

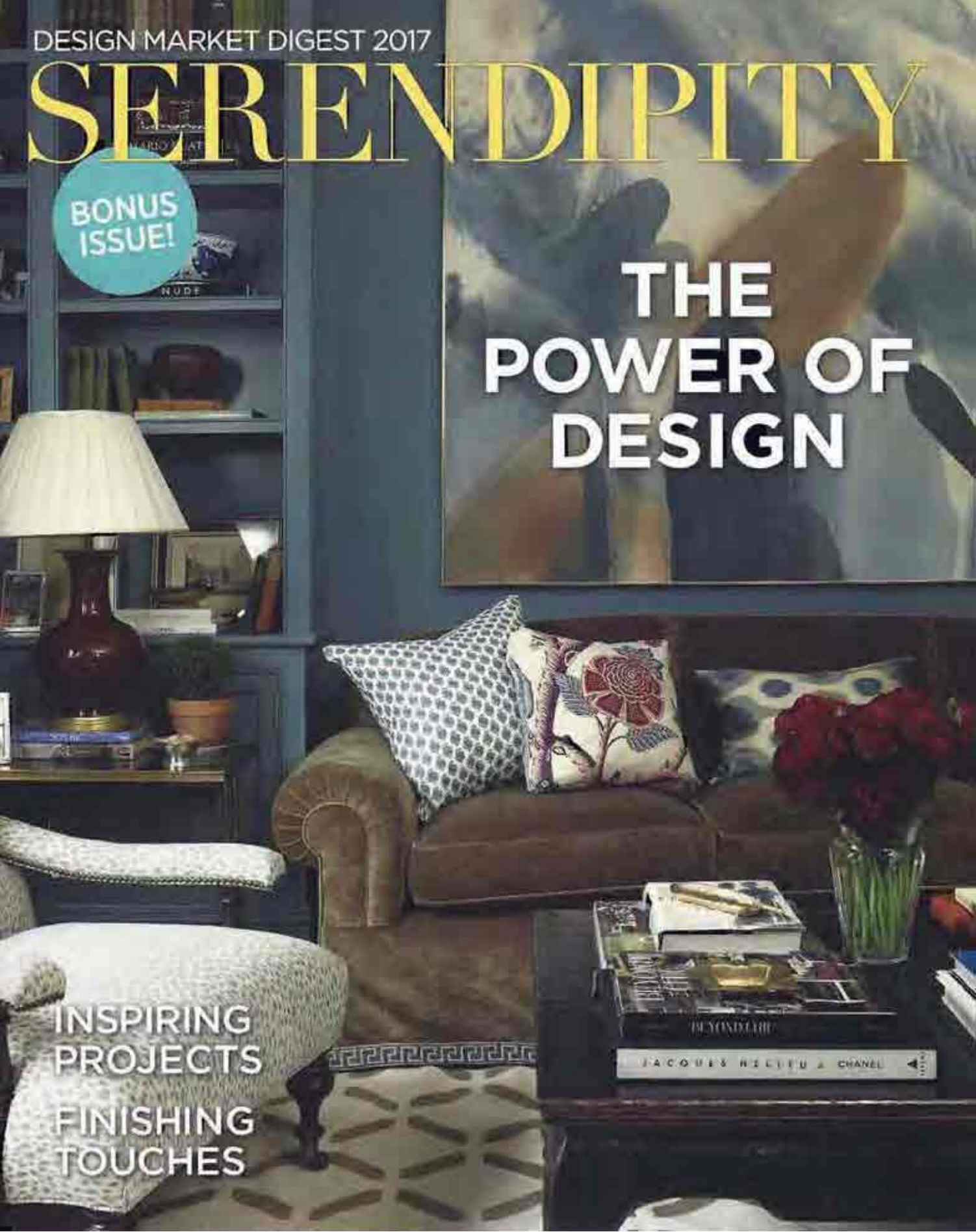
DESIGN MARKET DIGEST 2017

SERENDIPITY

BONUS
ISSUE!

THE
POWER OF
DESIGN

INSPIRING
PROJECTS
FINISHING
TOUCHES





The most successful outdoor spaces are those that are designed for function, like a dining table or barbecue.



How clients want to enjoy time outdoors and water (whether a pool, spa or stream), pinnacles calmness in the summer heat.

Hoffman's landscape award-winning team has been recognized many times over for its outstanding design and maintenance. The company also specializes in complete property management for lawns, gardens, trees and shrubs. Hoffman Landscapes serves Fairfield and Litchfield counties in Connecticut and Westchester county in New York. We talked to Matthew Birch, landscape architect at Hoffman's Design-Build department, who creates innovative design solutions.

What's the first thing you do when you begin working with a new client?

I ask the client for objectives, a walk list and a timeline for the project. I also like to see the history of the property—what they or prior owners may have done with it. It's often useful to research that property as town hall, too. Perhaps it was part of an earlier subdivision or you'll discover an old swimming pool or septic system. These things are critical to know.

Hoffman Landscapes, Inc.

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What do you wish all prospective clients knew about working with a designer?

Most clients have an idea of what they want but the best outcome usually comes about when a designer is given some freedom. Nine out of 10 times when we present our first design to a client, their response is "Wow, I never would have thought of that!" A designer can meet a client's needs in a more creative way.

What one element do you think no design can do without?

Fire or water! Fire extends the season to enjoy more time outdoors—something more clients want today. And water (a pool, spa, fountain, or even a stream) can promote calmness with sound and a cooling factor.

What three pieces should every home have?

Designing an outdoor space is very similar to creating indoor spaces. They're designed for function. We like to define areas for living, dining and cooking.

What is the most common design mistake you've seen and how do you correct it?

Sometimes clients will call us because they don't understand why their plants or shrubs are dying. Frequently, this is because of poor drainage from masonry. Deeds should be noted. When we create landscapes we walkways, patios or retaining walls, we consider all the aspects of construction, including foundation, drainage and electrical, so that future problems can be avoided.