



DREAMBUILDER WORKBOOK



SOUTHERN
LANDSCAPE GROUP, INC.

Fine Landscaping Driven by Passion, Perfection & Professionalism

434.821.6004 • www.soscapes.com



SOUTHERN
LANDSCAPE GROUP, INC.

Fine Landscaping Driven by Passion, Perfection & Professionalism

WELCOME TO SOUTHERN LANDSCAPE GROUP

We are excited to provide you with our exclusive DreamBuilder Workbook. We believe this easy-to-use workbook will help lay the groundwork for a successful project. You will gain knowledge of

our design and installation process but, more importantly, it will help

us to better understand your goals as we begin to work together.

From intimate patios, pools, and landscape lighting to exciting

outdoor kitchens, playsets, and fire features, there are more

choices available today than ever before. As the premier planners

and craftsmen of residential outdoor spaces in our area,

we are honored for this opportunity to help assist you in achieving your goals.

Please remember, our goal is not only to craft a landscape customized to your family's needs but also

to create an enjoyable, low-stress client experience for you. If at any point we can do something to

make your life easier, we want to hear about it!

Let's start planning!

Sincerely,



Mark Maslow



"Working with the team from Southern Landscape Group was a pleasure from start to finish. From our initial consultation through the planning stages and the installation, every step of the project was handled with great professionalism, attention to detail, and integrity. I wouldn't hesitate to recommend them to my friends or to use them again myself."

-Cathy Sackett

TABLE OF CONTENTS

SECTION ONE: WHY USE SLG & THE PROCESS YOU CAN EXPECT

WHY HOMEOWNERS CHOOSE TO WORK WITH SLG

Craftsmanship & Client Care..... 3

The SLG Design Process

Initial Consultation, Site Analysis & Design Agreement 4
Concept Design & Revisions 4
Final Plan 4
Proposal Review 4

The SLG Installation Process

Preparation for Installation 5
Installation 5
Maintenance 5
Lifetime Relationship 5

SECTION TWO: GUIDES FOR STARTING YOUR PROJECT

Questionnaire 1: General Questions 6
Questionnaire 2: Planting & Drainage..... 8
Planning Your Patio..... 9
Planning Your Walkway or Pathway..... 10
Planning the Appropriate Wall..... 11
Planning Your Driveway..... 12
Planning Your Deck..... 13
Planning Your Overhead Structure..... 14
Selecting the Appropriate Fire Feature..... 15
Selecting the Appropriate Water Feature..... 16
Selecting the Appropriate Outdoor Kitchen Options..... 17
Planning Your Pool..... 18
Planning the Appropriate Fence..... 19
Planning Your LED Landscape Lighting..... 20
Planning Your Outdoor Speaker System..... 21
Maintaining Your Dream Landscape..... 22

SECTION THREE: ADDITIONAL RESOURCES

Planning Your Budget..... 24
Client Notes..... 25
Awards & Applause..... 26

WHY HOMEOWNERS CHOOSE TO WORK WITH US

CRAFTSMANSHIP & CLIENT CARE

It's extremely rewarding to work with a team of craftsmen that can transform dreams into reality, but it pales in comparison to the joy we feel when our clients rave about their experience with us. Here are a few things to convey our obsession for making sure your SLG experience is a legendary one:

1. CLIENT APPLAUSE: We have clients that are happy to speak with you about their experience with SLG. We also have rave reviews on our website. Be sure to watch the video testimonials in the client section of our website.

2. LOW-STRESS PROCESS: The majority of our clients are busy people and don't have time to deal with the "typical contractor experience". We are obsessed with pleasing our clients and making your life as easy as possible.

3. COMMUNICATION: The number one complaint with contractors is poor communication. That's why it is our number one core value. We will always communicate quickly and effectively through the design process, the installation process, and beyond.

4. NO SURPRISE COSTS: We offer fixed contracts so that you can feel comfortable knowing that there are no hidden costs. Having said that, if you want to make changes to the agreement, we are happy to work through those with you.

5. EXPERIENCE MATTERS: We have a dedicated group of team leaders and project managers with extensive experience building custom landscapes. This ensures the process is smooth, nothing gets missed, and it is low-stress and easy for you.

6. RESPECT TO YOU AND YOUR NEIGHBORS: We are respectful to the relationship you have with your neighbors. Whether it be keeping the job site clean or hand delivering a note to inform your neighbors of who we are and what we are doing, we are always happy to make you and your neighbors feel comfortable about your project.

7. DEPENDABILITY: We frequently hear stories of other contractors beginning a project and then leaving the job site for days at a time. Once we start your project, we are committed to completing it. We come every time, on time (weather permitting)!

8. INDUSTRY LEADING WARRANTIES: We have some of the best warranties in the industry and we have the resources to back them up.

9. OUR DESIGN-BUILD METHODOLOGY: We believe that working with the same firm in both the planning and installation phases produces better results. You will see a more cohesive process with better communication and coordination. This helps you have one accountable group of professionals to work with to ensure you have a plan and installation that meets your goals.

10. SOLUTIONS CUSTOMIZED TO YOUR SPECIFIC NEEDS: There are no "cookie cutter projects" with SLG. We listen to your goals, we look for the liabilities and assets of your property, and we bring solutions that meet your aesthetic, functional, and budgetary needs. This allows us to maximize value and customize solutions for your specific needs.

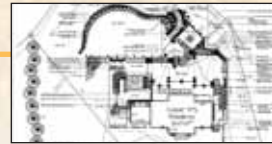
THE SLG DESIGN PROCESS

THE EXCITING JOURNEY TO CREATING YOUR NEW LANDSCAPE

Our design process results in a goal-oriented action plan that is crafted around your aesthetic, functional, and budgetary needs. Our process is systematic in that we have an efficient order of operations that we follow to yield the very best design for your lifestyle.

We are here to listen to what you want, look for what you need, and craft a plan that will deliver a stunning project.

We find that some clients are more comfortable with reading plans than others. Our state-of-the-art technology allows us to offer three distinctly different visual options at certain price points so that we can help you to visualize your project before any significant installation investment. Our design options are shown at right.



B&W PLAN VIEW



RENDERED PLAN VIEW



3D IMAGING

A CONCEPTUAL OVERVIEW OF WHAT OUR PROCESS LOOKS LIKE

1. Initial Consultation and Site Analysis:

It is very important that all parties involved in the project are included in this meeting. This first consultation is our opportunity to learn more about you, your project, your goals, and expectations. We need this information to help us craft the best plan that fits YOUR lifestyle. Simultaneously, it gives you a chance to learn a little bit more about our team of landscape professionals. Once we are confident we have learned enough about you and your proposed project, we are ready for the next step – designing! We will provide you with a design agreement to begin this process. While we do charge for our professional landscape design work, we rebate these fees back towards the installation of your project. It is also important to review budget and investment size. See page 24 for more info.



2. Concept Design: This is where the fun begins! We take all of the information we learned from our consultation and start crafting a plan. We work to incorporate your ideas, thoughts, desires, and needs into an aesthetically pleasing and functional space. We take into consideration HOA restrictions, local municipality zoning, and building codes to be sure your plan conforms to these guidelines. Once we have a conceptual plan to share, we will set up a time to meet and review this plan at your home, office or our facility. Again, it is critical that all parties involved be at the meeting. At this time, we will share our ideas for creating a landscape that meets your criteria and includes our design expertise. We can tweak, edit, add, delete, and substitute based on our more in depth conversation about the project. We will talk in more specific detail about materials and selections that will need to be made. Depending on the size of your project, it is not uncommon to have one to two revisions in this concept design stage.

3. Final Plan: Once we are confident our concept plan has met your goals and objectives, we will move forward with the final plan. Depending on the complexity of the project, this can involve more detailed construction plans. Once we have a final plan and scope in place, we will share that with you for your final approval.

4. Proposal Review: This is where we take our final plan and create a construction proposal. We will typically break the proposal into smaller "work areas" so you can better understand the project costs. Our proposals are fixed cost proposals to avoid the dreaded "surprises" at the end of the job. We will meet together, review the plan, work through any last questions or concerns, and then move forward to construction. On occasion, projects come in more than your budget may allow. At this time, we may further explore options to reduce the cost, size, and scope of the project. Furthermore, we are sometimes able to phase projects to better align with your budget. Both are project specific and should be discussed with your landscape professional. Next step, planning the start of your project!

THE SLG INSTALLATION PROCESS

PREPARATION FOR INSTALLATION

SCHEDULING: Once we execute the installation agreement, we put your project on the installation schedule. We will start by giving you an estimated time frame. As we get closer to installation, we will update you on the exact installation date.

NOTIFICATIONS: One week before installation, we send an email alerting you that we are about one week from starting. We will also email you an alert the day prior to our start. Be sure your vehicles are not blocking access to the work area.

PRE-CONSTRUCTION MEETINGS: We typically have a company meeting at your home just days before installation. This helps ensure that the Team Leader, Designer and Landscape Professional are all on the same page. We can provide a 24 hour notice of this meeting if you want to attend. Depending on the size of your project, we may require you to attend this meeting.

TEAM LEADER: You will have a dedicated Team Leader who is on-site at all times during the project. The Team Leader will be supported by a Project Manager that helps coordinate materials, supplies, crews, etc. Between the Team Leader, Project Manager and Landscape Professional, you will hear from us on a regular basis.

DURING INSTALLATION

ON THE FIRST DAY: The Team Leader is present with the team to make sure everyone is on the same page. Many of our clients prefer to do a "walk-through" at this time but you absolutely do not have to be present.

DURING INSTALLATION: You can expect to get daily progress reports on the status of the project via an end of day service ticket. If you are out of town, it is not a problem. We can send pictures and service tickets via email. If you want to have a meeting with your Team Leader or Landscape Professional, it is extremely helpful to give them advanced notice. Regardless, your Team Leader is always available to answer just about any questions you may have.

FINISHING STRONG: We typically like to set up a meeting towards the end of the project to create a "punch list" for our team to complete on or around the final day of installation. This ensures your project will be complete when we leave.

FINAL WALK THROUGH: If you desire, we are always happy to do a final walk through to review questions and discuss each intricate part of the installation.

MAINTENANCE

Once your project is completed, it is critical to talk with us about planning for on-going maintenance. Over the years we have seen the unfortunate result of a lack of maintenance. Beautiful outdoor projects can fall into disrepair (just as your house can) if they are not properly maintained, compromising what was a significant investment. **See additional maintenance information on page 22.**

LIFETIME RELATIONSHIP

Your project has been completed but we are still here for you. We are always available for support and warranty concerns. In addition, we have a client section on our website for answers to frequently asked questions and maintenance information.

QUESTIONNAIRE ONE: GENERAL QUESTIONS

We have developed this questionnaire to help us better understand your needs and goals. This will also help you to thoroughly consider all of the options available to you. By no means does this obligate you to implement any of these ideas.

GENERAL QUESTIONS

1. How long have you lived in your home? _____

How long do you plan to live in your home? _____

2. Do you have any children/grandchildren that we should be planning for? Yes (Age(s): _____) No

Any pets to consider? Yes – Breed & name(s) _____ No

3. Do you have a time frame in mind for completing this project? Yes No

(If Yes, please explain)

4. Is creating a plan that could be installed in phases important to you? Yes No

5. Are you a part of a Home Owner's Association? Yes – Name: _____ No

6. What would you like your NEW outdoor living space to provide or accomplish that your existing space does not?

7. What is your #1 primary goal with this project?

8. Which of the following investment size do you feel your total project falls in?

\$10,000–\$30,000 \$30,000–\$50,000 \$50,000–\$100,000

\$100,000–\$150,000 \$150,000–\$300,000 \$300,000 +

9. Which of the following items are of possible interest to you?

HARDSCAPING

- | | | |
|---|--|------------------------------------|
| <input type="checkbox"/> Patio | <input type="checkbox"/> Walkways/Pathways | <input type="checkbox"/> Seat Wall |
| <input type="checkbox"/> Retaining Wall | <input type="checkbox"/> Driveway | |

STRUCTURES

- | | | |
|-------------------------------------|--|---|
| <input type="checkbox"/> Deck | <input type="checkbox"/> Pergola | <input type="checkbox"/> Porch/Portico |
| <input type="checkbox"/> Garage | <input type="checkbox"/> Pavilion/Gazebo | <input type="checkbox"/> Screened Porch |
| <input type="checkbox"/> Pool House | <input type="checkbox"/> Shed | <input type="checkbox"/> Arbor |
| <input type="checkbox"/> Trellis | | |

LANDSCAPING

- | | | |
|---|--|---|
| <input type="checkbox"/> Plantings | <input type="checkbox"/> Vegetable/Herb Garden | <input type="checkbox"/> Drainage/Erosion Control |
| <input type="checkbox"/> Seasonal Flower Displays | <input type="checkbox"/> Bark Mulch | <input type="checkbox"/> River Stone Mulch |

LUXURY

- | | | |
|--|---|---|
| <input type="checkbox"/> Swimming Pool | <input type="checkbox"/> Landscape Lighting | <input type="checkbox"/> Water Feature: Waterfall, Pond, Fountain/Bubbler |
| <input type="checkbox"/> Hot Tub | <input type="checkbox"/> Spa | <input type="checkbox"/> Fire Pit/Fireplace (Gas or Wood) |
| <input type="checkbox"/> Outdoor Kitchen | <input type="checkbox"/> Outdoor Fireplace | <input type="checkbox"/> Outdoor Audio & Video |
| <input type="checkbox"/> Petscaping | <input type="checkbox"/> Putting Green | |

OTHER ELEMENTS

- | | | |
|---|---|---|
| <input type="checkbox"/> Swing Set/Play Area | <input type="checkbox"/> Fencing | <input type="checkbox"/> Utilities: Hose Bibs, Electrical Outlets, etc. |
| <input type="checkbox"/> Irrigation | <input type="checkbox"/> Handicap Accessibility | <input type="checkbox"/> Container Gardens |
| <input type="checkbox"/> Hammock/Private Reading Area/Destination Nook | | <input type="checkbox"/> Window Boxes |
| <input type="checkbox"/> Pest Control: (Deer, Mosquitoes, Voles, Moles, etc.) | | |

GREEN OR SUSTAINABLE AMENITIES

- | | | |
|--|---------------------------------------|---|
| <input type="checkbox"/> Rain Barrels | <input type="checkbox"/> Rain Gardens | <input type="checkbox"/> Permeable Pavers |
| <input type="checkbox"/> Underground Cistern for Rain Water Harvesting | | <input type="checkbox"/> Green Wall/Roof |

Are there any items not listed above that you are interested in?

QUESTIONNAIRE TWO: PLANTING & DRAINAGE

PLANTING QUESTIONS

1. Do you intend to maintain the yard yourself or do you plan on hiring a landscape management company?

- Self-Maintained Landscape Management Company Combination

2. Do you want instant privacy by installing larger plantings or are you willing to wait for plantings to grow?

- Installing Larger Plantings (More costly)
 Wait To Grow (Less chance of stress on plants)

3. Please note any specific plant types you would like or dislike in your new landscape.

Like: _____

Dislike: _____

4. Please note any plant or flower colors you would like or dislike in your new landscape.

Like: _____

Dislike: _____

5. Please check any of the following goals/special interests you may have for your garden:

- Low-Maintenance Perennial Color Evergreen Presence
 Herb/Vegetable Garden Birds Butterflies
 Fragrance Security Added Shade
 Privacy

6. Do you anticipate the removal of any large trees? Yes No

7. Do you have any specific allergies we should know about? Yes No If yes, what: _____

8. Is long-term visual privacy extremely important to you? Yes No

9. Please rank the importance of the following to you from 1–5, with 1 being the most important and 5 being least important:

_____ I want my landscape to look clean and classy every day of the year.

_____ I want flowers and color. _____ I like freeflowing, loose plantings.

_____ I need low-maintenance. _____ I like tightly manicured landscapes with symmetry

DRAINAGE QUESTIONS

1. Do you have any standing water in your yard? Yes – If so, where? _____ No

2. Have you had any water in your basement? Yes No

If so, explain: _____

Notes regarding drainage on your property: _____

PLANNING YOUR PATIO

GETTING STARTED

How many people would you like to comfortably accommodate (i.e. immediate family, larger gatherings, etc.)?

What do you plan to place on the patio (i.e. BBQ grill, fire pit, furniture, other)? _____

Do you generally prefer straight and angled or curved & freeform? _____

Are there any particular colors and materials you would like to use? _____

MATERIAL GUIDE: PATIO Please check material(s) in which you may have interest:

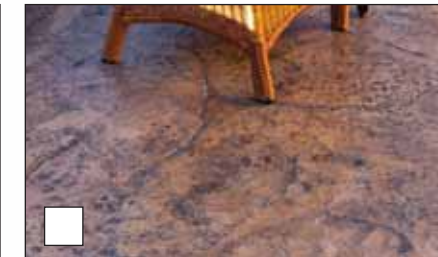
(Please note: Price Point 1 is least expensive – 6 is most expensive)



STANDARD POURED CONCRETE

Price Point 1

- Warranty:** 1 Year on product. Only ¼" crack or wider repaired under warranty.
 + Economical
 – Very limited warranty
 – Abrasive to feet
 – Future poured concrete will be different color
 – Fixing cracks is costly



DECORATIVE CONCRETE

Price Point 2

- Warranty:** 1 Year on product. Only ¼" crack or wider repaired under warranty.
 + Economical
 – Very limited warranty
 – Stain color difficult to match for future expansion
 – Color fades over time
 – Can be slippery, crack, flake or chip



BASIC PAVER

Price Point 3

- Warranty:** Lifetime on product. 10 years on installation.
 + Shifting/settling easy to fix
 + Wide array of colors, patterns, styles and textures
 + Easy to expand
 – Slight fading over time



LARGE MODULAR PAVER

Price Point 4

- Warranty:** Lifetime on product. 5 years on craftsmanship.
 + Shifting/settling easy to fix
 + Large scale sizes available
 + Wide array of colors, patterns, styles and textures
 + Easy to expand
 – Slight fading over time



DRY LAID FLAGSTONE/TRAVERTINE

Price Point 5

- Warranty:** 5 years on craftsmanship.
 + Shifting/settling easy to fix
 + Aesthetic appeal
 + Traditional & contemporary options
 + Easy to expand
 + Travertine coolest option on feet
 – Cost



WET LAID FLAGSTONE

Price Point 6

- Warranty:** 5 Years on craftsmanship.
 + Aesthetic appeal
 + Very natural looking
 – Mortar joints require sealing every 3-5 years to protect them
 – Most expensive option

PLANNING YOUR WALKWAY

GETTING STARTED

How often will you use this walking surface? (Is this your primary entry?) _____

Do you generally prefer straight and angled or curved and freeform? _____

Are there any particular colors you would like to use? _____

Is a decorative border around the perimeter of your walkway desired? Yes No

Do you plan to use a utility vehicle or golf cart on the walkway? Yes (If so, what kind? _____) No

MATERIAL GUIDE: WALKWAY Please check material(s) in which you may have interest:
(Please note: Price Point 1 is least expensive – 6 is most expensive)



STANDARD POURED CONCRETE

Price Point 1
Warranty: 1 Year on product. Only ¼" crack or wider repaired under warranty.
+ Economical
– Very limited warranty
– Abrasive to feet
– Fixing cracks is costly



DECORATIVE CONCRETE

Price Point 2
Warranty: 1 Year on product. Only ¼" crack or wider repaired under warranty.
+ Economical
– Very limited warranty
– Stain color difficult to match for future expansion
– Color fades over time
– Can be slippery, crack, flake or chip



BASIC PAVER

Price Point 3
Warranty: Lifetime on product. 5 years on installation.
+ Shifting/settling easy to fix
+ Wide array of colors, patterns, styles and textures
+ Easy to expand
– Slight fading over time



LARGE MODULAR PAVER

Price Point 4
Warranty: Lifetime on product. 5 years on craftsmanship.
+ Shifting/settling easy to fix
+ Large scale sizes available
+ Wide array of colors, patterns, styles and textures
+ Easy to expand
– Slight fading over time



DRY LAID FLAGSTONE/TRAVERTINE

Price Point 5
Warranty: 5 years on craftsmanship.
+ Shifting/settling easy to fix
+ Aesthetic appeal
+ Traditional & contemporary options
+ Easy to expand



WET LAID FLAGSTONE

Price Point 6
Warranty: 5 years on craftsmanship.
+ Aesthetic appeal
– Mortar joints need attention over time
– Most labor intensive
– Moisture can get trapped beneath and cause issues



DOES A STEPPER PATHWAY MAKE MORE SENSE FOR YOUR PROJECT?

Oftentimes, especially in side yards, we are approached to install a walking surface but the use of the space does not warrant the cost of any of the options above. In this case, consider a stepper 'pathway' as opposed to a 'walkway'. Please ask your landscape professional for more details if this interests you.

PLANNING THE APPROPRIATE WALL FOR YOUR NEEDS

WHAT TYPE OF WALL CONSTRUCTION IS BEST FOR YOU?



SEAT WALL

Seat walls are very popular and can drastically increase seating while taking up very little space. We can build seat walls with any of the material options listed below.



GARDEN WALL

Garden walls can act as a great accent in your landscape. These are typically built with natural dry stacked stone or SRW Block.



RETAINING WALL

Retaining walls can be built with almost any of the material options listed below. Oftentimes these structures need permits, inspections, and special engineering.

ESTABLISHING SIZE, STYLE, AND COLOR

Do you generally prefer straight and angled or curved and freeform? _____

Are there any particular colors you would like to use? _____

What do you hope to accomplish with your wall? _____

MATERIAL GUIDE: WALL Please check material(s) in which you may have interest:
(Please note: Price Point 1 is least expensive – 6 is most expensive)



DRY STACKED STONE

Price Point 1
Up to 36" tall



SRW BLOCK

Price Point 2



BOULDER WALL

Price Point 3



BRICK

Price Point 4



NATURAL THIN STONE

Price Point 5



NATURAL BUILDING STONE

Price Point 6

PLANNING YOUR DRIVEWAY

How many vehicles do we need to accommodate? _____

Is the current size of your driveway large enough for your needs? Yes No

What would you change? _____

Would having an automatic entry gate interest you? Yes No

Do you have any additional uses for your driveway (i.e. basketball hoop, corn hole)? _____

Do you generally prefer straight and angled or curved and freeform? _____

General notes about what you want/need: _____

MATERIAL GUIDE: DRIVEWAY: Please check material(s) in which you may have interest:



TAR & CHIP
Price Point 1
Warranty: 1 Year on product.
+ Economical
- Very limited warranty
- Installation is weather dependent



ASPHALT
Price Point 2
Warranty: 1 Year on product and installation.
+ Economical
- Very limited warranty
- Installation is weather dependent
• Lifespan 15 - 25 years



STANDARD POURED CONCRETE
Price Point 3
Warranty: 1 Year on product. Only 1/4" crack or wider repaired under warranty.
+ Economical
- Very limited warranty
- Abrasive to feet
- Future poured concrete will be different color
- Fixing cracks is costly and unsightly
• Lifespan 20 - 30 years



DECORATIVE CONCRETE
Price Point 4
Warranty: 1 Year on product. Only 1/4" crack or wider repaired under warranty.
+ Economical
- Very limited warranty
- Stain color difficult to match for future expansion
- Color fades over time
- Can be slippery, crack, flake or chip
• Lifespan 10 - 15 years before fading



PAVER
Price Point 5
Warranty: Lifetime on product. 5 years on craftsmanship.
+ Shifting/settling easy to fix
+ Wide array of colors, patterns, styles and textures
+ Easy to expand
- Slight fading over time
• Lifespan - Lifetime



PERMEABLE PAVER
Price Point 6
Warranty: Lifetime on product. 5 years on craftsmanship.
+ Satisfies many municipality regulations
+ Possible local tax credit available
+ Shifting/settling easy to fix
+ Wide array of colors, patterns, styles and textures
+ Easy to expand
- Slight fading over time
• Lifespan - Lifetime

PLANNING YOUR DECK

BEFORE GETTING STARTED: Zoning may dictate whether you are able to have a deck on your property, its location, and what size it can be. SLG can help guide you through all rules and regulations.

COMPOSITE MATERIALS VS. NATURAL WOOD MATERIALS: Composites are very low-maintenance in comparison to natural wood. Composites are also more expensive in most cases. (On average, cost is 3 - 4 times more)

ESTABLISHING THE SPACE YOU NEED, SIZE, STYLE, AND COLOR

How many people would you like to comfortably accommodate (i.e. immediate family, larger gatherings, etc.)? _____

What do you plan to place on the deck (i.e. BBQ grill, furniture, other)? _____

Do you plan to use the area below your deck as storage? Yes No

If so, does this area need to stay dry? Yes No (What do you plan to store? _____)

Are you interested in covering part of your deck with a roof? Yes No

Do you want to incorporate lighting in your deck? Yes No

What ideas do you have in regards to shape and layout? _____

Are there any particular colors you would like to use? _____

MATERIAL GUIDE: DECKING: Please check material(s) in which you may have interest:



TREATED WOOD



COMPOSITE/PVC

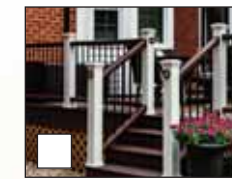


CEDAR, IPE, TEAK

MATERIAL GUIDE: DECK RAILING Please check material(s) in which you may have interest:



NATURAL WOOD



VINYL
- Metal Balusters
- Vinyl Balusters



ALUMINUM



STEEL CABLE



GLASS RAILING

MATERIAL GUIDE: DECK SKIRTING Please check material(s) in which you may have interest:



HORIZONTAL



LATTICE



STONE



PLANTINGS

PLANNING YOUR OVERHEAD STRUCTURE

BEFORE GETTING STARTED: Many municipalities will dictate whether you are able to build an overhead structure on your property, its location, and what size it can be. SLG can help guide you through all rules and regulations.

ESTABLISHING THE SPACE AND STRUCTURE YOU NEED

What activities do you want to be able to do under your structure? _____

How many people would you like to comfortably accommodate (i.e. immediate family, larger gatherings, etc.)? _____

Do retractable walls or a retractable roof sound appealing to you? Yes No

Are mosquitoes a problem for you? Yes No

What amenities are of interest? (i.e. lights, fan, electrical outlets, running water, restroom, TV/speakers) _____

ESTABLISHING SIZE, STYLE, AND COLOR

Tell us what you have in mind: _____

Are there any particular colors you would like to use? _____

OVERHEAD STRUCTURE TYPES: Please check material(s) in which you may have interest:



PERGOLA (WOOD OR COMPOSITE)



UNDER DECK GUTTER SYSTEMS



SHEDS



PORTICOS



PAVILIONS & GAZEBOS



SCREENED PORCHES



COVERED PORCHES



GARAGE/POOL HOUSE COMBO



POOL HOUSES

SELECTING THE APPROPRIATE FIRE FEATURE

Whether you want something to gather around easily with friends and family or are looking for a very intimate resort-style setting, a fireplace or fire pit may be the answer:



FIRE PITS

IMPORTANT CONSIDERATIONS:

STATIONARY VS. MOVABLE: Although a stationary fire pit can provide the ability for a larger flame, you may prefer a light weight fire pit that can easily be picked up and moved for greater flexibility.

PRE-FAB VS. CUSTOM: Many pre-fabricated options are significantly less expensive and take up less space. In general, most custom fire pits are going to be more expensive than pre-fab options.

- Both are available in gas or wood-burning.
- + Gas is easier and more convenient to use
- + Wood fires can get hotter
- + Marshmallow toasting is best over wood flame

FIRE PITS



BOULDER



SRW BLOCK



BRICK



STONE

FIRE BOWLS/TORCHES



FIRE BOWL



TIKI TORCH



HELIX TORCH



LINEAR BURNER

FIREPLACES



SRW BLOCK



BRICK



STONE



STUCCO



FIREPLACES

IMPORTANT CONSIDERATIONS:

HEIGHT/SIZE RESTRICTIONS: Due to municipal regulations, you may not be able to have a chimney at a certain height.

VISUAL ANCHORING: A chimney can be used to anchor an outdoor space. It is also important to think about log storage nearby if you select wood burning. We do not recommend gas burning outdoor fireplaces that are NOT under a covered structure.

SELECTING THE APPROPRIATE WATER FEATURE

It's important to know up front that, while water features can be fantastic, they require maintenance compared to other features in the landscape. Here is a breakdown to help you better understand the differences between water feature types and their pluses and minuses.

MATERIAL GUIDE: WATER FEATURES Please check material(s) in which you may have interest:



FOUNTAIN

- + Lots of options for pottery styles
- Can require frequent filling if not on auto-fill
- +/- Limited noise making



BUBBLING ROCK

- + Economical
- + Lots of options for rock styles
- +/- Limited noise making
- Can require frequent filling if not on auto-fill



BUBBLING URN

- + Economic
- + Lots of options for pottery/urn styles
- +/- Limited noise making
- Can require frequent filling if not on auto-fill
- Urns will require frequent cleaning to keep free of algae



PONDLESS WATERFALL

- + Can be easily customized
- + Can be designed to be loud or soft
- Moderate maintenance level



WATER WALL

- + Can be easily customized
- +/- Can be designed to be loud or soft
- May require algae removal on rocks



KOI POND

- + Can be easily customized
- + Can add multiple types of fish
- + Can add plants to pond
- Require significant maintenance (2-3 hours per week)
- Algae blooms

SELECTING THE APPROPRIATE OUTDOOR GRILL OR KITCHEN

How do you plan on utilizing an outdoor grilling or cooking area? _____

WHAT COMPONENTS WOULD YOU LIKE TO INCLUDE?

- Built-In BBQ Grill Storage Space Refrigerator Drop-In Cooler
- Sink Pizza Oven Ceramic Cooker (i.e. Green Egg)

Other components to consider may include: Power Burner, Warming Tray, Ice Maker, Bar Caddy, Pull-Out Trash Receptacle, Paper Towel Holder, Rotisserie, and Hoods/Vents. Which of these items are important?

Do you plan to do the following activities at your grilling area? Serve food only Prepare & serve food

Would you like bar stool seating to be incorporated? Yes No

Do you need lighting in/around your cooking area? Yes No

MATERIAL GUIDE: OUTDOOR KITCHEN FACADE Please check material(s) in which you may have interest:



SRW BLOCK
Price Point 1



STUCCO
Price Point 2



BRICK
Price Point 3



NATURAL STONE
Price Point 4

MATERIAL GUIDE: OUTDOOR KITCHEN COUNTERTOP Please check material(s) in which you may have interest:



GRANITE
Price Point 1
+ Easy to clean
+ Smooth surface
+ Weathers well



BLUESTONE
Price Point 2
+ Virtually indestructible
- Hard to clean b/c stone is porous
- Will stain



SANDSTONE
Price Point 3
+ Easy to clean
- Requires sealing every 2-3 years
- Will stain (lightly)

PLANNING YOUR POOL

A FUN AND FUNCTIONAL POOL BEGINS WITH GREAT PLANNING.

BEFORE GETTING STARTED: It's important to know that your local municipality and possibly your HOA will have regulations as it relates to the location and size of your pool.

POOL SHAPE

Do you generally prefer straight and angled or curved and freeform? _____ Unsure

AUTO COVERS

If you decide that having an auto cover is important to you, your pool shape will have to be square or rectangular. Would you like to have an auto cover? Yes No Unsure

As of 2017, an auto-cover will meet the pool barrier requirement and you do not need a fence in addition to the cover.

ESTABLISHING THE OPTIONS YOU NEED

Which water treatment system do you prefer? Salt Water Chlorine Treatment Unsure

Would you like for your pool to be heated? Yes No

How would you like to control your pool? Phone Remote Panel

Tell us what's important to you with your pool project: _____

OPTIONS GUIDE: POOL COMPONENTS *Please check material(s) in which you may have interest:*



DIVING BOARD



DIVING ROCK



SLIDES



GROTTO/WATERFALLS



HOT TUB



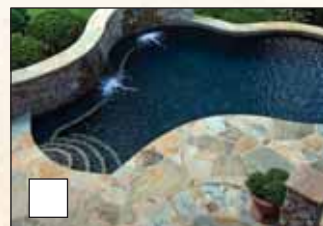
JETS



SWIM-UP BAR



INFINITY EDGE



TANNING LEDGE/BUDDY SEAT



OUTDOOR SHOWER

SELECTING THE APPROPRIATE FENCE

There are many options for fence styles. Many times it depends on the specific need you may have. Answering a few questions below will help guide us.

PLEASE NOTE: We will require a property survey to be completed to mark property lines if fence is being installed on or near property line.

ESTABLISHING THE FENCING YOU NEED

What will be the primary functions of your fence?

- To keep pets and children contained To delineate property line
 Required due to pool installation Purely aesthetic and/or for screening

Other: _____

Do you want your fence as close to the property line as possible? Yes No

How many gates do you want? _____

Would you prefer a single gate or a double gate? Single Gate Double Gate

How tall would you like your fence to be? 4' 6' Other: _____

MATERIAL GUIDE: FENCING *Please check material(s) in which you may have interest:*



CHAIN LINK



BOARD ON BOARD



CROSS BUCK



BOARD & BATTEN



WHITE PICKET



HORIZONTAL/LINEAR



ALUMINUM



PVC/VINYL



WROUGHT IRON

PLANNING YOUR LED LANDSCAPE LIGHTING

LED LANDSCAPE LIGHTING: FLEXIBILITY & MAINTENANCE

Landscape lighting has come a long way in recent years. Amending and adding to your lighting system in phases is significantly easier. In addition, LED lamps (bulbs) now last 5+ years as opposed to the old halogen bulb technology which only lasted 1-2 years.

Please note that we are now using new Bluetooth Transformer Technology so you can control your lighting from your smart phone.

THREE LEVELS OF LIGHTING PACKAGES:

In which of these lighting packages do you think you would be interested? 1 2 3

1. SAFETY PACKAGE: This is for homeowners who don't have a strong interest in any aesthetic lighting. This is purely to make sure walkways and staircases are well-lit and that there are no dangerous areas on the property.

2. SUBTLE ACCENT: This includes the safety package as well as some supplemental lighting for key areas to add interest to the home at night.

3. LIGHTING ENTHUSIAST PACKAGE: This is for somebody that not only wants to have a safely navigated property at night, but to really accentuate the beauty of your property so that it is as beautiful at night as it is during the day.

Notes: _____

There are many fixture style and color options available. Below is a conceptual overview of those most frequently used.

MATERIAL GUIDE: LIGHTING Please check material(s) in which you may have interest:



PATH LIGHT (AREA LIGHTS)



BULLET LIGHT



IN-GROUND WELL LIGHTS



GAS TORCHES



DOWN LIGHTS



STEP OR WALL CAP LIGHT

PLANNING YOUR OUTDOOR SPEAKER SYSTEM

IF YOU ARE A MUSIC LOVER, there's a good chance that an outdoor speaker system is something worth looking into. There are many different systems that may work for you. One of the most popular systems that meets the needs of many homeowners is the SONNARRAY SRI System.

SONNARRAY SRI SYSTEM

This is a complete outdoor audio system that delivers amazing sound and perfectly, even volume levels for areas up to 2,000 sf. This system immerses outdoor spaces in perfectly balanced sound by strategically placing satellite speakers and a buried subwoofer around the perimeter – all hidden amongst the landscape. If the system is planned and installed properly, it will not disturb the neighbors.

If you're interested in a different or possibly larger outdoor speaker system, we'll be happy to work with you in finding the best fit for your needs.



MAINTAINING YOUR DREAM LANDSCAPE

Once you have completed the process of building your magnificent new landscape, you are faced with the task of keeping it looking beautiful. Too many times, we have seen clients make a significant investment in their initial landscape project, but fail to budget for recurring maintenance. The results are depressing.

The best analogy we have is that of purchasing a new Mercedes-Benz. To keep such a high end car looking and running like new, maintenance is a must. Failing to do tuneups, oil changes, and replace brakes and tires means that the car's looks and performance suffers. Worst of all, it begins to lose value. Your landscape is similar. It needs on-going care and maintenance to continually look and work great!

HERE ARE 6 PRACTICAL GUIDELINES FOR MAINTAINING YOUR PROJECT:

- 1. HAVE A PLAN:** The most important thing you can do is to have a detailed long-term action plan that takes into account all aspects of your property from a functional standpoint. This includes planning for the right plants in the right place, effective drainage solutions, and groundcover planning to limit manual weeding.
- 2. INSTALL IRRIGATION:** Everyone's biggest complaint is watering. Few people have the time to water properly. Irrigation systems help solve this problem. If you are someone who doesn't have a lot of spare time, this is absolutely crucial. Some of the latest irrigation systems can be easily adjusted from your smart phone. If that is not in your budget, consider one of our watering services.
- 3. UTILIZE BLUETOOTH LED LANDSCAPE LIGHTING SYSTEMS:** If lighting is something you are interested in, we use the latest technology that allows you to control your lights from your phone. If you're not interested in that type of technology, you can put them on an auto timer to come on at dusk and set it to automatically turn off.
- 4. SELECT LOW-MAINTENANCE WATER FEATURES:** While all water features require some maintenance, "Pondless Water Features" require the least. If you strongly desire a water feature, we can help you choose the options that are as low-maintenance as possible. Using an auto-fill feature will greatly help.
- 5. USE PET-FRIENDLY SYNTHETIC TURF:** Many of our clients have pets and children resulting in difficulty in maintaining lush lawns. This is especially true on smaller sized lots with lots of roof water. Either you love it or hate it, but synthetic turf is an option that can make your life less stressful.



LANDSCAPE MANAGEMENT

6. HIRE A MAINTENANCE COMPANY: Is hiring a maintenance company worthwhile? In many cases, the answer is a resounding YES! The time and money required to properly manage a new landscape/hardscape project will vary vastly depending on the size of the project and the features it includes. Costs for such services can range from 5% of the initial investment to 20% of the initial investment (size of project/property and scope of services are directly proportional to the cost).

For this reason, SLG has designed landscape plans that will help ensure your property actually continues to improve with time.

Landscape Bronze Plan:

- Landscape beds clean-up & mulching
- 3 pruning visits
- 1 plant health care treatment

Landscape Silver Plan:

- Same as above
- Add landscape bed weeding
- Deer Control

Landscape Gold Plan:

- Same as above
- 4 pruning visits

Lawn Silver Plan:

- Weekly mow, edge, blow
- 4 round turf treatment

Lawn Gold Plan:

- Weekly mow, edge, blow
- Leaf removal
- 5 round turf treatment
- Aeration/overseeding

WE ALSO OFFER À LA CARTE MAINTENANCE SERVICES AS FOLLOWS:

Capabilities Include:

- Landscape Beds Spring Clean-Up & Mulching
- Maintenance Pruning Service
- Lawn Mowing Service
- Leaf Removal Service
- Landscape Beds Weed Control
- Turf Care Program
- Irrigation System Maintenance
- Lighting System Maintenance
- Water Feature Maintenance
- Fine Gardening Service
- Seasonal Floral Displays
- Plant Health Care Treatments
- Renovation/Rejuvenation Pruning
- Storm Debris Clean-up
- Late Summer Mulching
- Excess Mulch Removal
- Irrigation Audit
- Light Fixture Cleaning & Alignment
- Pressure Washing
- Pavers/Stone Cleaning, Sanding, Sealing
- Gutter Cleaning
- Goose Fence Maintenance (Lakefront)

PLANNING YOUR BUDGET

Have you ever been really excited about the opportunity to purchase a really neat or exciting item only to have the wind taken out of your sails when you learned the cost of this exciting item? Now, just imagine going through that with your landscape project. This is the reason we discuss a budget parameter. We typically spend 4-8 weeks designing your project and your anticipation builds. We finally get to the development stage where we can reveal the cost, and it is significantly more than you expected. Not only is this a huge disappointment, but it leaves you feeling bad about the process and everyone has wasted 2-3 months of valuable time.

Over the last 20 years of designing and constructing amazing landscapes and hardscapes, we have learned some important things regarding budgets that can help make your project more successful from the start. We understand that you've worked hard for your money! You don't want to be reckless or careless in how you spend it and we can help you avoid that very issue with this budgeting section of our DreamBuilder Workbook.

1. Why is it important for us to discuss budgets early in the process? We want to help align expectations with reality from the start. Many times, our clients do not know what projects cost and therefore their dream backyard may not even be realistic to begin with. Knowing this up front prevents lots of false hopes, unmet expectations, and frustrations.

2. How does discussing the budget help me, the client? These discussions help to ensure that our design efforts are maximized out of the gate. If we know what the target is before we start, then every ounce of energy we pour into the design becomes valuable and useful. There is minimal wasted effort and time, which means your project is planned more efficiently and with less delays.

3. What if I give you a budget range, but you have a great idea that doesn't fit into the budget? Do you still design it or is it a lost thought? This happens from time to time. Our first responsibility is to design a project that meets your wants/needs and fits within a price with which you are comfortable. That said, when we have great ideas/solutions for your wants/needs, we share them; regardless of what you have told us regarding the budget. Then, if you decide you want to adjust your budget, you can.

4. I have no idea what things cost and I don't know if I should budget \$5,000, \$50,000 or \$250,000. How do you handle this? No worries! This situation happens. Often our clients have great ideas of what they want, but are fearful to attach a budget number to it because they don't know what things cost. With our extensive experience, we can help guide you through basic budgeting for certain landscape/hardscape features to help get you going in the right direction. Then, you can decide if you want to continue down this path or not. Remember, these are not project estimates, just budget estimates.

5. What if my budget is not enough? Can I phase the project? Possibly. Depending on the type of project it may be very simple and easy to phase it over several years to better meet your budget. In some cases though, that is not possible due to the construction sequence. Either way, this is something we can discuss in our initial interview.

6. How do I know you won't just increase the cost of the project if my budget is more than the actual cost? Trust. Projects cost what they are going to cost. We price projects fairly and honestly and don't add or subtract from that based on your budget. For over twenty years we have helped clients through this process, earning their trust by working with honesty and integrity. We would be happy to provide you with many testimonials of other clients who were in your same shoes that we were able to help.

NOTES

AWARDS!

Below are awards our company has received over the last several years for our landscape projects and work environment:

- **Best of Smith Mountain Lake 2011-2018**
- **2017 Reader's Choice Awards for Landscaping/Lawn Service**
- **2017 Four Awards of Excellence- Sponsored by the National Association of Landscape Professionals**
 1. Grand Award for Residential Landscape Design/Build
 2. Grand Award for Commercial Contracting
 3. Merit Award for Residential Design/Build
 4. Merit Award for Residential Design/Build
- **2017 Mark Maslow: Recipient of the National Association of Landscape Professionals Prestigious Young Entrepreneur of the Year Award**
- **Lynchburg Living - The Best of Lynchburg 2016-2017**
- **The News & Advance Reader's Choice Awards 2016**
- **2015 National Safety Awards from the National Association of Landscape Professionals**
- **Best Places to Work by Lynchburg Business Magazine 2016**
- **Gold Winner-Best Landscaping Company 2014 & 2015 by Readers of Lynchburg Living Magazine**
- **Best Landscaping by the Readers of The News Advance 2014 & 2015**



APPLAUSE!

Here are some comments from our clients about their experience working with our national award winning landscape team!

- "Thanks for the great work. Andy is top notch and Shannon loves working with him. He has great communication."*
- Dr. Mike Valentine
- "We really enjoy working with David very much. We absolutely love his professionalism and reliability."*
- Mr. Jannah
- "We are thrilled with our landscape design and we loved working with Mark Maslow and his professional crew!"*
- Mr. and Mrs. Edwards
- "Thanks so much for EVERYTHING. You helped make the wedding absolutely beautiful!"*
- Mrs. DeWitt
- "Work was completed exactly as specified. Communication along the entire project was excellent. Overall a great experience."*
- Dr. Erwin
- "We wish to thank you for the most excellent installation of the retaining wall and patio at our home."*
- Mr. and Mrs. Harvey
- "We want to express our appreciation for the outstanding service you have given us. We sincerely appreciate your responsiveness and professional manner."*
- Mr. and Mrs. Puckette
- "Every Southern Landscape team member that I have come in contact with is the absolute best. Your guys in the field work hard. Regardless of what they are doing, they always stop what they are doing, introduce themselves, and ask if I have any questions. They are hard working, energetic and have a positive attitude. One can tell that they enjoy where they work and that is the key. Good job and thank you for making our home look great!"*
- John Buckles
- "Southern Landscape Group has done our landscape design and maintenance since the company began. They take care of my home as well as our three Taylor Brothers' locations. You are professional, honest, friendly, and dependable. I like the open communication that occurs when required."*
- Rob Taylor
- "We just wanted to let you know what a pleasure it was to work with you and your team. We've been struggling for years to deal with the problems we had on our property. Your expert solutions for those problems and your overall landscape design have been the answer we were looking for. We are eager and proud to enjoy our yard like we had always wanted to. You and your team have all been very professional and thoughtful throughout the process and we want to thank you all for that."*
- Karen and Harold Wilson

