



Horticulture - Landscape

2023-2024



PURPOSE

To evaluate each contestant's preparation for employment and to recognize outstanding students for excellence and professionalism in the field of landscape horticulture.

ELIGIBILITY

Open to all active SkillsUSA high school or college/post-secondary members of SkillsUSA who are enrolled in a program with horticulture/landscape as an occupational objective.

CLOTHING REQUIREMENTS

Class E: Competition Specific – Business Casual

- Official SkillsUSA white polo shirt.
- Black dress slacks or black dress skirt (knee-length minimum)
- Black closed-toe dress shoes

Note: Wearing socks or hose is no longer required. If worn, socks must be black dress socks and hose must be either black or skin-tone and seamless/nonpattern.

These regulations refer to clothing items that are pictured and described at: www.skillsusastore.org. If you have questions about clothing or other logo items, call 1-888-501-2183.

OBSERVER RULE

Observers will be allowed to view the competition from outside of the designated competition area. All observers should follow general regulations as it pertains to restrictions on communication with competitors during the competition.

EQUIPMENT AND MATERIALS

1. Supplied by the technical committee:
 - a. Workspace with table, chair, and space for competition materials, including reference material.
 - b. Drafting paper/vellum
 - c. Site plan for the proposed project (24" x 36")
 - d. Client's needs and related information (elevations and/or photograph)
 - e. Plant and material pricing worksheet. Unit costs include material, installation labor, delivery, overhead and profit for the project unless noted otherwise.
 - f. Written test materials (questions, explanations, etc.)
 - g. Contract template and signature page
 - h. Live plant specimens for identification
2. Supplied by the contestants:
 - a. Students may bring published reference books, including design and graphic texts. Reference materials must not take up more than one cubic foot of space and may not be shared between contestants. Legal PDF copies of textbooks may be allowed if resident to the student's computer hard drive and approved by the technical committee.
 - b. Typical personal designing supplies, subject to the approval of the technical committee, including T-square, triangles, circle template, tracing paper, erasers, tape, and parallel roller.
 - c. Architects' and Engineers' scales
 - d. Graphic media of choice (pencils, pens, markers, etc.) for design rendering
 - e. Sharpened pencils with erasers
 - f. Scratch paper (legal pad or loose paper)
 - g. Calculator (nonprogrammable)
 - h. All competitors must create a one-page resume and submit it according to the state online resume requirement.

Note: The setup configuration and the tear-down of all contestant-provided equipment will be the responsibility of the contestant.

RESUME REQUIREMENT

Competitors must create a one-page resume to submit online. SkillsUSA South Carolina competitors should submit their resume by the deadline published on the competition updates page of our website. Failure to submit a resume will result in a 10-point penalty

Your resume must be saved as a PDF file type using file name format of "Last Name_First Name." For example, "Amanda Smith" would save her resume as Smith_Amanda. If you need assistance with saving your file as a PDF, visit the Adobe website for more information.

Note: Check the Competition Guidelines and/or the updates page on the state website.

PROHIBITED DEVICES

Cellphones, electronic watches, and/or other electronic devices not approved by a competition's technical chair or committee are NOT allowed in the competition area. Please follow the guidelines in each technical standard for approved exceptions. Technical committee members may also approve exceptions onsite during the SkillsUSA Championships if deemed appropriate.

Penalties for Prohibited Devices

If a competitor's electronic device makes noise or if the competitor is seen using it at any time during the competition, an official report will be documented for review by the Director of the SkillsUSA Championships. If confirmed that the competitor used the device in a manner that compromised the integrity of the competition, the competitor's scores may be removed.

SCOPE OF THE COMPETITION

KNOWLEDGE PERFORMANCE

The competition will include a written knowledge test assessing general understanding of horticulture, landscape and turf operations, and plant care knowledge. Written portions may also exist during the skills portion of the contest. Knowledge of terms and principles used in the landscape profession will be required for the skill demonstration portion of the contest. All contestants must also take the SkillsUSA Knowledge (Professional Development Assessment), information provided on the state website.

SKILL PERFORMANCE

The competition involves the identification of live plant specimens, interpretation and evaluation of client space and needs, development of a landscape design within a given budget, and presentation to the client.

COMPETITION GUIDELINES

1. Preparation of design will include proper design elements, to scale, and proper plant selection, including client requests and application within the landscape.
2. During the contest, the contestants will work independently; no assistance from other contestants, instructors, or observers is allowed.

3. Contestants will each be given the same amount of time to complete the event. Everyone will begin at the same time and take the required lunch break, and no one will be allowed to work past the competition conclusion.
4. Criteria to evaluate skill performance are general in nature and will be done from manual drawings and sketches. Specific criteria will be based on the demonstration of competency in those elements of accuracy and productivity included in the competition problem.
5. Contestants will be required to attend an orientation meeting where a written test will be given or assigned.
6. Judges will serve in the role of the client/customer(s).

STANDARDS AND COMPETENCIES

HL 1.0 – Demonstrate understanding of terms and principles used in the landscape profession.

- 1.1 Complete a written test (multiple choice, true/false) to demonstrate understanding of:
 - 1.1.1 General horticulture
 - 1.1.2 Plant care
 - 1.1.3 Tree and shrub maintenance
 - 1.1.4 Landscape, nursery, irrigation, and turf operations
 - 1.1.5 First aid and safety
 - 1.1.6 Tool and equipment identification

HL 2.0 – Identify up to 50 ornamental plants by common name.

- 2.1 Identify a group of up to 50 plants by common name. The plants will be live samples and will be selected from the master list of plants provided to competitors.
 - 2.1.1 Spelling is how you see it on the list; no changes will be made to the lists once they have been shared with competitors. In the case of typographical errors, the listed spelling and the correct spelling will be accepted on your answer sheets.
 - 2.1.2 Only common names are required on this test. Scientific names are provided on additional pages for reference and learning only.
 - 2.1.3 Students are required to bring two sharpened pencils with erasers and a clipboard. No scratch paper will be allowed into the event. The technical chair may choose to provide pencils and clipboards at the orientation meeting with no penalty assessed.

HL 3.0 – Interpret and evaluate client space and needs and develop a landscape design within a given budget.

- 3.1 The student will design the outdoor areas of a residence (2D, plan view).
 - 3.1.1 Site plan, photographs, and list of desired plant materials will be provided.
 - 3.1.2 The design may include patios, pool/spa, fire features, water features, fences, walkways, or others.
 - 3.1.3 Design elements must be appropriately labeled.

- 3.1.4 Plant materials are to be identified by landscape function (i.e., 'large deciduous shade tree') unless specific plants are required as part of the client's needs.
- 3.2 Points will be assigned based on the following criteria:
 - 3.2.1 Meeting the client's needs
 - 3.2.2 Conceptual design
 - 3.2.3 Functional use of space
 - 3.2.4 Design principles and creativity
 - 3.2.5 Appropriate selection of plant materials
 - 3.2.6 Graphics: clarity, visual interest, color

HL 4.0 – Estimate the final price of the designed project for a client.

- 4.1 Review the landscape plan, specifications, and plant list thoroughly to determine the final price for the client. Utilize the provided plant and materials pricing list to aid in estimate.
 - 4.1.1 The unit cost for tree install includes stakes, straps, wire, and mulch.
 - 4.1.2 All unit costs include material, installation labor, delivery, overhead and profit for the project unless noted otherwise.
 - 4.1.3 Unit cost is for total quantity only, do not include calculations for compaction in your final gravel quantities.
 - 4.1.4 For starting take-offs, try a systematic approach of one step at a time.
 - 1st – Plant numbers, check all quantities / mark each plant off when you count them.
 - 2nd – Lawn areas
 - 3rd – Bed areas
 - 4th – Decorative gravels/pavers
 - 5th – Walls
 - 6th – Fence
 - 4.1.5 Always round up or down to get total amounts of sod, beds, pavers, and mulch.
Example: 1.49 = 1, 1.50 = 2.

HL 5.0 – Conduct a sales presentation utilizing the completed design and estimate and obtain a signed contract and deposit check.

- 5.1 Utilize design and estimate to create a contract from the provided template and present to the client.
 - 5.1.1 Prepare and deliver a sales presentation to the client, reviewing your design and contract. Be sure to note how client goals have been met, and that the total contract sales amount is within budget.
 - 5.1.2 Receive signed contract and deposit check.
 - 5.1.3 Display professional appearance, confidence, and enthusiasm.

HL 6.0 – Demonstrate ability to communicate effectively.

- 6.1 Demonstrate effective verbal communication.
- 6.2 Exhibit good listening skills and show sincere interest.
- 6.3 Speak in a clear, understandable manner.

HL 7.0 – Solve problems common in customer service work.

- 7.1 Discuss the implementation of solutions and the costs involved with choosing a solution.
- 7.2 Explain the need for follow-up and modification.
- 7.3 Apply conflict resolution skills.

HL 8.0 – Exhibit professional demeanor and business etiquette in customer service scenarios.

- 8.1 Display a confident handshake, proper greeting, and personal introductions.
- 8.2 Show confidence and a positive personal image.
- 8.3 Show good grooming in dress and personal hygiene.
- 8.4 Make a formal introduction.
- 8.5 Use proper diction, grammar, and pronunciation.
- 8.6 Maintain politeness at all times.
- 8.7 Exhibit poise, eye contact, and professional mannerisms.
- 8.8 Show enthusiasm in meeting customer needs.
- 8.9 Display self-confidence and persuasiveness.
- 8.10 Answer questions maturely

HL 9.0 – Wear appropriate clothing for the state contest.

- 9.1 Display clothing that meets state standards for competition.
- 9.2 Demonstrate good grooming in dress and personal hygiene.

HL 10.0 – Demonstrate knowledge of SkillsUSA-related materials during the SkillsUSA Professional Development Assessment.

BKB 11.0 – SkillsUSA Framework

The SkillsUSA Framework is used to pinpoint the Essential Elements found in Personal Skills, Workplace Skills and Technical Skills Grounded in Academics. Students will be expected to display or explain how they used some of these Essential Elements. Please reference the graphic, as you may be scored on specific elements applied to your project or competition. For more, visit: www.skillsusa.org/who-we-are/skillsusa-framework/.



COMMITTEE IDENTIFIED ACADEMIC SKILLS

The technical committee has identified that the following academic skills are embedded in this competition.

Math Skills

- Use proportions and ratios to solve practical problems.
- Measure angles.
- Find surface area and perimeter of two-dimensional objects.
- Math Standards: Numbers and operations, geometry, measurement, problem-solving, communication, connections, representation.

Science Skills

- Use knowledge of temperature scales, heat, and heat transfer.
- Use knowledge of the nature and technological applications of light.
- Science Standards: Understand the structure and function of cells and organisms, understand relationships among organisms and their physical environment, and understand the nature of scientific inquiry.

Language Arts Skills

- Provide information in conversations and in group discussions.
- Demonstrate the use of such verbal communication skills as word choice, pitch, feeling, tone, and voice.
- Demonstrate use of such nonverbal communication skills as eye contact, posture and gestures using interviewing techniques to gain information.
- Demonstrate comprehension of a variety of informational texts.
- Use text structures to aid comprehension.
- Organize and synthesize information for use in written and oral presentations.
- Demonstrate knowledge of appropriate reference materials.
- Use print, electronic databases, and online resources to access information in books and articles.
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