

### LOVE YOUR OUTDOOR SPACES

At Hoffman Landscapes, landscape architects, designers, horticulturalists and craftsmen work closely with clients to achieve their goal. With 30 years of expertise, the company is ready to take on any project, even in the most challenging conditions. Landscape Designer Bob Doerflinger tells us more.

#### How do you connect with your customers to achieve their vision?

Each property and every customer is unique in their own right, and we relish the opportunity to develop a relationship with our clients so we can fully understand and bring their vision to life. The most important part of that connection comes from face-toface meetings where the actual project may not even be at the forefront of the conversation. Learning about who they are, favorite places they traveled to, whether they have pets and so on are all pieces of a puzzle that ultimately forms a great connection and a collaborative vision.

## What would you say is a company signature that defines a Hoffman Landscapes project?

Hands down craftsmanship is our signature. We have an ultratalented construction department here, so the finished details of our masonry and the quality and care with which it is installed is next to none. One of our stand-out styles is a how we install our stone veneer: Using what we call 'deeply recessed joints' our guys hand-work each piece of stone before it's installed to produce a crisp clean finished look—devoid of distracting cement joints.

# With winter approaching and the current Covid-19 pandemic still a concern, what small changes can homeowners make to extend outdoor entertaining into the chilly months?

What most landscapes lack in the later months of the year is light—with sunset creeping in earlier and earlier it really abbreviates the time people spend enjoying their outdoor spaces. With a low-voltage lighting system you can really extend the season without having to make material changes to the spaces you've already established. Another great option that is always a crowd pleaser is a fire pit, these are relatively easy to install and throw off a ton of heat and light.

### Tell us about your favorite new tech innovation to share with clients.

Some of the newest and coolest items we have been working with are innovative options for filtration that greatly reduced the need for salt/ chlorine while still reliably providing the clean, clear pools our clients are looking for. These systems can be managed remotely from your phone!

HOFFMAN LANDSCAPES 647 Danbury Rd., Wilton, CT 203-834-9656, *hoffmanlandscapes.com*