its fundraising goal, raising ****more than \$15,000**** to support scholarships for deserving students pursuing careers in the landscape industry.



As the ILA's sole fundraising event for the Frits Loonsten Scholarship Fund, the annual golf

outing plays an essential role in investing in the future of our industry. This year, the ILA was proud to award three scholarships to deserving Landscape Architecture students, helping support their education and encouraging the next generation of landscape professionals.

A Little Friendly Competition

Of course, the day wouldn't be complete without some friendly competition on the course!

Congratulations to **Team Westside Tractor**, who took home the coveted ILA Cup and earned bragging rights until next year's outing!



The competition wasn't limited to the golfers. Our hole sponsors once again brought creativity, energy, and entertainment to the

course, making the day even more enjoyable for participants. This year's traveling trophy for **Best Interactive Hole Sponsor** was awarded to **Makita!**

Congratulations on a job well done!



Thank You to Our Sponsors and Participants



Events like this simply wouldn't be possible without the tremendous support of our sponsors, volunteers, committee members, and

golfers. Their generosity and enthusiasm continue to make the ILA Golf Outing one of the association's most anticipated annual events.

Beyond the competition and camaraderie, the true success of the outing is measured by the opportunities it creates for students entering our profession. Every sponsorship, registration, and contribution helps strengthen the future of the landscape industry.





On behalf of the ILA Golf Committee, I want to personally thank everyone who participated and helped make this year's outing such a success.

Each year, we work to make the event bigger and better, and 2026 certainly delivered! We look forward to welcoming everyone back next September for another great day of golf, networking, and giving back to the industry we all share.

Interested in participating or sponsoring next year's outing? Please contact me at travis@haulstr.com to learn how you can get involved.

Travis Tetrault
ILA Golf Committee Chair



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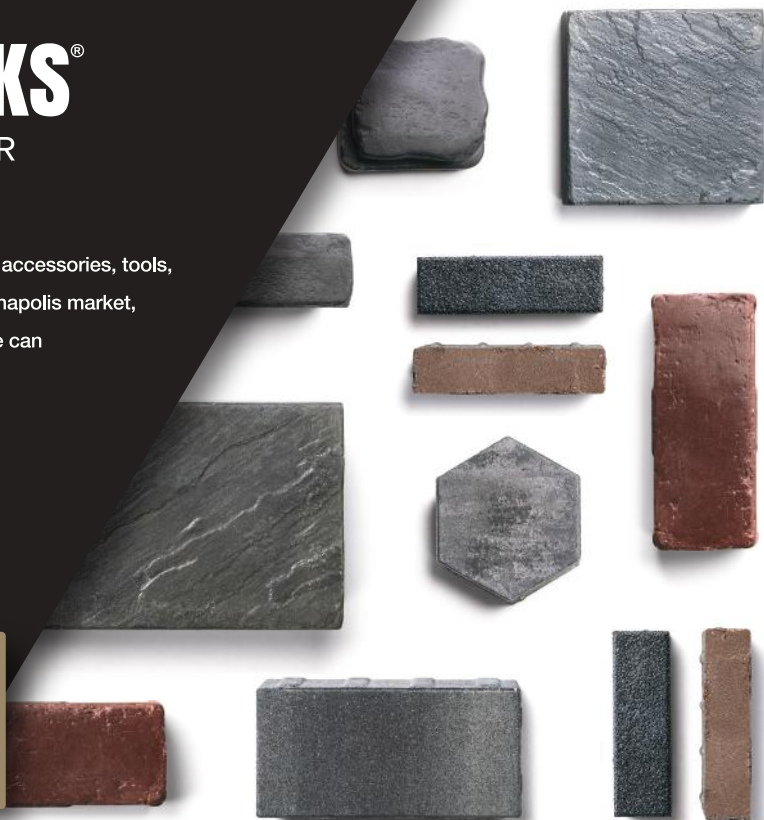
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Continued from page 8

important: an opportunity to build relationships with fellow ILA members outside the usual meetings, job sites, and industry events.

Exploring the Natural Beauty of Bernheim Arboretum

The following morning began with breakfast and more opportunities to connect before everyone boarded the bus for the journey back north.



The next destination was Bernheim Arboretum and Research Forest, located just south of Louisville, Kentucky. Spanning more than 16,000 acres, Bernheim is a remarkable destination dedicated to connecting people with nature through conservation, education, horticulture, and outdoor recreation.



The group enjoyed lunch and spent several hours exploring the beautiful grounds, walking trails, and natural landscapes. For professionals who spend

their careers designing, installing, and maintaining outdoor environments, Bernheim offered an opportunity to appreciate the beauty of nature from a different perspective.

The combination of thoughtfully maintained landscapes, native plant communities, and expansive woodland scenery made it a fitting stop for a group of landscape industry professionals.



An Unexpected Bonus Stop!

As luck would have it, Bernheim is located just across the road from the famous Jim Beam Bourbon Distillery. After a quick group vote, the decision was unanimous enough: one more stop before heading home!

Members had an opportunity to explore the distillery's gift shop, learn a little about Kentucky's bourbon heritage, and even sample some special and allocated bourbons.

It was an unexpected addition to the itinerary and a fun way to wrap up an already memorable trip.



A Great Trip Made Possible by Great Supporters

The 2026 ILA Bus Trip was organized by ILA Board Member Jonathon Richards of Salsbery Brothers Landscaping, whose efforts helped bring together an outstanding experience for everyone involved.

Special thanks go to our **Title Sponsors, Natural Stone & Tile and Landmark Ceramics**, for their generous support and hospitality.

Additional sponsorship was provided by **SiteOne Landscape Supply, Belgard, Heritage Landscape Supply, Oberfields, Estes Material Sales, and Brickworks Supply Center**.

Their support helps make experiences like this possible and provides ILA members with valuable opportunities for continuing education, professional development, and relationship building.

By the time the bus rolled back into Indianapolis, members had enjoyed two full days of learning, exploring, sharing stories, and making connections. From innovative manufacturing technology to Nashville's live music and the natural beauty of Bernheim, the trip offered a little something for everyone.

Most importantly, it reinforced one of the greatest benefits of being part of the ILA: the friendships, connections, and shared experiences that make our industry community so special.

Thank you to everyone who joined us and helped make the trip a success. We're already looking forward to seeing where the road takes us next year!



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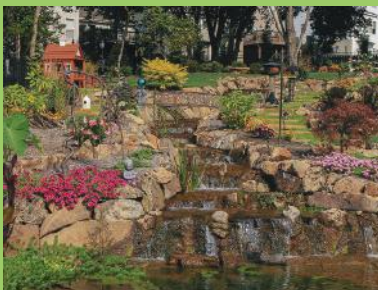
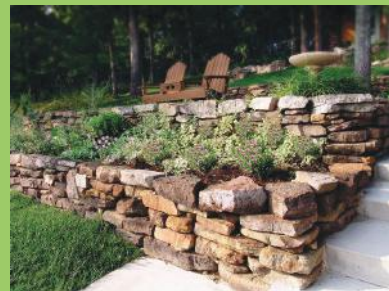
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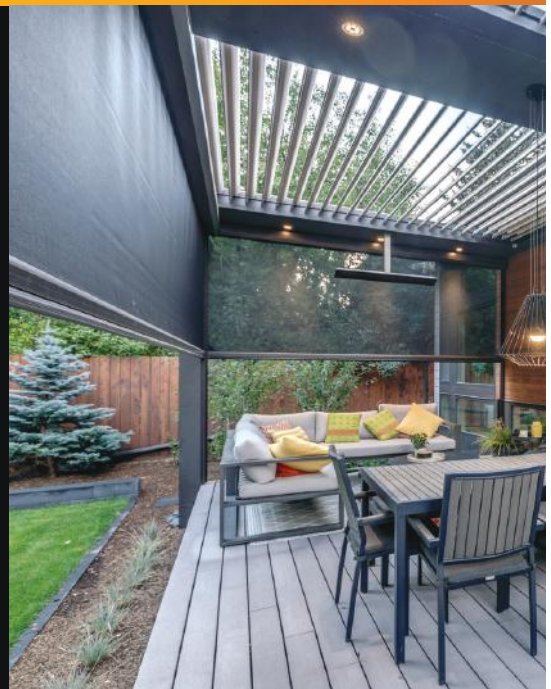
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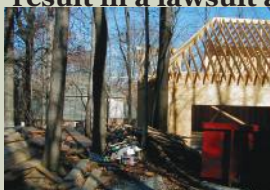
Judson R. Scott

Registered Consulting Arborist

Autumn is here, and your clients are making claims about their trees! Here are some questions you might run into. Take the quiz and test your knowledge.

Good luck—and no peeking at your field guide until you're finished!

1- The debris stored by these trees may result in a lawsuit against you?



- a. True
- b. False

2- This tree was hit by lightning?



- a. Yes
- b. No

3- This picture of a tree was taken in October in Indiana, and the property owner is claiming you killed this tree. Your answer:



- a. Yes we sure did.
- b. No we did not.
- c. Need more info.

4- This equipment is violating a tree preservation order and may kill this tree?



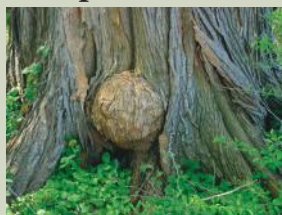
- a. Yes
- b. No
- c. Need more information

5- This tree was struck by lightning? Note the “burnt center”.



- a. Yes
- b. No

6- This tree has been damaged by herbicides your crew put down?



- a. Yes
- b. No

7- Your crew killed my trees? Your answer is no, this was:



- a. Frost
- b. Drought
- c. Lightning
- d. Other

Answers:

1. **Your may be liable.** While this might be a standard operating procedure during the construction of a house many property owners are calling for tree preservation and this would be a violation of most tree preservation plans. If these trees die you may be liable depending on the wording.

2. **This tree was hit by lightning?** No- Not unless it was a Ford Lightning truck. See the tire marks.

3. **This picture of a tree taken in October in Indiana is of a dead tree?** No, this is an Ohio buckeye, and in Indiana they lose their leaves very early. Unfortunately, when you are working near this tree, a property owner might think you “killed it!”

4. **This equipment is violating a tree preservation order and may kill this tree?** We need more information. Was there a tree preservation order? This piece of equipment has a chain wrapped around the tree and is compacting the soil, which could be a violation if there is a Tree Preservation Plan.

5. **This tree was struck by lightning?** No, this tree had a limb junction failure that exposed the internal decay, which happens to be black. Homeowners often mistake these failures for lightning because the inside of the decayed area is often blackened and looks like a “burned area”.

6. **This tree has been damaged by herbicides?** No, this tree has a gall growing on the side, and it is not herbicide-related.

7. **What killed these trees?** These trees are not dead. They are cypress and they look like this in the fall.

The “Consulting Arboris Corner” series provided by Jud Scott, who is a lover of trees and history. If you need help preserving a tree or resolving a tree conflict, Jud can be reached at 317-815-8733 or by email at Jud@arboristexpert.com.

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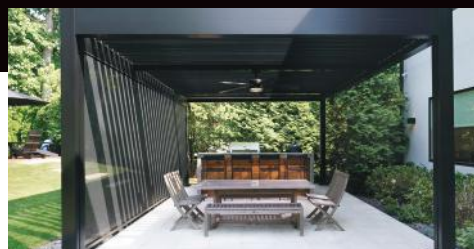
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