



green SIDE UP

OFFICIAL NEWSLETTER OF COASTAL GREENERY LANDSCAPING

Serving Glynn, Camden, Nassau, McIntosh, Wayne, Liberty, Bryan & Chatham Counties | FEBRUARY 2023



4 Red Flags That Result in the Lowest Bid

That lowball landscaping bid looks so tempting. Maybe it promises to save you hundreds, or even thousands. But then, there's that voice in your head saying, "You get what you pay for..." And if it seems too good to be true, then most likely it is. That company is cutting corners somewhere. There can be many factors in a company's decision to turn in a "Lowball" bid. Maybe they are struggling with client retention and are desperate to make the sale. Maybe they have a salesperson who improperly takes measurements and does the old "I'll just eyeball it and hope I get close" mentality. To keep you from falling into that trap, here are 4 red flags that surround lowball landscaping bids:

Labor Short Cuts and Workmanship

Contractors that submit significantly lower bids on RFPs will generally use shortcuts to save money on their own projects' costs and increase their profit margin. You may not necessarily know what's going on, but I've seen it happen time and time again. A contractor says on paper they will use 10 hours on a job but only actually use 5 hours.



Properties of the Month: JANUARY

Waterford Landing *Savannah*



Jekyll Island Club *Support Services*



Gascoigne Condos *Golden Isles*



Beachwood Villas *South*



Each property is selected by the Branch Manager according to the crew's monthly Quality Control report.

Sometimes, I see that 5 men are projected on the job when 2 men perform the work. Some bargain contractors hire unskilled workers and day laborers, resulting in substandard work, poor safety practices, and poor workmanship.

Low Bids Offset by Hidden Costs and Fees

"READ THE FINE PRINT" If a contractor's extremely low bid seems too good to be true, it probably should raise an eyebrow. A winning contractor may have the lowest initial bid, but they will usually try to make up the difference through hidden charges and fees for materials and service equipment not included in the original bid. We see it all the time. When we approach a business and ask why they are considering a change in landscape providers, the answer is most always, "I'm sick of getting nicked and dined to death with my current provider." **Unexpected charges can result in property owners and managers paying an amount equal to or greater than the highest bid originally submitted.**

Greater Liability Risk for Property Owners and Managers

Low-bidding contractors are often not properly licensed and do not carry sufficient insurance for Workers Compensation or General Liability coverage. **These kind of insurance coverage oversights put property owners at a much higher liability risk** in the event of a worksite accident, injury or property damage. Any revenue saved by choosing the contractor with the lowest bid is cancelled out by potential insurance claims or even lawsuits for major accidents, damages or injuries.

Low Quality and Workforce

A Mercedes costs a lot more than an old jalopy, and that's to be expected. **You cannot pay a low price and expect high-quality equipment and people on your property.** Do you ever get excuses, like my equipment broke and I'm waiting on parts, or we meant to edge your hard surfaces and beds but my blades are dull? That is not your problem. Having commercial-grade equipment and certified, experienced crews is going to cost a company more, making it difficult to lowball you and still make a profit. Does the crew that shows up look



professional? Team members should be clean cut and in a safety-visible uniform. Having a professional-looking workforce provides homeowners and property managers with a sense of security.

Choosing an industry leader like Coastal Greenery ensures that your landscape receives the proper quality, safety, and service that all commercial properties need. Plus, you'll feel confident about your decision to award the contract to the right landscaper. Our goal is to take the stress of landscaping off your shoulders so you can spend your time elsewhere. Next time you review landscape bids, keep these 4 red flags in the back of your mind before awarding the job. You'll be glad that you did.

Team Members of the Month: JANUARY

Luis Rivera
Savannah



Norel Valdez
Support Services



Tony Loper
Golden Isles



Wesley Drury
South



These team members display the company core values (Safety, Quality, Leadership, Relationships) in all that they do while working, have excellent attendance, and are constantly trying to improve themselves.

Hiring “Saturday” Labor

With the warmer weather upon us, many property owners are looking to hire “Saturday Labor” to help get their property geared up for spring time. Those who hire “Saturday Labor” because the price is cheaper usually find that they overlooked the risks that are involved.



Well managed landscape companies do not and usually will not compete with “Saturday Labor” because their prices will always be higher. The reasons behind the higher prices lie in the training, insurance coverage, quality, and the cost for hiring trusted employees. When you hire a reputable landscape company to provide services on your property you will be paying for the labor to do the work, the materials to do the work, as well as “PEACE OF MIND.”

What “PEACE OF MIND” can a reputable landscape company give a property owner? I am speaking of the peace of mind that comes with not assuming the risks that are involved with hiring “Saturday Labor.” When anyone (commercial or residential property owner) hires a “Saturday Laborer” to perform work on their property, the property owner will assume all the risks that come with this work. A good landscape company will take all of the risk off of the property owner by having the correct amount AND type of insurance coverage plus other processes and procedures in place to lessen any accidents on a property.

SCENARIO #1:

Your “Saturday Labor” is using hedge trimmers on your property and the hedge trimmers slip and cut the laborer on the leg. **The property owner is entirely responsible** for paying the medical expenses and possible paying court and attorney fees.



SCENARIO #2:

Reputable landscape company: Their safety-trained team member is using hedge trimmers and wearing the proper safety gear. The hedge trimmers slip and cut the team member on the leg. Even with having a safety training process, there will be accidents (we are human, of course). **In this scenario, the landscape company assumes all risks and expenses.**

Scenario #2 can be applied in the same exact fashion when it comes to other accidents that CAN happen like burning turf grass on a property, a tree limb being cut and the limb falls on a car parked on the property, and/or a laborer returns to the property at night and takes something that doesn't belong to them. The cost of doing business with a good, reputable landscape company will be to the property owners advantage. You will pay a little more for the services of the landscape company, but what you get in return is well worth it.



Taming the Wilds

Chances are, there's an area of your property that doesn't provide the enjoyment or usefulness it should. Most properties have some form of what we call "the wild side." It may be a small corner, where roses once bloomed, or an area that could use a stone walkway, lined with flowers, to create a nice entryway.

Almost any area can become easier to maintain, more attractive, and more useful with careful planning.

Unruly areas can become stunning gardens by combining landscape plants and "hardscape" elements like a paver patio and tiered flower beds. Your design options can be limitless with some knowledge and creativity.

Take a good look at your existing landscape and think about the "wilds" you'd like to tame. Seek professional help and advice to get fresh suggestions and ideas for how to bring a space, no matter what size, to full enjoyment.



We're here for *you.*

Helping your property look great is what we do, but making sure you're satisfied is what keeps us going. We've learned that when we focus on complete customer satisfaction, all the rest falls in line.

We're here for you - to follow up on work we've done for you, to answer questions or to discuss further improvements to your outside spaces.

We count on the good name we've built with our customers to get new business. If you have a friend, neighbor or co-worker in need of landscape services, we'd appreciate you recommending us. We'd like to meet them and work with them to beautify their landscapes, too.

Of course, it's always a great pleasure to get a call from a current customer about a new project. Please call us anytime. We'd love to hear from you.



Have a question or concern? We're here to help.

Contact the **COASTAL GREENERY** Team

(912) 261-8171 | COASTALGREENERY.COM    