

PLMSCAPES

Proctor Landscaping & Masonry's Community Newsletter

PRESIDENT'S PERSPECTIVE



2014 has been an amazing year for PLM. We grew our residential customer-base, we added several new commercial maintenance and snow and ice management contracts and increased our hardscape design and installation department by more than 150%. We have also celebrated the promotion of three long-time team members to department managers: Jamal Duckett to Home Building, James Taylor to Commercial, and Aaron Proctor to Residential/Irrigation. We have also added to the team a strong and dedicated office manager, in Ciara King, and a qualified operations manager with several years of banking and management experience, in my brother, Trey. That we were able to seize the opportunity with Roger (Cuyuche), was a further celebration of our maturity and growth as a company. I've known Roger for quite some time and I know his success was built on being a trustworthy and diligent partner to his clients. These are the qualities that his customers deserve and should expect from our team, going forward. I am grateful to the PLM team for their hard work and dedication, to our existing customers for their continued support, and I look forward to working with the more than 120 new irrigation customers in the new year.

PLM ACQUIRES ROGER CUYUCHE LANDSCAPING

Proctor Landscaping & Masonry is pleased to announce the acquisition of Roger Cuyuche Landscaping, a long-time provider of landscaping and irrigation services in Prince George's and Charles Counties. We are proud to welcome more than 125 new customers from Roger Cuyuche Landscaping to the Proctor Landscaping & Masonry family, **where exceptional quality and services are always in season.** We are immensely proud of this marriage of the two locally owned and operated landscaping companies and are confident that new customers will find Proctor Landscaping & Masonry to be a competent and cost-effective service provider.

"The acquisition, finalized in late October of this year, is indicative of the continued growth and success that PLM has experienced since its inception in 2009," stated PLM's President & CEO, Troy Proctor. Mr. Cuyuche's current customers and potential clients will continue to benefit from an effective small business approach as they transition over to PLM. Aaron Proctor (PLM's Residential and Irrigation Project Manager) was also excited about the transaction— "This was a strategic and mutually beneficial acquisition. Customers can rest assured that we have the know-how and capability to provide them with quality services."

PLM AWARDED LANDSCAPING CONTRACT AT CAMP SPRING'S APOLLO

Proctor Landscaping & Masonry—in a teaming agreement with Denison Landscaping & Nursery—has been awarded a sizable contract to provide landscaping and masonry services at Camp Springs' Apollo apartment complex. Apollo, opening in Summer 2015, is a brand new apartment development located directly across from the Branch Avenue Metro featuring one-, two- and three-bedroom apartment homes with high-end finishes and outstanding building amenities.



OUR WINTER SERVICES:

Residential Services:

- Lawn Care Services
- Landscaping Installation
- Trees Shape or Trimming
- Snow Removal
- Irrigation Services

Commercial Services:

- Lawn Maintenance
- Landscape Installation
- Trees Shape or Trimming
- Snow Removal

Landscaping Services:

- Sod Installation
- Trees & Shrubs
- Mulch Installation
- Rocks Installation
- Brick Pavers

WINTER TIPS FOR YOUR LAWN

1. *If leaves start falling, be sure to remove them from the lawn. Leaves will block sunlight from reaching the grass blades; and they will create a hospitable area for mold and bacteria.*
2. *Be sure your grass isn't too high, or you could have problems with snow mold in the early spring - not to mention the grass will take longer to green up. It won't harm your grass to mow it when it is cold, just don't mow it if it is wet.*
3. *Remember to prepare your mower for winter storage: remove the spark plug, drain the oil and gas. Clean off all the grass clippings and get the blade sharpened now to avoid the spring rush.*
4. *Start bringing your patio and lawn furniture in for storage over the winter. Be sure you don't leave items such as picnic tables and grills on the lawn over the winter months. If you do, you may discover dead spots in the grass next spring.*



COMMUNITY & CUSTOMER EVENTS

Proctor Landscaping and Masonry recently participated, as one of six platinum sponsors, in Meredith Management's 2nd Annual Awards Dinner. Meredith Management is one of the largest property management companies in the Washington D.C. area with clients in Charles, Prince George's and Anne Arundel counties. This annual awards event was a great close-out to the 2014 calendar year. PLM's President, Troy Proctor, and Chief Operating Officer, Trey Proctor, attended and were recognized as sponsors of the event. The awards dinner was a huge success with more than 250 in attendance, representing more than 60 homeowners associations (HOAs). From this event, PLM was able to obtain a comprehensive understanding of the many issues that face HOAs, as well as those that are specific to landscaping and contractor interaction. The dinner was an opportunity to celebrate Meredith Management's recognition of exemplary community involvement and service by presenting awards to community leaders and individuals in areas of innovation, organization and commitment. Congratulations to this year's award winners:

- Lancaster, *Capital Improvement Project*
- Acton Village, *Innovative Community*
- Kettering, *Community of the Year*
- Delores Davis, *President of the Year*
- Angelo Wallace, Sr., *Treasurer of the Year*
- Marie Butler, *Volunteer of the Year*

