



North Carolina Irrigation Contractors' Licensing Board April 2019 Newsletter

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Contact the Board for Free Posters



Tips for the Contractor

Contributed by Erik Wilson, IT Technician & Electrician in Training,
Public Board Member and Steve Hill, CIC, CLP, Owner NewLeaf Associates
and Vice Chair of NCICLB

Tip #1

As Contractors, it is often disenchanted to fill your day going from service call to service call, putting out fires. Service calls can cause inconsistency in the forty-hour work week, versus a day filled with scheduled maintenance and upgrades. Contractors across numerous trades could benefit from informing the client when a product is at the end of its life and when it is more cost effective to replace rather than troubleshoot and repair. Some Consumers may not be knowledgeable about the products, systems, or devices requiring repair; let alone what advances and improvements have been made. As a professional it is up to you to inform and recommend which of the newest systems will suit a particular client's needs in the short term, while also considering what will benefit the client in the long term.

For example, If you are making a service call to repair a couple of old sprinkler heads, but you know all of the heads are at the end of their life, you might recommend that the client replace all of the old heads at the same time. Is there a newer more efficient sprinkler head you can recommend that will save the client money in the long term?

Next time you visit a site with outdated or inferior systems, rather than putting a Band-Aid on it, ask the customer to consider scheduling a replacement project and let them know the benefits.

Tip #2

One of the complaints that the Board hears frequently is that the public continues to hire unlicensed contractors. The Board understands the frustration and also realizes that in some cases no matter what strategy you use to sell your services, cost will most likely win out. But there are also many homeowners that don't realize that a license is required for contracts over \$2500. And that's where you come in...

Ask yourself these questions:

- Do you have a website, and if so, does it say in LARGE LETTERS that you are licensed and is your license number posted?
- Is your license number at the top of your website just under the company name or is it at the bottom of the page?
- Does your website display your seal?
- Does your website explain the benefits of hiring a licensed professional as opposed to someone that is unlicensed? You may want to attach the Board's "Why Hire" flyer to your website or a link directly to the NCICLB website.
- Do you advertise on other sites? If so are you using these same strategies?
- Do you provide the Board's "WHY HIRE" flyer to potential customers? What about

current customers?

- Does any of your advertising explain that because you are licensed you are required to have a Surety Bond and how that Bond protects the customer?
- Does your advertising explain that you are required to earn continuing education?

If you have other ideas for promoting yourself as a licensee, please contact the Board office and we will add it to our tips list in the next newsletter.

2020 License Renewal

Don't be late...start now!!

I know some of you are saying, "Didn't I just renew my license for 2019?????" This is just a reminder that it is never too early to consider where and when you will earn your continuing education and to mark your calendar in order to pay for your renewal on time. Don't pay additional fees because of poor planning.

[Click here](#) for some helpful reminders to get you through the 2020 renewal with ease.

VISIT WWW.NCICLB.ORG FOR STEP BY STEP ONLINE RENEWAL INSTRUCTIONS

RULE OF THE MONTH

21 NCAC 23 .0502 SITE CONSIDERATIONS

(a) An irrigation contractor shall confirm all property corners and lines that will determine the borders of landscaped or irrigated areas, including any right of way (local, state or federal). (b) The irrigation contractor shall comply with the terms of any encroachment agreements and other easement requirements. (c) Before the irrigation contractor and those working under his or her supervision do any excavation he or she shall call 1-800-632-4949 or 811 or go to www.ncocc.org to have major utilities located on the subject property by the appropriate utility companies. Installation shall not be started until all underground utilities are located and marked. (d) An irrigation contractor shall review the site where the irrigation system is to be installed with the owner to identify private underground lines or structures and locate those that present a potential problem before digging (e.g. low voltage lighting wires, propane gas tanks and lines, private power lines to out-buildings, and drainage lines, septic field lines, and tanks). (e) In the case of new landscape construction where a landscape plan is provided, an irrigation contractor shall verify that the landscape plan is the most current plan available and is not subject to change before starting the installation. (f) If no landscape plan exists or the landscaping is in place, an irrigation contractor shall review the site with the owner or landscape designer to determine the irrigation needs of the site. The irrigation contractor shall address specific issues, including: (1) the plant water needs; (2) the soil type; (3) the root depth; (4) microclimates; and (5) slopes. (g) An irrigation contractor shall inform the owner or landscape designer of the importance of designing the irrigation system to meet the needs of the landscape. (h) An irrigation contractor shall review planting plans prior to installation of the irrigation system to minimize conflicts between larger plants, existing root zones, and irrigation heads and review construction plans for conflicts between hardscape and sprinkler head placement. (i) An irrigation contractor shall inform the property owner and irrigation designer of unusual or abnormal soil conditions which may affect the design and management of the irrigation system. (j) Where deviations from the design are required (e.g., routing pipe around a tree or other structure or adding sprinklers to an area larger than the plan shows), an irrigation contractor shall consult with the designer prior to making the change to ensure that the change is within the design performance specifications.



To familiarize yourself with all of the NCICLB Rules [click here](#).

The New NCICLB Licensing Exam Gets a Thumbs Up

The Board has used the new exam format for the last three exams and is getting good reviews. Admittedly, the exam isn't any easier, but having the opportunity to retake only those sections you have failed rather than retaking the entire exam is a real game changer.

The exam is now broken down into seven (7) domains that include: irrigation design, irrigation installation, irrigation scheduling & water management and conservation,

maintenance, repair, federal codes, general business management and NC State Law. Each domain is graded separately. If an individual fails one or more domains, they are only required to retake those sections they did not pass. Once the individual passes all sections they are eligible for licensure

For more information about the exam and how to apply for licensure [click here](#).

ENFORCEMENT STATISTICS

2 Complaints since January 1, 2019

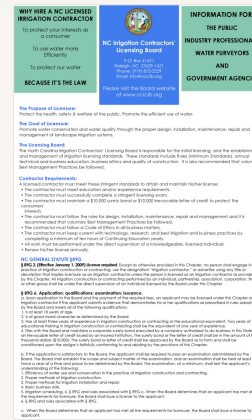
1 Minimum Standard Complaint
1 Advertising Complaint

9 Complaints closed since January 1, 2019

7 closed through settlement
1 administratively closed
1 insufficient evidence

MARKETING TOOL FOR LICENSEES

Print this flyer,
WHY HIRE A LICENSED
IRRIGATION CONTRACTOR and
present it to your prospective
customers.



2019 Calendar

APRIL

April 12	Licensing Exam
April 24	Continuing Education Advisory Council Meeting

MAY

May 8	Board Meeting
May 27	Office Closed-Memorial Day
May 29	Continuing Education Advisory Council Meeting

JUNE

June 12	Administrative Hearing
June 26	Continuing Education Advisory council Meeting

JULY

July 4	Office Closed-Independence Day
July 12	Licensing Exam
July 24	Continuing Education Advisory Council Meeting

AUGUST

August 7	Board Meeting
August 28	Continuing Education Advisory Council Mtg

SEPTEMBER

September 2	Office Closed-Labor Day
September 18	Administrative Hearing
September 25	Continuing Education Advisory Council Meeting

OCTOBER

October 11	Licensing Exam
October 30	Continuing Education Advisory Council Meeting

NOVEMBER

November 13
November 28-29
November 27

Board Meeting
Office Closed-Thanksgiving
Continuing Education Advisory Council Meeting

DECEMBER

December 19
December 24-26
December 31
December 31

Continuing Education Advisory Council Meeting
Office Closed-Christmas
Office Closed-New Year's Eve
2020 Renewal Deadline

Board and Staff Members

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Board Chair, Charlotte

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Vice Chair, Raleigh

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Treasurer, Creedmoor

Garry Grabow
Secretary, Apex

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