

North State
Gardener

SUMMER 2018



PG. 2

A message from Matthew

PG. 3

Our featured home in this first issue: the Erwin residence in Porter's Neck

PG. 4

Room to grow and improve: the new North State Gardens office

PG. 5

The changing faces of North State gardens

NSG Summer Calendar

July – Lots of mowing; turf and lawn care

August – Lawn treatments and pruning; maintaining flowers through heat

September – Preparing for Labor Day celebrations

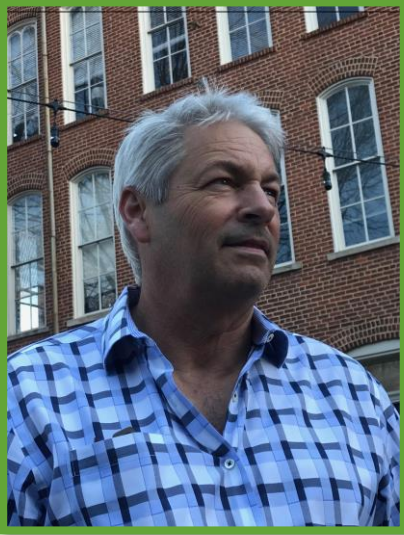


WELCOME TO OUR FIRST ISSUE!

Here at North State Gardens, the past year has brought many changes. We are very happy to introduce this quarterly newsletter in order to share what's new and to keep you informed of upcoming projects. We plan to feature articles that cover topics significant to our clients and to the Green Industry in general. Most importantly, this newsletter is intended to increase our communication with you, the North State Gardens clients.

Check out the new faces on Page 5 – you may be seeing some of these folks around soon. Also, have a look at the Summer Calendar to the left to see our landscaping and maintenance priorities in the coming months.

To all of our clients and suppliers, we wish a very happy and safe July 4th!



Dear Friends,

I am so excited to offer you our first quarterly newsletter! A newsletter is something I have wanted to do for years in order to let you know what is going on at North State Gardens and in your own gardens. In this issue, we will present our new office and facility, new faces on our staff, and a featured project.

There have been many challenges for us since the passing of my father and company founder David Erwin at the end of 2016. At the time, we were in the process of buying some land and a house to become the new home of North State Gardens. With some luck and a healthy dose of hard work, we were able to complete the purchase and to renovate the house into our office. Needless to say, all this was happening while we were trying to

continue our work and make money to finance the project! I am happy to report that we are settling in, efficiency has improved, and the employees love the new digs.

As you know, we had some harsh winter weather in January with snow, ice, and two nights of record-setting low temperatures. We really didn't get a thaw for almost a week, and some of our more tender plants suffered. Especially hard hit were palms and pittosporum. There were some pleasant surprises too like fatsia that didn't seem to skip a beat. Fortunately, a lot of the plants that looked dead at the beginning of spring have started to show signs of coming back, and we continue to watch hopefully. The next task at hand will be coaxing flowers and shrubs through the heat and thunder storms of summer.

As our Maintenance Manager Ben Kennedy nears retirement, finding a person to fill his shoes has been a priority of mine. I am very excited to tell you that we have hired Danny Wils to train with Ben and eventually take over the day to day management of our maintenance accounts and staff. More about Danny later!

For this first newsletter, I have decided to showcase a garden that I get to appreciate and enjoy everyday ... my own home landscape. There is an old saying: "The cobbler's children have no shoes," and this goes for landscapers, too! After three years in my house, I finally took the time last fall to do my own landscaping - always with an eye to sustainability while enhancing the natural beauty of this exceptional part of North Carolina we call home. There are a few features that I think you will find interesting.

Thank you for reading. I hope this newsletter is interesting and informative. Any feedback you may have would be greatly appreciated!

See you soon,

Matthew

LIFE ON THE CREEK



Each month, we will feature some of our current work. In this issue, I want to share what I have done to my own home. When I purchased the land, which backs onto a saltwater marsh, it had not been cared for in many years. I began the transformation by selectively clearing to open views to the marsh.

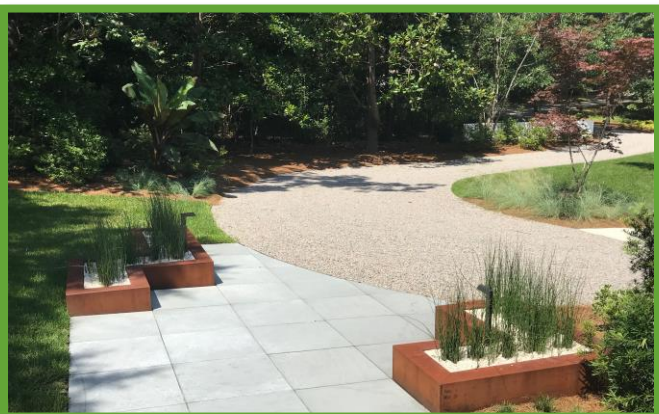
The property shares a driveway with neighbors, so it was not really clear where my property began. My solution was to build a defining wall as an entranceway to our property. The wall is very visible and lets you know that you have arrived. Detail oriented, I searched for the perfect house numbers for a long time!

The existing driveway took you to a garage door, so I added a circular drive that now leads visitors directly to the front of the house. With all our kids, it also improves circulation! I used gravel with a metal edging – it's inexpensive and provides a very neat finish.

In front, custom Corten steel planters and large slab pavers set off the entrance. I used tall Windmill Palms to screen the AC units to the left. A large specimen Pindo Palm will grow to be a focal point on the right.



Out back, I put in sod and enhanced the native grasses. I used few ornamental plantings so as not to distract from the marsh. The lawn curves seductively and is a nice contrast to the native plants and live oaks. I love coming home to this view each day!



ROOM TO GROW: A LOOK AT THE NEW NSG OFFICE

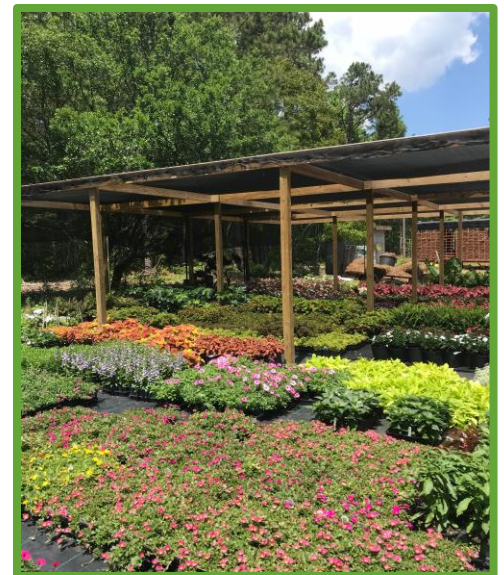


One of the things my dad always wanted to do was change the location of our offices. We rented our former office in Hampstead for about 30 years, and while it served us well, we were busting at the seams for years. The new North State Gardens location on Highway 210 offers plenty of room for us to grow and to expand not only our employee base but our services to clients. There is an area to keep and care for large trees and shrubs as well as a huge space for composting, something we do with all of the grass clippings and lawn debris collected. We have room to store our extra hardscape materials and to plan for future projects – more on that to come!

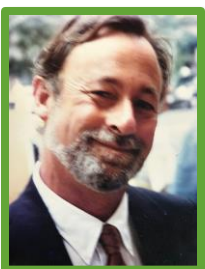
We put up deer-fencing around a large section of our land to provide a secure storage area for plants and flowers and added an irrigation system. There are many advantages to having all the materials needed right at our



fingertips when a landscaping job finally gets the green light. An existing house that stood on the property was renovated to become our office space. We updated the 1970's look with new paint to the brick exterior, built a lovely paver walkway and new parking area, and capped it off with subtle landscaping that accentuates the beautiful live oaks and protected wetlands of which we are now the stewards. Turning the house into a commercial office took months of work – removing existing walls, revamping the HVAC system, insulating, putting down new flooring, and installing several skylights for more natural illumination. A new metal



outbuilding houses equipment and serves as a workshop for the small custom projects that our clients require from time to time. I am happy to say we have an office that everyone in our organization is proud to call home.



- The David Vance Erwin Scholarship -

North State Gardens would like to announce the establishment of a scholarship in the name of our former president and founder, David Vance Erwin. This scholarship will be awarded annually to a student in the Landscape program at Cape Fear Community College.

MEET THE PROFESSIONALS ON THE NSG TEAM



Danny Wils – Assistant Maintenance Manager

With years of management experience, Danny will begin work with North State Gardens in July 2018. He is adept at high-end residential and commercial landscaping, as well as scheduling and job supervision. He will work very closely with Ben Kennedy, our Maintenance Manager, to schedule maintenance, pruning, and other lawn care needs. Danny comes to us from Long Island, New York, with his wife Helen and their two daughters.



Mark Jacobs – Mowing Foreman

Mark has been with North State Gardens since 2006. He manages our mowing operations and he is our in-house mechanic. Many of you have seen Mark's maintenance crew as they descend on a lawn with speed and precision, getting everything in shape in record time. Mark takes his job seriously, and he is very organized. His outside interests include cooking, gardening, hunting, and fishing. Mark is from the Holly Ridge/Surf City area.



Nancy Edens – Office Manager

Mary Scaldaferri – Office Assistant

Nancy (L) has been with North State Gardens for 27 years, and we can say she is the telephone 'voice' of our company. She is adept at answering your billing questions or arranging scheduling changes. Nancy grew up on the Jersey shore, came to North Carolina as a teenager and eventually married a local boy. She enjoys boating, reading, and being with her family.

Mary (R) has been with us since 2007. Among other projects, she handles the all-important time sheets for our crews. Mary grew up in Washington, DC, and she and her husband moved to Hampstead in 2006 to join their children. Mary and her large extended family enjoy the beach, football, food, and most of all just being together.