



While some believe that the process is more important than the final product, we believe that they are one and the same. The more you participate in the design process, the more your yard will reflect your lifestyle. Our design process aims to be fun, affordable, flexible, and efficient. In general, we try to keep our process as organic as the landscape!

THE DESIGN PROCESS-

We generally recommend allowing for at least one month for the entire design process before starting on installation. We do ask that you are straightforward with any concerns, whether they are design, budget, or time-related, so that we can address these issues as they come up. Every job's process is unique depending on the scope of the project and your needs. This example is a typical approach:

The initial meeting is free. We generally walk around and make observations of your yard, talk about your vision, answer any questions about us and our previous work, and bounce around some ideas. Depending on the scope of the project, we may be able to email a rough estimate. We may also ask you to do some research "homework". In the case you already have a design, or the project is straightforward enough, we can provide a final estimate for you.

After receiving the initial estimate, you can sign and mail our retainer contract, securing the next available, or your preferred, date in our schedule.

At the second meeting, we'll provide concept sketches and pictures with an array of possibilities. From this, we can refine the design and will likely provide a revised estimate.

During the third meeting, we will review and finalize the design and bid, sign a Terms of Agreement contract, and ask for a deposit to cover initial material costs. We always try to be flexible even after this point as different inspirations or circumstances often arise.

THE INSTALLATION PROCESS-

While keeping safe, clean, and efficient work site, you will find that the owners of Sage and Stone will generally always be on site, allowing for excellent coordination, communication, and a superbly crafted landscape. We encourage short weekly meetings to discuss any questions or concerns you may have, and to update you on our progress, etc.

ESTIMATES-

The initial bid is rough, and is intended to guide the design process. Because of this, our bids are presented "a la carte", and please note that tax is not included or any applicable permits. Our labor costs are based on rates of \$40/hr. When the design is complete, we will draft up a final estimate, which will correspond with the Terms of Agreement contract.

PAYMENTS-

Each payment plan is different depending on the scope of the project, but in general, you can expect to pay about 50% of the final estimate before any physical work starts (plus tax), and another 30% halfway through the project. The final invoice will include design fees, any add-ons, and the remainder of the estimate.

DESIGNS-

All designs are hand-rendered, and range from basic sketches to formal colored and 3D renderings, depending on what style you choose. Design costs are based on rates of \$50/hr.