VyRal

A LeakReceipts Field Guide

LeakReceipts for Landscaping Companies

The Field Guide: where the money leaks, how to prove it, and how to close it

For: Landscaping and Lawn Care — Scope Creep

by VyRal Dynasty

LeakReceipts for Landscaping Companies The Field Guide: where the money leaks, how to prove it, and how to close it

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How every number in this book is labeled.

- **VERIFIED** means the figure comes from a named, dated source, and the source is printed next to it.
- **CALCULATED** means it is arithmetic on verified numbers or on your own numbers, and the math is shown.
- **ESTIMATE** means a reasoned range, and it is always called one.
- **STRUCTURAL** marks a standing rule of the trade (a law, a contract term, how the paperwork works), not a market figure.
- **STILL BEING MEASURED** means VyRal has not verified a figure yet, so no number is printed.

If a number is not labeled, it is a blank for you to fill from your own paper.

What this book is not. This is education, not legal, tax, accounting or financial advice. Where a fix says a professional decides, a professional decides. Nothing here says that any company, customer or person did anything wrong. The fixes show you how to check your own paper and ask in writing.

About how this book was made. This book was assembled with AI from VyRal's sourced research on this trade and checked against those sources. AI can make mistakes. Before you act on a figure, check it against the source printed beside it. Rules and rates change, and every figure carries its date for that reason.

Before you share any document with anyone, Vera included, black out account numbers, Social Security numbers and anything else you would not hand a stranger.

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The short answer for your trade

There's no single company that solved scope creep for the whole landscaping trade — and there may never be one. Roughly 690,000 landscaping businesses operate in the U.S., and the two biggest names with real standing in your exact industry code, Davey Tree and Asplundh Tree Expert, built their size running utility vegetation-management contracts for power companies, not neighborhood mow-and-edge routes. Their playbook doesn't transfer to your problem. What does transfer is a simple discipline: capture the 'yes' your crew gives at the property before it becomes free work.

Your leak map

Every leak this book covers, biggest first. The size grade is VyRal's research grade for how much money a leak tends to move in this trade. It is a grade, not a dollar figure. Your own paper sets the dollars.

#	Leak	Size grade	Evidence	Fixes
1	H-2B Seasonal Labor Cap	Significant	VERIFIED	1
2	CDL / CMV Weight Threshold for Hauling Crews	Moderate	VERIFIED	1
3	FIFRA Label Law — A Free Treatment Isn't a Free Pass	Major	STRUCTURAL	1
4	The Point-of-Service Capture Gap	Major	STRUCTURAL	1
5	Pride-Economy Equipment	Small but common	STRUCTURAL	1
6	Self-Employment Tax Boundary	Small but common	STRUCTURAL	1
7	Industry Fragmentation — No Back-Office Standard	Moderate	STILL BEING MEASURED	1
8	State Applicator & Irrigator Licensing (Per-Jurisdiction)	Moderate	STILL BEING MEASURED	1

Then there are 4 more leaks to check, each with its own fixes, in the chapter called More leaks to check.

What people in your trade say hurts

Before we built a single fix, we went and read what people in this trade say out loud: forums, trade press, regulators' complaint files and court records. These are the pains that kept coming up, the ones with the most sources first. If one of them is yours, you're not imagining it.

Gas equipment bans force battery fleets that cost more, and the grant money is gone

California stopped sales of new gas small engines and more towns ban gas blowers every season. Switching means machines that cost more plus extra batteries and chargers, crews move slower, and California's landscaper voucher money has run out.

Found in 6 public sources; newest dated 2026-07-15. VERIFIED count from VyRal's public research log; the sources are listed at the back.

'While you're there' extras and double-cuts swallowed by a fixed contract price

The customer asks my crew to trim one more hedge or haul one more pile, and it gets done free. After a wet, fast-growing stretch my fixed monthly price has to cover extra cuts the customer won't pay for.

Found in 5 public sources; newest dated 2025-11-16. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Steel tariffs and material costs climb faster than contract prices reset

Trucks, mowers, parts, edging and delivered mulch all cost more since the steel tariffs, and new equipment jumped on tariff news. My customer prices went up, but my multi-year contracts reset slower than my costs.

Found in 5 public sources; newest dated 2026-10-18. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Invoices go out in days; commercial accounts pay weeks or months late

I bill right after the work, but property managers and commercial clients pay late, so I'm floating payroll and fuel. A few accounts drag two or three months.

Found in 4 public sources; newest dated 2025-11-07. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Commercial auto and liability renewals climb, and some carriers stop writing landscapers

My truck policy jumps every renewal because of big injury verdicts and repair costs, and some insurers have stopped covering landscape companies at all. I take the renewal because shopping it takes time I don't have.

Found in 2 public sources; newest dated 2026-09-28. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Get your paper together

Every fix in this book starts with paper, not memory. Memory rounds in the other side's favor. Paper doesn't.

Pull the last 90 days. Put it all in one folder, paper or phone, and label each piece with its date. Black out account numbers and Social Security numbers before you share anything with anyone.

The paper that proves each leak:

- Your contracts, invoices, statements, pay records and the messages around them.

My folder checklist

Last 90 days of statements or pay records _____

Every contract or agreement I work under _____

Every invoice, ticket or settlement for the same 90 days _____

The messages that changed a price, a scope or a date _____

Leak 1: H-2B Seasonal Labor Cap

Size grade: Significant · Evidence: VERIFIED

What it is. The statutory H-2B cap is 66,000 visas per year, split 33,000 per half-year. For FY2026, DHS and DOL authorized a supplemental increase of 64,716 additional visas, released in three allocations by employment start date: 18,490 for Jan 1–Mar 31, 27,736 for Apr 1–Apr 30, and 18,490 for May 1–Sep 30, 2026.

Why it leaks. Landscaping crews lean heavily on H-2B seasonal labor. When the base cap or a supplemental allocation is exhausted, a scheduled crew can disappear mid-season — and the scramble cost of replacing that labor rarely gets traced back to the specific jobs it disrupted.

The number to hold it against. 66,000 — yearly statutory cap on H-2B seasonal visas (33,000 per half of the fiscal year); for FY2026, 64,716 supplemental visas were added across 3 allocations. Source: USCIS, Cap Count for H-2B Nonimmigrants; Federal Register, FY2026 H-2B supplemental rule, 2026-02-03.

VERIFIED · Primary — government or regulator

> **Ask yourself:** Do any of your crews run on H-2B visas, and do you know which FY2026 allocation window they were counted against?

1. Seasonal H-2B crew lost to the visa cap, scramble cost never traced to jobs

Fix approved · leak evidence: Verified

Fix 1 — Do it yourself (free).

1. Work backward from the day you need crews. H-2B needs a Department of Labor labor certification first, then a USCIS petition. Both have filing windows that open and close.
2. Talk to your immigration attorney or agent months before you need workers — they know the current windows and which allocation your start date falls in.
3. Have a backup plan for each crew: local hires, overtime, or fewer contracts for the gap weeks.
4. If a crew falls through, log the jobs it hits and the extra cost (overtime, temp labor, lost contracts). That tells you what the gap really cost and helps you price next season.

5. Nothing recovers a lost allocation. The fix is timing and a backup plan.

Fix 2 — The words to send, under your own name. Fill in the brackets, keep a copy, and send it from your own email or by mail. Nobody sends it for you.

> Questions to ask your immigration attorney or agent before the season:
>
> "Hi [NAME], I'm planning for [NUMBER] H-2B workers starting [DATE] for [COMPANY]. Can you tell me: (1) the filing dates I need to hit for the labor certification and the USCIS petition, (2) whether my start date falls in the base cap or a supplemental allocation, (3) what happens if the cap is reached before my petition is filed, and (4) what my backup options are? Thanks, [YOUR NAME]"

Fix 3 — Done for you. **LeakReceipts · Compliance Calendar**

WE DO: put every H-2B step and filing window your attorney gives you on your calendar with reminders, and log the cost of any crew gap against the jobs it hit. YOU DO: work with your attorney, sign and file, and run your backup plan.

Keep it closed. Start the H-2B process with your attorney well before the season. Keep a written backup plan for each crew.

What this fix can't decide for you. Visa eligibility, filing strategy and attestations are for the employer's immigration attorney. We calendar and log only. No figures in fix text.

My receipt for this leak			
Owed by my paper	Paid or billed	Gap (CALCULATED: owed − paid)	Fix 2 sent · answer

FREE FIRST CHAPTER

That's Leak 1 of 8.

The full Field Guide for Landscaping Companies walks through every leak on the map you just read: why it happens, the paper that proves it, and three fixes for each one — one you do yourself for free, the words to send under your own name, and what LeakReceipts can do for you while the decision stays yours.

Get the full guide:
leakreceipts.com/ebooks/landscaping-companies

Run it on your own numbers:
leakreceipts.com

WE WALK BY FAITH NOT BY SIGHT — 2 Corinthians 5:7