

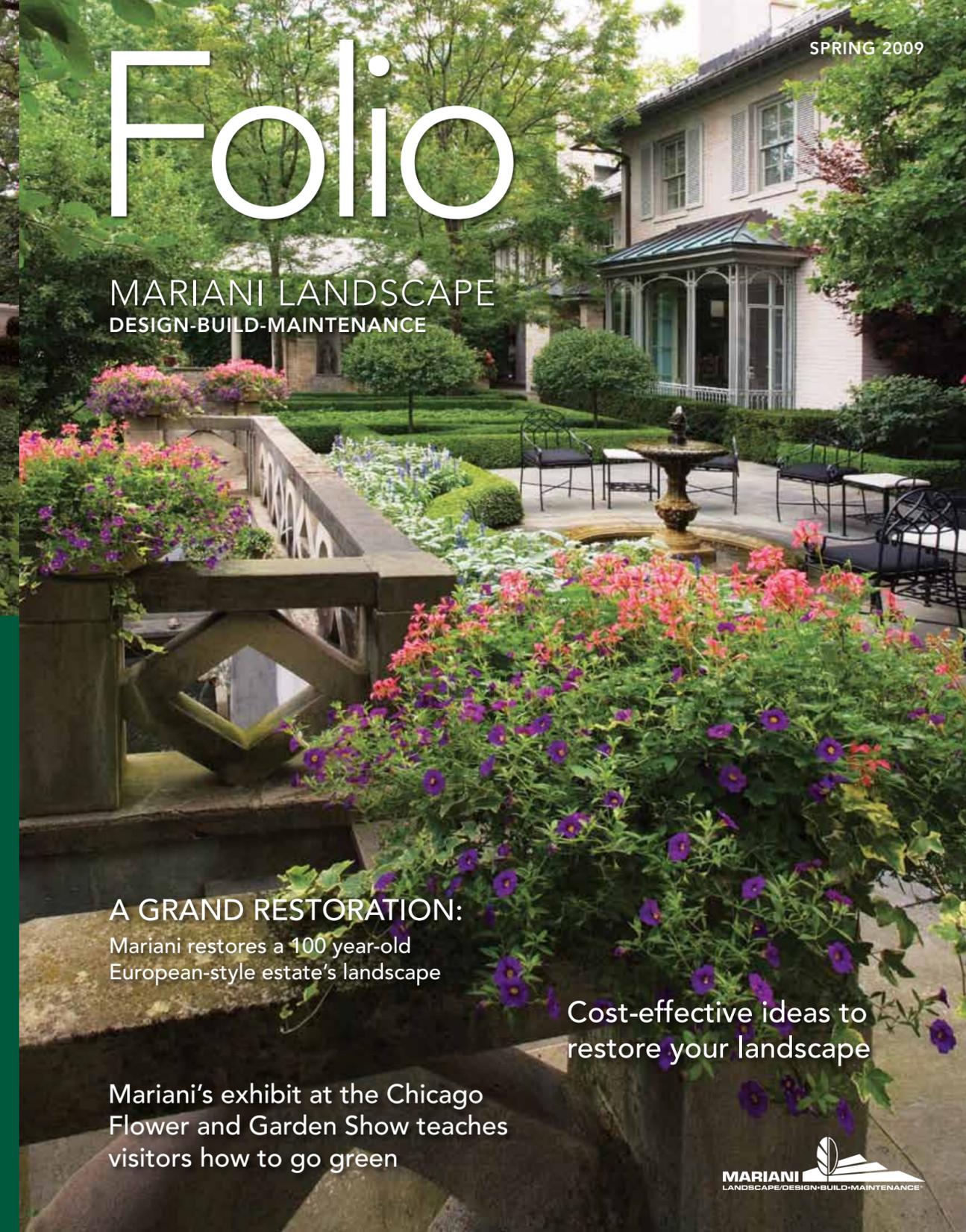
Folio

MARIANI LANDSCAPE
DESIGN-BUILD-MAINTENANCE



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

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A GRAND RESTORATION:

Mariani restores a 100 year-old European-style estate's landscape

Cost-effective ideas to restore your landscape

Mariani's exhibit at the Chicago Flower and Garden Show teaches visitors how to go green



Cost-effective Ways to Restore Your Existing Landscape

With the economic downturn, many people are focusing on improving their existing landscapes by reusing the existing "bones" of their gardens. And if you're trying to sell your home, investing in improvements to your existing landscape will make a home stand out in the market. Let Mariani Landscape restore your outdoor space with cost-effective solutions to improve your landscape in a dramatic way.

Prune: When Mariani starts service at any new residence, we often restore the existing landscape with significant pruning and plant material changes. Pruning removes any dead, diseased, or broken branches in all plant material. Dormant pruning helps restore the natural form of plants and, in many cases, helps to encourage a flush of new growth in a plant that has been neglected. Dormant pruning often seems drastic to the naked eye, but

the plants quickly recover and look much more healthy and natural.

Utilize existing plants: Perennial splitting and regrouping is often overlooked and prevents clients from having to purchase an excess of additional plant material. If transplanted correctly by an expert, one plant turns into several plants and fills in voids in garden beds.

Add plants: Adding attractive annual containers in entertainment areas makes a dramatic difference if a landscape does not have much seasonal color. To revive an otherwise dull landscape, annuals should be displayed in beds and containers. Perennials or flowering shrubs are also a great investment as they return each year.

Restore existing hardscapes: Restoring and resetting hardscapes freshens up

the outdoor space. Through pressure washing, we can remove any discoloration and surface stains that add age to the property. Tints and stains can also be added to darken or add color to an existing hardscape.

Nourish existing plants: Proper fertilization and treatments of turf and plant material can change the overall health of the plants and, in turn, create more flowering and better curb appeal. Work with an irrigation contractor to make sure needed adjustments and changes are made in order to get more consistent coverage and make sure your plants are properly hydrated.

Make your vacation a "staycation" and let Mariani transform your existing landscape into an outdoor oasis. Simple, cost-effective changes can change your landscape dramatically.

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300 Rockland Road
Lake Bluff, Illinois 60044
847.234.2172
www.marianilandscap.com

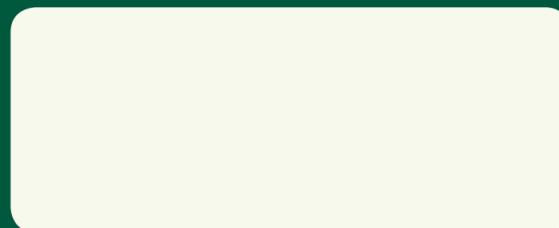
Planting Ideas



Heuchera 'Obsidian' and Athyrium 'Ghost' are two perennials which make a striking foliage combination. The Heuchera is one of the darkest varieties. Its scalloped leaves are deep purple with no hint of green. The 'Ghost' fern is an upright plant with silver gray leaves. The leaves color best in light shade. The two together are perfect complements of color and form.



Elymus 'Blue Dune' and Sedum sieboldii is another beautiful pairing. Both grow well in full sun with little care. The 'Blue Dune' grass has attractive thin blue upright leaves. It does have a running habit and will need to be controlled. The sedum makes perfect tidy mounds. Its leaves are blue and rounded. This is a great combination for dry gardens.





Dear Friends,

Another winter has passed and spring is here with the warmth of the sun and all of the beauty that nature allows. We tricked Mother Nature a tad by participating in the Chicago Flower Show this March at Navy Pier. Our wonderfully talented team led by landscape architect Carrie Meade and head horticulturalist Jim Osborne created a truly magical garden in partnership with the Chicago Botanic Garden.

Please read more in this issue of Folio. The flower show is always a great way to get back into the swing of things and get the juices flowing for the upcoming season.

With all of the news of bankruptcy foreclosures and unemployment I am so pleased to share the news that we have managed to buck the trend and keep our well trained team employed. Keeping people employed is a very important personal goal of mine. We spent years building this talented team and we are doing everything possible to make certain that as long as we work hard to deliver the best quality and service and do everything possible to drive value, their jobs are secure. I want to personally thank every loyal client for allowing us the opportunity to be your landscape company of choice. You have many companies to choose from and it's an honor that you continue to support our team.

We are always looking to build our book of business and frankly our best sales tool is your referral. For that reason we have created a Referral Rewards Program to thank all of you who have helped us grow our company. Basically the program works like this, for each referral that joins our family of clients we will give you a \$500 credit towards your next enhancement project.

Please take advantage of this and if you care to suggest a better way of recognizing your contributions, please don't hesitate to share them with me.

In closing, those of you who have read my Folio articles over the years know I share what's on my mind. Sometimes it may not be the safe thing to do but I think it's the right thing to do. We have grown this business from a mom and pop operation into a real business - one that supports hundreds of families. Although it makes things 10 times more difficult we play by the rules and we believe in offering our associates a great place to work. We are blessed to have the clients and friends we have and I want to express my sincere appreciation for allowing us to be your landscape contractor!

Frank Mariani

Frank Mariani, CEO

P.S. Referrals are the best compliment we could receive. Remember, refer your friends and family to Mariani Landscape and receive a \$500 credit on your next enhancement project through our Referral Rewards Program.

In the News



Mariani Wins Two Gold Awards from Illinois Landscape Contractors Association (ILCA)

Mariani Landscape received two gold awards from ILCA at the organization's 2009 Annual Awards Night on March 6. The award winning landscapes feature a dramatic, grand estate restoration in Lake Forest (see story at right) and a prairie-style landscape in Orland Park (above).

Frank Mariani Inducted into Chicago Area Entrepreneurship Hall of Fame

Frank Mariani was inducted into the prestigious Chicago Area Entrepreneurship Hall of Fame by the University of Illinois at Chicago's Institute for Entrepreneurial Studies on March 19. Each year distinguished entrepreneurs are inducted who have demonstrated entrepreneurial talent by founding and/or growing a local business.

Mariani Creates Landscape for 2009 Midwest Living Idea Home

Mariani Landscape is creating the landscape for the 2009 Midwest Living Idea Home located in Chicago. Due to its location, the landscape will be smaller than other Idea Homes and will feature innovative ways to use small space, vegetable and herb containers, and water features to muffle city noise. Tours will be available Fridays, Saturdays and Sundays June 5 to 21. The home will be featured in the September/October issue of the magazine. Visit www.marianilandscape.com for more information about the home.

A Grand Estate Restoration

To create the perfect backdrop for the homeowner's daughter's wedding, Mariani Landscape restored a 100 year-old European-style estate's landscape to the beautiful, formal spaces depicted in old photographs. The stunning and long-lasting landscape was restored in less than six months; under normal conditions the process would have taken several seasons.

The landscape in disarray, Mariani stepped in and restored the landscape to its original splendor. "When we began restoring the property the home was covered in vines that really hid the detail of it's architecture," says project director Ed Furner.

Lack of maintenance and the age of the original installation caused many of the property's beautiful details to be lost or hidden by overgrown plant material. "We took great care in preserving and rejuvenating existing elements, looking at this project almost as archaeological dig verses a traditional landscape project," says Furner. "The property had great "bones", but we just needed to freshen the space up."

Removing vines to reveal the home's detail and pruning existing woody plants and shrubs to create crisp lines, Mariani also incorporated new plant material such as boxwoods and witch hazel to fill in empty holes for the uniform shrubbery. Pachysandra, a perennial evergreen groundcover, was added due to its ability to thrive in moderate to deep shaded areas. An existing apple orchard was pruned to provide a more manicured space. "If you do

a corrective prune, you can really rejuvenate an old hedge or tree," says Furner. "Maintenance really makes a difference."

Maintenance of the existing stonework and walkways was also very important to the homeowners. Due to the property's age, outdoor spaces were shaded by large trees, causing an excess of moss that created discoloration. "We power-washed all the hard surfaces bi-weekly leading up to the wedding," says Furner.

"In addition to restoring the property, we worked with wedding organizers to determine staging for the event," says landscape architect Sara Furlan. "We determined what spaces were going to be high-traffic and identified the transition areas from terraces to tents."

Mariani staged custom plants in company greenhouses to make sure that the plants were fresh and well matured for the event. "We incorporated 25 to 30 containers throughout the property with soft-colored and subtle annuals such as Angelonia, Artemisia, Petunias, Alyssum and Impatiens," says Furner.

Adhering to a strict schedule, Mariani was able to rejuvenate the existing landscape, prepare the property for a large-scale event and leave the homeowners with long-lasting outdoor spaces. In March, Mariani was honored by the Illinois Landscape Contractors Association (ILCA) with a gold award for its work on the property. Says Furlan: "The quality planning and detail Mariani put into this project represents the attitude we invest in all of our projects."



Mariani Landscape's exhibit "Hope for the Healing Planet" educated visitors on sustainable gardening practices.



Photos courtesy of Chicago Botanic Garden



From left to right: John Mariani, Mayor Richard M. Daley, Carrie Woleben-Meade

Chicago Flower and Garden Show Exhibit Teaches Visitors to "Go Green"

Teaching clients how to "go green" with their landscapes has become part of Mariani's mission. And that's why Mariani recently donated design and installation services for the 2009 Chicago Flower and Garden Show exhibit "Hope for the Healing Planet" which took place March 7 to 15. Produced in conjunction with the Chicago Botanic Garden, the exhibit featured a 4,400-square-foot garden with unique permeable pavers, circular rooftop gardens, locally grown plant materials and decking constructed from farm-harvested hardwood.

Visitors were educated on methods of rainwater recycling management and the importance of green gardening plans. "The plants you pick are the key," says Carrie Woleben-Meade, the garden's landscape architect and design director at Mariani Landscape. "Locally grown plants are easier on the environment because you don't have the pollution associated with transportation." The exhibit featured a display of more than 4,500 plants and those walking throughout the exhibit were treated to an elegant arrangement of perennials and other colorful greenery. Plants included eastern redbud, royal fern, Gold Tides Forsythia, Dwarf Korean Lilac and Green Cascade Maple.

A leading "green" advocate, Mayor Richard Daley, toured the exhibit and learned tips from John Mariani and Carrie Woleben-Meade about making landscapes more sustainable. NBC 5's Ginger Zee also taped her "Going Green" segment at the exhibit. "We were honored to have the mayor visit us and excited to have NBC tape its segment at the exhibit," says Woleben-Meade. "It's very important that we spread the word on making our landscapes more sustainable." The exhibit was also featured in TimeOut Chicago, various editions of Pioneer Press and WCPT 820's "The Mike Nowak Show".

For more information on how you can be more sustainable in your landscape practices, please contact us at 847.234.2172.