

# Frank Mariani

## ABOUT US

A family firm with a reputation for creativity and excellence, Mariani Landscape is one of the largest residential landscape design, installation and maintenance firms in the country. Headquartered in Lake Bluff, Illinois, with offices in Lake Forest and Westmont, Mariani's comprehensive offering of services enables both residential and commercial clients to rely on one exceptional source for all their landscape needs. With over 400 associates, Mariani continues to offer personalized, professional service, since 1958.

## HUMBLE BEGINNINGS

My father Vito Mariani Sr. started a small landscape, gardening and maintenance company in 1958. He focused on residential homes up and down the North Shore. I worked for my dad during the summer months, learning the business which for him always started with exemplary customer service and a can-do attitude! When we got the horrible news that my father had cancer, I quit college out of necessity to learn the business and be there full time for him and the family. I dove into learning all the behind the scenes business skills so that the company could survive. We learned about my dad's illness in March of 1973, and although his prognosis was 3 to 6 months of life to live, he fought hard to be with me until we wrapped up the season! He passed away in November knowing he did all he could to teach me the ropes. A finer father you cannot find! My dad shared his passion for fine gardening, team building and customer service, which frankly was more personal than business. He loved what he did and the friends he made along the way, and that was a lesson I learned and live to this day.

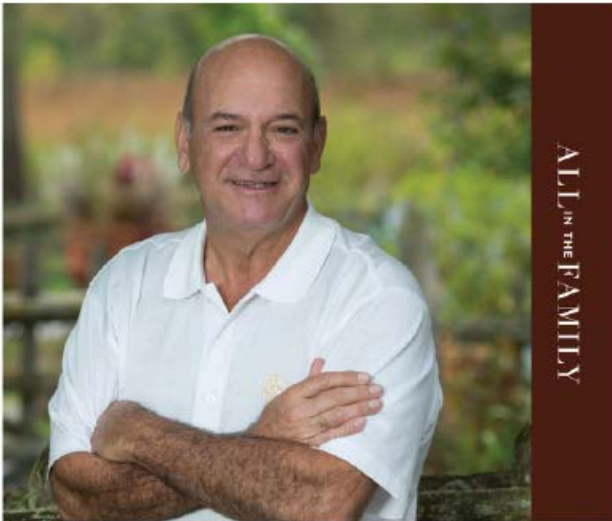
## LASTING LEGACY

After 43 years I live by the road map my father instilled in me. From basics that helped me and our team go from a 9 man mom-and-pop company, to one of the largest residential landscape architecture, landscape general contracting, garden maintenance and lawn care businesses in the world.

## PASSION PROJECT

What drives me is building a family business that not only includes my son, Frank Vito Mariani, but associates that have been here 10, 20, and 30 - 40 years that are also part of the family. It's a partner like Fred Wacker that shares the same passion and goals. Best way to say it, although we have won countless accolades and awards, is our next project will be our best one!

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ALL IN THE FAMILY

