

SKYHORSE STATION TREE FARM AND LANDSCAPING

CUSTOMER LANDSCAPE QUESTIONNAIRE: SITE ANALYSIS & CUSTOMER PROFILE

How to Get an Estimate/ Proposal

SkyHorse Station understands the time demands and the challenges you face when choosing the right contractor for your project. We have a great solution for this challenge and offer an easy way to begin the 'estimate' process by using the latest web site technology. You can now submit a request for an estimate online. This will enter you into the system immediately and then notifies us of your request. We will also provide you with additional information about our company and what information we need from you. Completing this survey will help us to gain a better understanding of your concerns and desires. Our interpretation of this questionnaire will help us to create an outdoor setting unique to your lifestyle, personality and budget. This system will also help you to make a better decision on your landscape project before choosing us.

Your home is probably the largest investment you will ever make! The development of your exterior landscape is a substantial portion of this investment. Realtors and Lenders say 10% of Home Value should be allocated to landscaping projects (i.e. \$250,000 home value; allocate \$25,000 for completed landscape). A well-planned landscape not only impacts the beauty, appearance and enjoyment of your property, but also simultaneously impacts curb appeal and thus, increases the market value by as much as 10-17%. A combination of the three landscape features that impact property appearance and value the most are:

- 1) Plant size
- 2). Diversity of plant material and hardscapes
- 3). Degree of Design Sophistication

Design Needs *

How would you define your landscape design needs?

I would like Design Consultation

I would like a Complete Landscape design

<p>Verify County *</p> <p>Our service area is limited to the following counties in southeast Michigan.</p>	<p>How Did You Hear About Us? *</p> <p>Where did you find us?</p>	<p>Project Scope *</p> <p>What is the scope of your project?</p>
<p>Type of Request *</p> <p>I am making this request because:</p>	<p>Desired Landscape Project Size *</p> <p>What is the size of the project area?</p>	<p>Home/Business Request *</p> <p>Is this request for your home or business?</p>

The first and most important step in the development of a landscape is the creation of a master plan; The design is the Soul of any successful landscape. Our design will utilize and accentuate the special characteristics of your site for the purpose of integrating and anchoring your home into it's environment. We are committed to helping you complete your landscape projects. We are confident that we can design and install an outdoor setting unique to the special characteristics of your property, lifestyle and budget.

CATEGORY 1:

YOUR PROPERTY'S VITAL STATISTICS

Please answer the questions describing your home by filling in the boxes below:
 (note: Landscaping elements should mirror and/or contrast with architectural elements/features)

1. Architectural Theme of Home *

2. Architectural Features:

a) Exterior Building Material	b) Color of Home	c) Color of Shutters
d) Color of Roof	e) Number of Stories/Floors	

3. Estimated market value of home: * \$

CATEGORY 2:

EXISTING SITE CONDITIONS

1) Front Yard Potentials: Please list all of the positive elements and qualities of the Front Yard that you would like the landscape design to accentuate or enhance.

a. Visual

b. Functional:

2) Front Yard Problems: Please list the current problems in the Front Yard which you think should be minimized or overcome in the design

(i.e. Utility lines/ Easement/ Drainage, Septic fields, terrain features)

a. Visual

b. Functional:

3) Back Yard Potentials: Please list all of the positive elements and qualities of the Back Yard that you would like the landscape design to accentuate or enhance.

a. Visual

b. Functional:

4) Back Yard Problems: Please list the current problems in the Back Yard which you think should be minimized or overcome in the design

(i.e. Utility lines/ Easement/ Drainage, Septic fields, terrain features)

a. Visual

b. Functional:

CATEGORY 3:**LANDSCAPE THEME, MOOD AND FUNCTION**

1. Please indicate the Style or Theme that best describes your landscape preference.*

2. Please indicate all the Mood/Tone or Feelings that you want to convey with your *Front Yard* and *Back Yard* outdoor living spaces.*

(use the ctrl key to select more than one)

FRONT YARD	BACK YARD

3. For your front and your back yard outdoor spaces please indicate all of the functional design elements that most interest you.

IMPORTANT FUNCTIONAL DESIGN ELEMENTS	Front Yard (please check)	Back Yard (Please check)
I. Social & Community Benefits		
Screening;		
Increase Privacy/ Security/ Safety		
Provide Wind Block		
Noise Reduction		
Reduction of Dust or Glare		
Aesthetics & Ambience		
II. Environmental Benefits		
Improve Air Quality/ Absorbs Pollution/ Reduces Smog		
Conserve Water		
Provide Wildlife Habitat		
Climate Control: Improved Human Comfort (moderate effects of sun, wind, rain)		
Summer cooling (shading southwest quadrant)		
Winter warming (Wind break)		
III. Economic Benefits		
Increase Property Value, Enhance Re-Sale Value		
Reduce Home Air Conditioning & Heating Costs		
Reduce Erosion		

CATEGORY 3: (CONTINUED)

LANDSCAPE THEME, MOOD AND FUNCTION

a) Enjoy Working

Do you enjoy working around your yard & garden?

Yes No

b) Maintenance Request (Skyhorse has a Plant Health Care Program)

Do you desire seasonal or annual maintenance of your existing and/or proposed landscap enhancements?

Yes No

c) Easy Plant Maintenance

Do you want low maintenance plant & hardscape enhancements?

Yes No

d) Ease of Operation:

Do you want an Automated Irrigation Controler and/or Automated Exterior Lighting Controler?

Yes No

e) Outdoor Nightlighting

Yes No

4. LAWN & YARD WORK

Do you enjoy working around your yard/garden?

Select the work that you want to personally perform.(Check all that apply)	Choose a # to rate the desirability of each Activity that you checked on the left PLEASE SELECT A # (1=low, 5=high)
Lawn mowing	
Weeding	
Pruning/ Sculpting	
Leaf Raking	
Gardening	
Annuals	
Perennials	
Vegetables	
Fruit Trees	
Snow Removal	
Other	

CATEGORY 4: DESIRED OUTDOOR ACTIVITIES AND SPACES

A) Outdoor Activities you enjoy (check all that apply)	B) Choose a # to rate the desirability of each Activity you checked on the left PLEASE SELECT A # (1=low, 5=high)	C) The Preferred Time of day for each Activity PLEASE SELECT TIME OF DAY	D) The Preferred Season for each Activity PLEASE SELECT SEASON
Barbequing			
Eating/ Dinning			
Sitting/ Reading			
Entertaining			
Entertain <i>4 to 6 Guests</i>			
Entertain <i>6 to 10 Guests</i>			
Entertain <i>Over 10 Guests</i>			
Sun Bathing			
Bird Watching			
General Recreation			
Basketball			
Horseshoes			
Throw baseball			
Throw Football			
Volleyball			
Other (please specify)			

2) SPECIAL OUTDOOR SPACES *

Please place a check mark next to the areas that you would like to devote a Special Space for in your new landscape:

- | | |
|-----------------------|-----------------|
| Entertainment Area | Sunbathing Area |
| Children's Play Area | Sports Area |
| Recreational Fire pit | Walking Path |
| Relaxing & Reading | Bird watching |

3) Children's Age

a. Please specify the age groups of your children.

0-5yrs.	5-12yrs.	12-15yrs.	15-18yrs.	No Children
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b. Do you have a dog or other pets?

Yes No

CATEGORY 5: LANDSCAPE PLANTS

1. What Plants do you prefer?*(Skyhorse has over 300 different species available)

Please check all that interests you:

Shade Trees	Evergreen Trees	Broadleaf Evergrn Shrubs
Flowering Trees	Fruit Trees	Deciduous Flowering Shrubs
Ornamental Trees	Conifer Evergrn Shrubs	Dwarf/Rockgarden Plants

2. Intended Goal * What is the intended goal of these plants?

Overall beautification

Fragrance

Increase property value

Attract wildlife

Barrier (privacy, noise, dust, sound)

Energy efficiency (wind break, shade)

3. Please list any specific plants you want to include in you outdoor living spaces:

4. Your Favorite Plant/Flower Colors *

6. Time of Day Use *Time of day that you prefer using your outdoor living spaces?

5. Second Favorite Plant/Flower Color *

7. Seasonal Preference *(in relation to both use & color).

9. Speciality Gardens. * Are you interested in any of the speciality Gardens listed below?

<input type="checkbox"/>	Vegetable Garden	<input type="checkbox"/>	Butterfly Garden	<input type="checkbox"/>	Herb Garden
<input type="checkbox"/>	Bird Lover's Garden	<input type="checkbox"/>	Container Gardens	<input type="checkbox"/>	Rock Gardens
<input type="checkbox"/>	Annual Flower beds	<input type="checkbox"/>	Perennial Flower Beds	<input type="checkbox"/>	Fragrant/ Scent Garden
<input type="checkbox"/>	Hummingbird Garden	<input type="checkbox"/>	Ornamental Grass Display	<input type="checkbox"/>	Other

10. Speciality Plant Groupings*:

Plants for shady areas

Plants for windy areas

Plants for wet areas

Plants for dry areas

11. Landscape Enhancements*: Indicate below the Landscape enhancements you are interested in

Mulch: Bark/Stone for beds, trees, paths and/or

Mail box

walkways

Weed Barrier Cloth (for weed suppression in beds)

Flagpole

Edging around beds, trees etc. (for manicured look and reduced maintenance)

12. Sod * Do you need sod?

Sod Installation

Top soil & finish grade

I don't need sod

CATEGORY 6: HARDSCAPES- PRODUCTS & SERVICES

1. Services/Products Required *

Check the following products and services you are interested in:

Landscape Design	Plant Healthcare with Fertilization
Landscape Excavation	Tree & Shrub Pruning
Fencing/ Privacy Screening	Raised Planter Beds
Wooden Decks	Raised Tree Rings
Rockscaping/Accent Boulders	Entrance Pillars
Barbeque / Fire Pit	Berms
Water Features/Fountains	

2. Irrigation *

a. Do you need irrigation design?

Yes No

b. Do you need an irrigation system? Irrigation Install/Upgrade Drainage Install/Upgrade Gutter/Downspout Drainage

3. Lighting *

Architectural & Landscape Lighting (Night Lighting to extend use of outdoor spaces)

4. Retaining Walls *

Do you need retaining walls? (If so please select a material.)

Native Boulders Timber Limestone outcropping Ledge Rock Manufactured Blocks None

5. Please select any of the following that you may need *

Walkways Patio Steps

Dress-up existing concrete or asphalt driveway/ sidewalk with Brick Paver border or Soldier Course

a. Please identify the Material Type you are interested in:

Flagstone Brick Paver Paver stones Stamped Concrete Other material type

6. Garden Structures

Please select any structures you may be interested in.

Pergolas Arbor Trellis Bench & Planters Storage Shed

CATEGORY 7: TIME LINE & BUDGET

Construction Budget *

Landscaping is an investment that will increase the value of your home. Knowing what your budget is will help our estimators create the best possible landscape plan for you that fits your budget.

1. What is your estimated budget for all of your landscape projects?

2. Please list and prioritize below the landscape projects you must/ or wish to complete first: *

	LANDSCAPE PROJECT NAME <i>(i.e. Front yard or Back yard, Trees/plant material, Sod, Irrigation, Hardscapes; walkways, patio, retaining walls)</i>	ESTIMATED TIME FRAME FOR EACH PROJECT When do you want each project completed?	APPROXIMATE BUDGET FOR EACH PROJECT How much dollars do you plan to allocate for each project?
1st.			
2nd.			
3rd.			
4th.			
5th.			

NOTE: Some landscape projects are best completed on a seasonal basis. Some projects should be done sequentially, while others are most cost effective when done simultaneously. Some projects may be phased in over several seasons/years.

Contact Information

First Name *	Last Name *	Phone Number *
Address *	City/Zip Code *	E-Mail Address *

After you have filled out the information on this questionnaire you can email your answers to us by clicking on the button above

SEND Email to: skyhorse@dmci.net

***PLEASE NOTE THAT YOU WILL NOT BE ABLE TO SAVE YOUR ANSWERS ON THIS FORM TO YOUR COMPUTER AND IF YOU TRY TO SAVE TO YOUR COMPUTER YOU WILL LOSE YOUR ENTRIES AND HAVE TO START OVER.

if you would like a copy of your answers click on the button above to print them out for your records

CONCLUSION

We thank you for the time you have taken to complete and return this questionnaire

It is important to understand that 'Quality' is more than a contractor meeting and exceeding specific industry and manufacturer suggested standards. 'Quality' is really in the "eye of the beholder" and for this reason 'Quality' may mean different things to different individuals. Your response to the following series of questions will help define your perception of 'Quality'. Your definition of 'Quality' will emerge and become apparent. This is the 'Quality' that really matters and that we as contractors are committed to satisfying.

Our Goal is 100% client satisfaction

10 REASONS TO CHOOSE SKYHORSE STATION

- 1) We do what we say we're going to do, when we say we're going to do it and for the amount we say we will do it for.
- 2) We love what we do and it shows.
- 3) We have experienced staff and rarely make mistakes. But if we make a mistake, we admit it and fix it.
- 4) We invest in our equipment and people so that our performance is above average.
- 5) We recognize the need to always learn and be knowledgeable of the new innovations and continually evolve with this fast developing industry.
- 6) We communicate. We will do our best to let you know what's going on with us and your property.
- 7) We have been in the community for many years and take personal interest in our community looking good.
- 8) Our name is on our vehicles and shirts. That means we will work extra hard to keep whatever properties we are seen working on look super.
- 9) We are licensed and fully insured for your protection.
- 10) We solicit and use criticism from our clients. We feel this is the most reliable source of information to get better quicker.