



# Working with snow & ice management contractors

Environment & Liability  
Perspectives

HORTICULTURAL TRADES ASSOCIATION  
[landscapeontario.com](http://landscapeontario.com)



# A little about us first

- Voluntary, not-for-profit trade association
- 3,000 member companies
- 9 regional chapters, 11 sector groups
- Represents entire value chain of landscape horticulture in Ontario
- Advance the industry through pro dev, advocacy, public promotion

HORTICULTURAL TRADES ASSOCIATION  
landscape ontario.com



# Snow & Ice Management Contractors

- Estimated ~8k in Ontario
- 1,100 are members of Landscape Ontario
- Residential, commercial, industrial, public
- Most have service mix that includes landscape maintenance and grounds care
- Lots of pre-event planning, site inspections

# The current issues...

- De-icing practices don't align with environmental values
- Shouldering bulk of liability risk
- Skyrocketing insurance rates
- Availability of coverage
- Recruiting new staff
- Rising business costs: fuel, material, labour, auto insurance

# The Environmental Perspective

- Excessive use of salt
- Contaminating waterways, soil erosion, wildlife
- Public and private infrastructure damage
- Changing weather patterns causing more freeze thaw cycles
- More extreme weather events
- Contractors want to use less salt!

# The Environmental Perspective

- Investing in tech that supports reduction in salt use – liquids, calibrated distribution equipment, training & certification
- Smart About Salt!
- Salt resistant trees research & development

# The Liability Perspective

- Liability risk preventing reduction of salt use
- Property owners demand oversalting to avoid slip & fall risks
- Increased litigation frequency
- Contractors are leaving the sector, shortage of services soon to come

# The Liability Perspective

- Investing in software systems that geotag snow plow operators
- Investing in weather monitoring hardware that accurately reports ground temp combined with onsite cameras
- Spending more time doing onsite inspections before snow season





# We are taking action

- Bill 118
- Gov't relations campaign to balance the liability expectation
- Advocating prov gov't to regulate the sector through required training & accreditation
- Developed curriculum and accreditation process
- Met with PO, MECP, MTO, MEDJCAT

# Coming Up!

- Snowposium! September 19 in Milton
- Queen's Park Day – October 24<sup>th</sup>
- Continuing to advocate for balanced expectation of liability between contractor and property owner

# Questions?

Joe Salemi, CAE

Executive Director

Landscape Ontario Horticultural Trades Association

[jsalemi@landscapeontario.com](mailto:jsalemi@landscapeontario.com)

905-220-4016

