



March 24, 2020

TO: WLCA Members

RE: NEW Resources from NALP

## WEBINAR

NEW Webinar: Financial Strategies and Resources and COVID-19 – [On this week's webinar, on Wednesday, March 25, at 1:30 ET](#), we will outline a financial framework for making important decisions during a crisis like COVID-19 and provide ideas on building liquidity, working with lenders, scenario planning, and accessing government programs. And you'll get government affairs updates, hear from members, and you can ask questions. Presenters include Andrew Ziehler, Ziehler Lawn & Tree Care and NALP President, Greg Herring, The Herring Group; Andrew Bray, Esq., NALP VP of Government Affairs. [Register for the free webinar](#).

## PODCAST

**NEW Podcast: Are landscape services considered “essential services”?**

Andrew Bray, VP of Government Relations for NALP, [hosts a 7-minute podcast](#), bringing you the latest answers on the pressing question of the status of landscape services during "lock-downs."

## GRASSROOTS LETTER TO LEGISLATORS

Take Action on NEW Grassroots Letter to Legislators

As states work to contain the COVID-19 epidemic, policies are put into place that define what businesses are essential. Landscaping is not explicitly mentioned in many of these documents, rather the services that landscapers provide are inferred.

We need your help to further confirm these policies so that landscapers can continue to provide our essential services that keep properties safe, sanitary, and in operation.

Using [this link](#), you can quickly and easily message all of your state elected officials, asking them to support landscape contractors as essential businesses.