



A CUT ABOVE

Hoffman Landscapes, a full-service firm serving Fairfield and Westchester counties, creates—and maintains—gorgeous outdoor spaces for its customers.

Hoffman Landscapes’ award-winning team has been recognized many times over for its outstanding landscape design and property management. The company specializes in complete property maintenance as well as all facets of landscape architecture and outdoor construction. Hoffman Landscapes serves Fairfield and Litchfield counties in Connecticut and Westchester County in New York. We talked to Michael Walker, one of Hoffman’s horticulturists, who uses his background and expertise to create beautiful landscapes and lawn care plans for his clients.

What’s the first thing you do when you see a property you’ll be working on for the first time?

I always ask the homeowner what their goals are for their yard. Even if they’re asking for a full maintenance program, everyone has a different idea of what that might look like. Maybe they just want a quick sprucing up so they can sell

their home, or perhaps they are avid gardeners looking to diversify their existing plant palette, or maybe they are looking for highly manicured gardens and plant materials for a sleek modern appearance. In my first meeting, I’m looking at how I can merge the client’s wants and needs with what the property is telling me from a horticultural standpoint.

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

With a horticulturist, you’re getting an expert consultation rather than just another sales meeting. I’m trained to look at all aspects of your growing landscape—from lawns to beds to trees—and how to be proactive when problems arise. If there is a troubled area of the property, I’m looking at what’s causing the issue—is it cultural, or insect or disease-related? Instead of just covering it up, I want to make sure it is resolved so the problem does not reoccur.

What inspires you?

I’m inspired by the opportunity to improve a landscape. When I meet with a homeowner who is frustrated with an element of their property because they know it does not look its best, I’m excited because I know I can help. I relish crafting an individual program that I know will achieve that client’s goals.

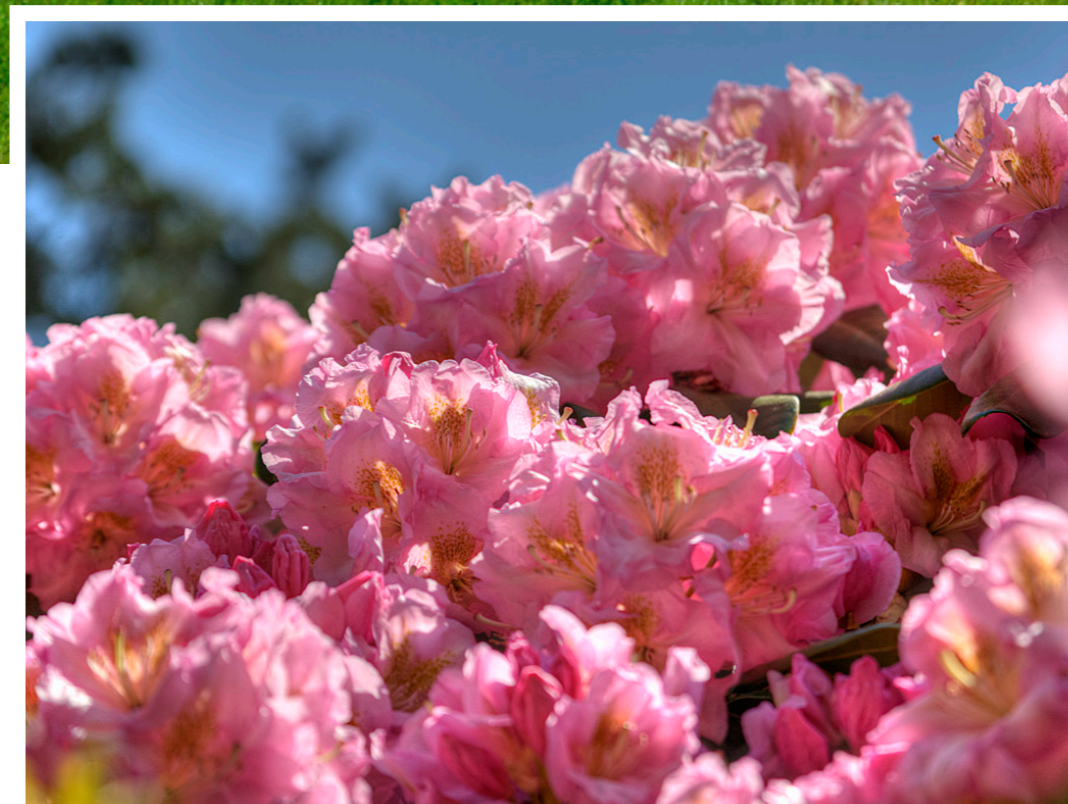
What element do you feel no landscape can do without?

Every property is vastly different, so it’s hard to say. I love anytime we can introduce perennials though; the pops of color and transitions through the seasons really add another dimension to the landscape.

What is the best landscaping advice you give to your clients?

Let your property tell you what it needs. For instance, if you have wet, swampy areas or dry, rocky areas, embrace them! Find plant materials that will thrive in those conditions. I’m a strong proponent of putting the right plant in the right spot—I can’t preach it enough. I want to make sure your plant materials are complimentary in texture and colors, with varied timelines so there is always something in bloom.

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I RELISH CRAFTING
AN INDIVIDUAL
PROGRAM THAT I KNOW
WILL ACHIEVE
THAT CLIENT’S GOALS.