



We Don't do it  
Different, We do it  
**Right**

## *Ferrandino & Son Landscaping Introduction*

# 2025





A person is shown from the waist down, kneeling on a blue tarp in a garden. They are wearing green shorts, red socks, and blue work gloves. They are holding a shovel with a wooden handle. The background is filled with green foliage and purple flowers. The word "LANDSCAPING" is written in large, white, bold, sans-serif capital letters, centered within a white rectangular border that is slightly offset from the edges of the image.

# LANDSCAPING



**Steve Roberts**  
Senior Director of Program  
Management

Steve is a Senior Director of Program Management with more than 10 years of experience in the industry. Steve's background in landscaping and snow removal was developed through his experiences in working with some of the largest multi-site clients in the country.

While Steve's Team works on the day to day management of the programs he oversees, Steve will work closely with his contact at the senior level on developing processes to help drive savings, improve the exterior assets themselves, while not sacrificing brand image.

Nick is a Director of Program Management and has been with Ferrandino & Son for the past 9 years. He has managed EM services for multiple clients including 6 different Fortune 100 companies ranging in size from a few hundred sites to north of 1,000.

In recent years, Nick has focused on building client relationship while striving to create positive team culture and utilizing a forward thinking mentality. His leadership skills and years of experience help Nick to be successful in every client engagement he takes on.



**Nick Sentman**  
Director of Program  
Management



WE DON'T DO IT DIFFERENT.  
WE DO IT BETTER.



## OUR LANDSCAPING SERVICES

### Routine Landscaping–

- Mowing
- Mulching
- Weeding
- Trash Pick-Up



### Irrigation Management–

- Start-Up
- Winterization
- Wet Tests
- Monitoring



### Chemical Application–

- Targeted Weed Control
- EPA Approved Chemicals
- Granular + Liquid Application



### Enhancement Services–

- Capital Improvements
- Irrigation Upgrades
- Various Installations
- Stormwater Management



## HOW WE DO IT BETTER

### 1. Focus and Execution

By delivering each element of the scope of work through specialty crews trained in that particular service, we guarantee not just that the work gets done but that the work gets done professionally and per the terms of the scope of work.

### 2. Irrigation Management

Which of my sites have irrigation systems and are they operational? Many companies we engage with are asking themselves these questions. Our "First 45 Day" program will include a detailed irrigation audit that identifies what is and isn't working and more importantly, where you should and shouldn't make repairs.

### 3. Out of Scope Cost Controls

Every out of scope service is scoped and priced internally, avoiding the cost fluctuations you may receive today by being subject to the demands and availability of crews in the field. Once approved, we'll take that competitive price to market and ensure a qualified crew is the one who executes the work..



# LANDSCAPE 201 SOLUTION

## Multi-Vendor Solutions for your Company

Here at Ferrandino & Son, we take a unique approach to your landscape program.

- ✂ Our teams onboard multiple partners who are experts in each portion of your scope of work.
- ✂ This ensures that each aspect of your property is being maintained by a specialist
- ✂ Based on your specification, our team will assemble a solution for each property
- ✂ This delivers a more complete service solution for your landscape program

### LANDSCAPING VENDORS

- Increased focus on the core services of your program
- Minimize distractions which results in additional detailing of your property



### IRRIGATION VENDORS

- Experts in their field
- Singular priority resulting in no corners being cut
- Extra set of eyes on the property for overall quality control



### CHEMICAL VENDORS

- Properly licensed and trained specialists
- Ensure your specifications are being adhered to by experts



### CAPITAL PROJECT VENDORS

- Skilled labor experienced with the complexities of large scale projects
- Plugged into vertical and experienced with your unique project needs



Proudly Providing Facility Maintenance Services Since 1993



Snow Removal



Landscaping



Special Projects



Facility Maintenance



BlueSky Paving



Enterprise Signs



# CAPITAL PROJECTS

1

## BUILDING A SCOPE OF WORK



The first step is a site walk; level set current conditions and identify what opportunities exist. During the walk we begin to design a scope that aligns with client goals such as Reducing long term maintenance by removing mulch or turf. Removing dead plant life and replacing with native species. Bringing back to original landscape design to align with municipality requirements.

Proposals will include key elements such as a detailed written scope of work, a comprehensive site plan and digital mockups showing before and after visuals. Our teams make it their responsibility to present a solution that stays in line with the client's goals and budget.

2

## LOCAL MUNICIPALITY REQUIREMENTS

Our teams manage the process from beginning to end. Starting with the initial engagement to understand local requirements. Submitting plans and securing all permits.

Managing communication to provide routine follow ups for progress updates as well as tracking changes. Ensuring all necessary inspections are scheduled on time and securing final approvals.





# 3

## THE PROCESS

There will be clear communication of landmark dates so there is visibility to all stakeholders with expectations level set in advance

Ferrandino & Son will send their own project managers along with our local partners to ensure what is approved is what occurs  
Establish a process for daily updates, status update photos and routine inspections



# 4

## THE OUTCOMES



With clearly defined goals established at the start of the project, our teams will be able to assist with building out a detailed scope that addresses your concerns and stays within your budget. By managing the permitting process from beginning to end, our teams are able to ensure that the necessary requirements are fulfilled and all final approvals are received.

Throughout the project, your team will be proactively provided updates clearly communicating the status of the project as well as photos providing visuals of on-site conditions.

Knowing and utilizing best practices for your landscape projects will protect your capital budget while delivering the long-term savings your maintenance budget needs. The definitive outcome is a capital project executed to plan within a preapproved budget meeting all of the requirements of a local municipality.



