

Folio

MARIANI LANDSCAPE
DESIGN-BUILD-MAINTENANCE

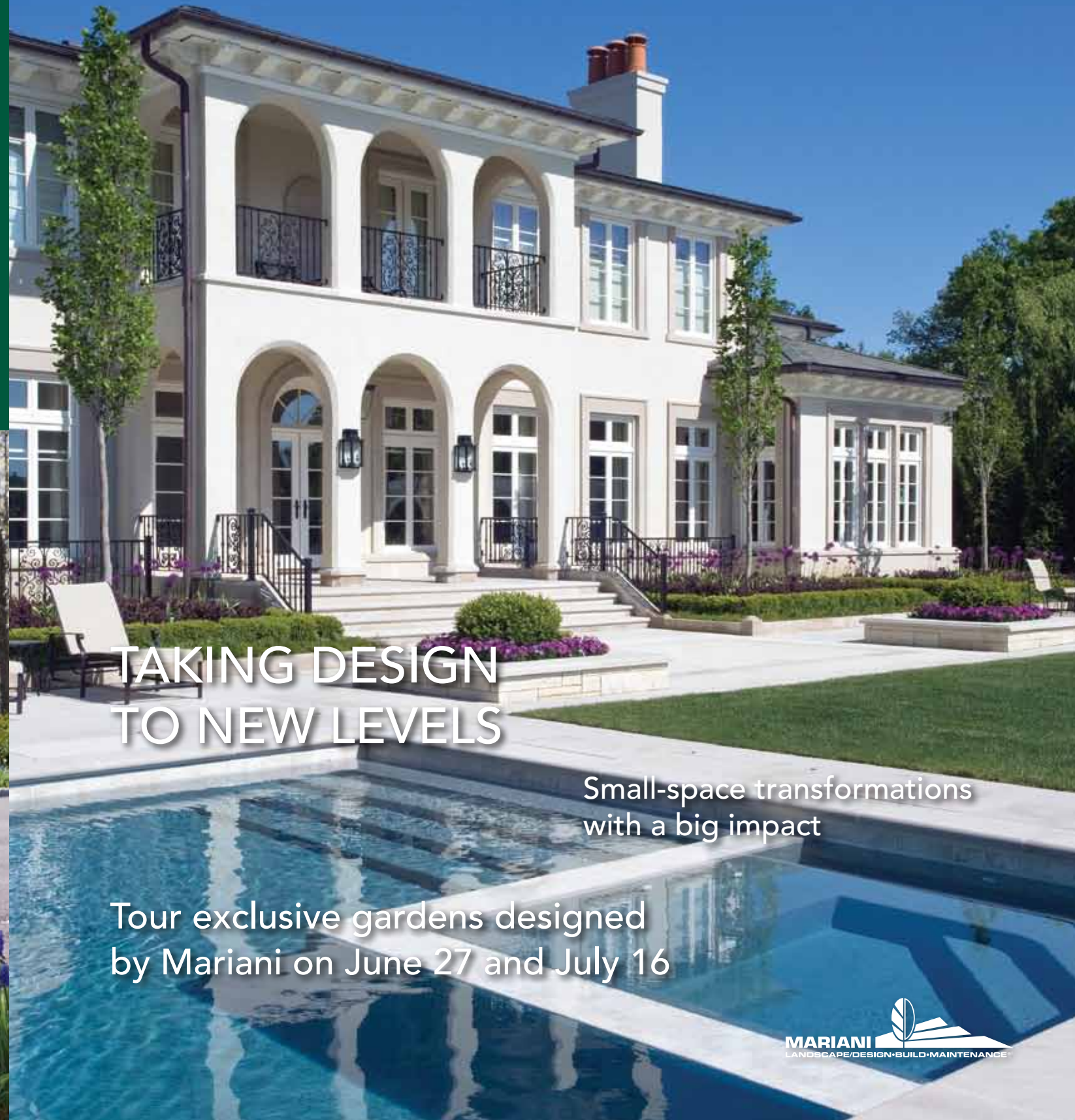
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TAKING DESIGN TO NEW LEVELS

Small-space transformations
with a big impact

Tour exclusive gardens designed
by Mariani on June 27 and July 16



Our mission is to create and maintain unique,
quality environments for the benefit of our
clients and community.

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Dear Friends,

Several years ago our president Fred Wacker introduced the ISO certification process to Mariani Landscape. In Fred's past life as the president of Liquid Controls, he and his management team became students of the world-class quality movement and were committed to the pursuit of continuous improvement.

The companies that purchased products

from Liquid Controls demanded ISO certification, and the Liquid Controls team believed in going above and beyond getting the ISO certification by developing a robust quality system in the company that would pay added dividends, and the desired results followed. Fred believed in this for Mariani, asking our management team to consider using concepts and techniques from the modern quality movement as tools that could assist us with our quest for industry leading quality. We spent some time discussing the pros and cons and came to a consensus that the pursuit of excellence is a nonstop effort. ISO was in fact the perfect vehicle to use as it provides a compliance standard against which we hold ourselves accountable.

More important than ISO certification (and we are said to be the first company ever in the landscape industry to receive it) is the relentless effort and determination we put against improving both our client-centered and internal business practices. In a nutshell, it's all about seeking out better ways to perform the very single thing we do to make our business run. And once we fine tune it, we keep the door open to refine the process again!

At Mariani, being known as relentless is a badge of honor! We know we are very good at what we do, but we also know that we can always get better, and in fact, it's what keeps every single day fresh and exciting. Many times I have written about our mission statement. I have asked our team to use the mission statement to answer questions about how to react to everyday issues and to help define long-term goals. Our mission statement guides us and keeps us on track to attain the reachable goal of becoming the finest landscape company in the nation! Not the biggest, just the best in residential landscape design, construction, maintenance and garden care. This, my friends, is not for bragging purposes. This is what is necessary to have a working environment where we can celebrate our chosen creative path and pride ourselves as craftsmen. And as we grow and move ahead, we choose to never stall or rest on our accomplishments of today. For the moment we rest on what we did yesterday, the flower has been cut and it will never be as lovely as that day.

World-class quality, the pursuit of continual improvement, LEED and the efforts to be green and sustainable, contributing back to the community, creating and maintaining unique landscapes, creating a business that enables our associates to buy a home, raise a family and prosper—these are just some of the items that our mission statement demands of our team.

Thank you very much for your business and friendship.

Frank Mariani, CEO

Upcoming Events

Garden Walks

Our garden walks are a wonderful way to experience exquisite gardens from a view that allows exclusive entry into a selection of private estates designed and maintained by Mariani Landscape.

North Shore Garden Walk

Sunday, June 27, 2010

10am – 4pm

The North Shore Garden Walk is a private event. Upon reservation, you will receive entrance tickets for your group and a neighborhood map. Refreshments will be served throughout the garden walk which will conclude at Evening Island, a Mariani-installed space at Chicago Botanic Garden.



Hinsdale Garden Walk

Friday, July 16, 2010

2pm – 5pm

The Hinsdale Garden Walk is open to the public and there will be four delightful, private gardens to explore.

To reserve tickets for either the North Shore or Hinsdale Garden Walks, please contact Elia Griffith at 847.234.2172 or events@marianilandscape.com.

Client Spotlight

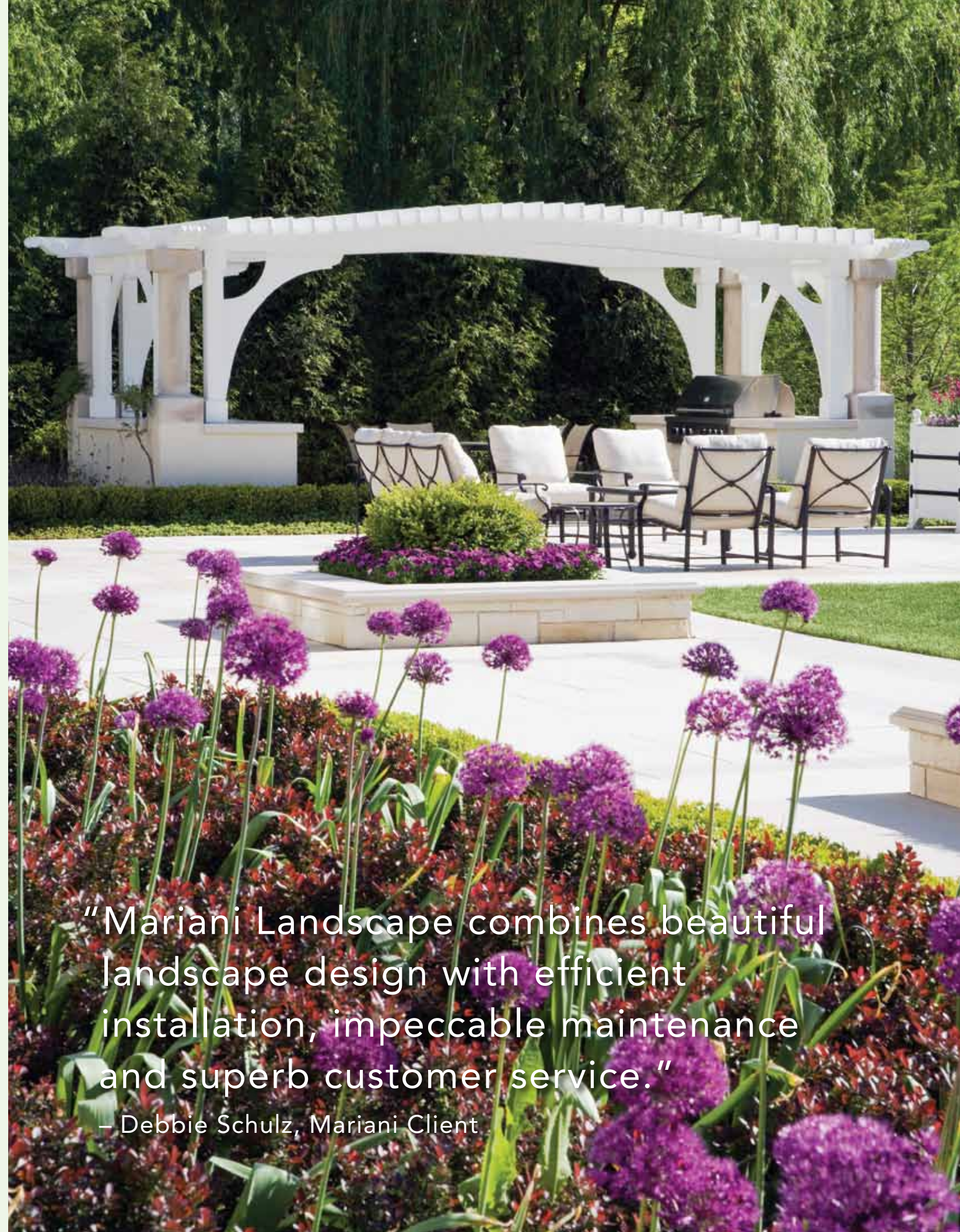
Mariani Client Gives Back

Folio highlights this issue's inspiring client who is giving back to the community

When Martha Borie Wood moved to Lake Bluff almost two decades ago, she enlisted the help of Mariani Landscape to design and maintain her home's landscape. Eighteen years later, Wood is still thrilled to be a Mariani client and remains a passionate advocate of preserving and restoring the Great Lakes and its ecosystem. "I've grown up along Lake Michigan my entire life, so it's a region that is very dear to me," says Wood.

As the part-time manager of events programming for the Alliance for the Great Lakes, Wood manages fundraising events such as Sunset Sail, the Big Lake Bash and Taste of the Great Lakes to support her organization's mission—to conserve and restore the world's largest freshwater resource through policy, education and local efforts aimed at preserving the Great Lakes region as a national treasure. "The Great Lakes make up nearly 20 percent of the world's surface freshwater supply and provide drinking water for more than 40 million U.S. and Canadian citizens," says Wood. "We must continue to protect this invaluable source."

For more information on the Alliance for the Great Lakes, visit www.greatlakes.org.



"Mariani Landscape combines beautiful landscape design with efficient installation, impeccable maintenance and superb customer service."

— Debbie Schulz, Mariani Client



Taking Design to New Levels

Creating Beauty Through Collaboration

Before ground was ever broken for the construction of this contemporary Italianate-style home in Lake Forest, a full-scale collaborative effort was happening behind the scenes. Mariani representatives met extensively with the homeowners, the architect, various energy experts and the interior designer to determine how combined efforts would bring a couple's dream into reality by blending classical design with elements of a native prairie landscape. The result—a stunningly picturesque and ecologically mindful setting for family dining and entertaining. To accommodate the couple's desire to create a tranquil outdoor space for small and large-scale entertaining, the team connected the landscape with the home's architecture. "The design seamlessly transitions from the interior of the home to the outdoors by creating a usable space for family to gather, enjoy food and celebrate each other," says landscape architect Sara Furlan.

Working alongside the home's architect, Mariani coordinated landscaping installations around an in-ground geothermal energy grid, which greatly reduces the home's energy costs. The geothermal grid system uses the constant temperature of the earth as an energy source for creating the home's ambient temperature as opposed to the drastic fluctuations associated with a traditional forced air system.

From the formal entry flanked by custom-built Versailles boxes filled with roses, to the rear of the property with a dining area, vegetable garden, fire pit and wading pool, the landscape is both beautiful and creatively functional. The locally sourced limestone, designed in a stunning, two-tone pattern is used throughout the property and complements the home's subtle color and clean architecture. A side garden accessed through custom, ornamental wrought iron gates features carefully trimmed boxwoods accented by the season's pink tulips. "It was very important to the homeowner that beauty and function co-exist," adds Furlan.

A pergola defines an outdoor room to create the perfect setting for dining al fresco. Fresh tomatoes, onions, peppers and other vegetables can be handpicked from an adjacent vegetable garden and brought directly to the dining table. Seasoning for a dish is also just steps away with a potted herb garden featuring fresh thyme, basil, mint and oregano. "The homeowner loves to cook and entertain, so we created a space that fosters her interest by designing an accessible, natural flow between the kitchen, garden and table," says Furlan.

A pond's shoreline, restored with plants indigenous to the Illinois wetland, creates the perfect backdrop for a gas fire pit



at the edge of the limestone patio. Gracefully wrapping around the perimeter of the home, the shoreline features a colorful collection of native plantings. "These plants have long root systems that naturally support the soil," Furlan adds. Mariani removed invasive species from the pond's peninsula and replaced them with Sumac and dogwoods while seeding the sloped areas with no-mow fescue grasses.

Through detailed project planning and design, Mariani's collaboration across the entire process created a European-inspired landscape that is exquisite – and mindful of the environment.



Designer Spotlight



John Mariani

Many of you have come to know and love John Mariani over the years, but did you know that he is restoring nearly 60 acres of prairie in Wisconsin to its natural beauty? "It's important that we restore our prairies and woodlands with plants native to our region to maintain our ecosystems," says Mariani. "Landscape restoration is something I have always been passionate about, even before it became popular. When I was in school, nobody was teaching about ecology."

Nearly 25 years ago, John restored his first prairie with native plants and he continues to bring a unique depth to Mariani Landscape's designs through a holistic approach with the native land. "I always enjoy the process of restoring a site and discovering native dormant plants we didn't know were there originally," says Mariani.

John received his Landscape Architecture degree from the University of Illinois, Champaign-Urbana in 1978, but he originally planned on attending the Chicago Academy of Fine Arts and majoring in commercial interior design. "I've always been interested in design and thought that commercial interior design was the direction I wanted to go," says Mariani. Part of three generations of nursery families, John realized that it made more sense to focus on exterior design. "I wanted to remain a designer, but stay true to my nursery roots," says Mariani. John provides both experienced leadership and a strong creative force to the ever-evolving design aesthetic of Mariani Landscape.

Through organizations like Lake Forest Open Lands, John teaches others why native plantings are essential to a living environment. John also speaks for various seminars at the Chicago Botanic Garden, Morton Arboretum and Garden Clubs of Illinois.

In the Community



Mariani Landscape and Lake Forest Open Lands volunteer to restore three acres of woodland space to its original native beauty.

Mariani Volunteers Restore Lake Forest Woodland with Almost 200 Native Trees and Shrubs

Continuing to support Lake Forest Open Lands, an organization dedicated to restoring and preserving native land in the City of Lake Forest, more than 20 Mariani Landscape volunteers came out on Saturday, April 17, to roll up their sleeves and install plants on three acres of woodland space. In one day, Mariani volunteers installed 170 native trees and shrubs across the Dickinson property, annexed land that Open Lands recently acquired for restoration. Native plants installed include Nannyberry Viburnum, Red Acer and Gray Dogwood, and American Plum trees. Mariani also created mulch from old plant material to enrich the soil.

“It’s important that we preserve and restore open spaces in our communities with plants indigenous to Illinois,” says Frank Mariani who also volunteered.

Lake Forest Open Lands maintains over 800 acres of open space in eight nature preserves. Open Lands owns more than 350 acres of pristine and restored prairies, wetlands and woodlands. “We are proud to work with an organization that works toward restoring our natural environment,” says Mariani. For volunteer opportunities at Lake Forest Open Lands, contact Michael Hahn at mhahn@lfol.org.



From left to right: Mariani Landscape’s Cathy Rosborough and Nick Voykin

Featured Foliage

Callirhoe ‘Purple Poppy Mallow’ and Caltha ‘Yellow Marsh-Marigold’ mix with Prairie Dropseed and ‘Blue Flag’ Iris

Native perennials offer any landscape a delightful splash of color—and a wealth of benefits to the land. By incorporating native plantings, the landscape becomes more sustainable, resources, like water, are conserved, biodiversity is cultivated and a greater balance to the land is restored.

Callirhoe ‘Purple Poppy Mallow’ offers delicate but rich, wine-colored petals with a vibrant white eye. This low-spreading native is incredibly drought-tolerant and is beautiful to use along slopes, bed lines or to gently cascade over a retaining wall. In the succulent family, the Caltha ‘Yellow Marsh-Marigold’ shows off a spring presentation of buttercup-like blooms of yellow atop glossy heart-shaped leaves. The Prairie Dropseed is an exciting fountain-like grass that grows compact with a veil of fine seed heads that form in late summer. As fall approaches, Prairie Dropseed blades turn from green to a striking golden-orange color. ‘Blue Flag’ Iris is another splendid surprise for the native Illinois landscape. With a vertical growth habit with sword-shaped, bluish-green leaves, this iris will grow to nearly three feet in height and shows dramatic violet-blue blooms.



Callirhoe ‘Purple Poppy Mallow’



Caltha ‘Yellow Marsh-Marigold’



Prairie Dropseed



‘Blue Flag’ Iris

Small-space Transformations with a Big Impact

Mariani Landscape offers a selection of earth-friendly adjustments for any home’s landscape



Mariani Landscape won an ILCA award for the landscape design of an urban garden located in Chicago’s Humboldt Park neighborhood. The backyard terrace patio was constructed with permeable joints that collect and manage storm water for the garden’s lush plant beds.



Small changes can sometimes make a big difference. With homeowners continually looking for ways to make their environmental footprint a little lighter, it’s important to recognize that taking ecologically conscious steps doesn’t mean compromising aesthetics.

Mariani Landscape offers a few, uncomplicated upgrades that pay dividends to the homeowner and benefit the environment by saving energy and decreasing consumption.

Smart Irrigation

With the vast majority of a home’s water consumption attributed to landscape maintenance, smart irrigation technologies can enhance any residential system. Smarter controls allow the system to automatically make adjustments that maximize water efficiency and reduce water consumption for the average homeowner as much as 50 percent. Several manufacturers offer smart, weather-based controllers that will prevent wasteful overwatering. By entering a few key specifics like zip code, sun exposure by zone and soil type, certain smart controllers can suspend irrigation during periods of rainfall.

“With our smart irrigation system, actual site rainfall and temperature are measured and then combined with a 10 year historical average of solar radiation, humidity, and wind for the specific zip code entered. The controller then automatically makes customized adjustments preventing both under- and over-watering,” says Chris Dimmick of Rain Bird, a consultant of Mariani Landscape. “As a home’s landscape grows, so can our smart controller which easily expands to 13 different zones that can be programmed to include custom data on the plant varieties, slope, root depth and sprinkler type,” adds Dimmick.

LED Landscape Lighting

Landscape lighting is always an important aspect to consider as it adds depth and dynamic to any designed space. With so many options to choose from, Light Emitting Diode (LED) landscape lighting stands out for many reasons. By incorporating LED fixtures into a lighting design, the homeowner can transform the landscape into a

soft ambiance of understated elegance in the evening hours. The average lamp life is 10 years, has a considerably lower heat output that is sensitive to the surrounding foliage, and, when disposed, the bulbs are free of hazardous materials. LED lighting is best known for its energy efficiency providing the average residence a savings of up to 80 percent in energy costs.

Dean MacMorris, vice president of Night Light, Inc., a local landscape lighting partner for Mariani, tries to steer clients toward the benefits of LED. Says MacMorris: “When comparing state-of-the-art LED lighting solutions against traditional lighting systems, LED is the obvious winner for the environment and the pocketbook.”

Organic Turf Fertilizers

Many homeowners are looking for more environmentally conscious ways to make their lawns “greener.” Chris Paisley, Service Programs Manager for Mariani Landscape, offers clients both synthetic and organic turf programs for fertility care. “I am happy to walk a client through the benefits of choosing our organic care program, especially because it is entirely 100 percent natural and organic,” says Paisley. Mariani’s five-step organic turf program utilizes Nature Safe(tm) fertilizers to enrich the soil first, which increases the soil flora, or microorganisms. In turn, these microorganisms channel nutrients to the plant’s root system. “Organic fertilizers follow a simple philosophy that furthers an already naturally occurring cycle,” adds Paisley.

Organic fertility programs are only one aspect of a comprehensive turf program. “It’s equally important to incorporate a responsible lawn care program that deters broadleaf weeds from infiltrating a property’s turf,” Paisley notes. Mariani Landscape stands committed to responsible lawn care by selectively targeting problem areas within a site as opposed to blanketing an entire lawn with an herbicide spray.