

# CARGILL SYKES

LANDSCAPE & GARDEN DESIGN

WORKING WITH US

## A SHORT WORD ON PROCESS

### OUR WORK

We are a Design Studio. We enjoy planting out from time to time but generally don't get to work on site. We listen to clients, define a brief and produce creative ideas and designs which we supply on your behalf to a 3<sup>rd</sup> party contractor – who builds the design to our specification for a pre-agreed cost.

### 3RD PARTY CONTRACTORS

We don't have preferred suppliers - There are a modest number of specialist Landscape Contractors we have worked with who we know and trust but we are always open to working with new well regarded Builders or Landscapers. Successful projects rely on collaboration between us, clients, suppliers, architects and contractors.

### FEES

Many Garden Designers charge fees calculated on a sliding scale percentage of the 'contract' value (the total amount spent realising the design). We find that clients find that approach overly complex and they don't like the uncertainty of the final cost. Our preference is to divide the project wherever feasible into 3 stages (a) Design (b) Detailed Design & Costing and (c) Works - and agree fixed fees for each of those stages.

## BASIC PROJECT STAGES

### DESIGN

Following initial discussions, meetings, a site visit and confirmation of our engagement we will work on a “Masterplan” proposal. Depending on the scale of the project this will include plans and a number of elevations of the spaces. The drawings will be annotated to confirm the arrangement along with suggested materials for Hard Landscaping, location for lighting etc. We’ll outline the main elements of the Planting scheme and make proposals for all significant elements such as Trees, climbers and topiary. Outline proposals for lighting and garden furniture may also be included. We expect to present and discuss our ideas before making amendments and revisions to a finished Design Concept.

### DETAILED DESIGN & COSTING

We develop the detail of the design producing a Scope of Works which will include all the information required by a Landscaper to tender and quote for the Hard and Soft Landscaping works. We will oversee Contractor pricing and where suitable competitive tendering. The scope will also include a detailed Planting Plan which will include a scale pot by pot drawing, a schedule of plants, varieties and quantities proposed and quoted costs from selected Nurseries. Some additional Fees may be charged for visits to specialist growers to select and ‘tag’ for purchase large topiary plants or Trees. At the end of this stage clients have a fully costed scheme.

### WORKS

We’ll oversee works attending site to confirm details, solve problems and ensure good communication between contractors and clients. We will manage the supply and delivery of plants from suppliers and attend site to set out and ensure planting is completed to plan.

### EXCEPTIONS

Not all projects fit this model; we may sometimes just undertake design, for other projects we may simply provide planting schemes or services to source plants and trees. Overall we remain flexible and seek to agree upfront what we will do and at what cost.