



 **CLS** LANDSCAPE  
CONSTRUCTION

**Proposal**

## Table of Contents

03 Introduction

---

04 Who We Are

---

05 Our Team

---

07 Why CLS Landscape Construction

---

08 The Construction Process

---

10 The Landscape Design Process

---

11 Case Studies & Testimonials

---

17 Next Steps

---

# Going above and beyond to bring your ideas to life.

CLS Landscape Construction is a landscaping design and construction company that takes pride in providing an exceptional customer experience.

## Who We Are

CLS Landscape is committed to going above and beyond to make your dream yard come to life. When you work with us you get a team of hardworking professionals that are focused on providing the highest level of customer experience possible.

We have been operating our supply store and landscape construction operations in the Calgary and Cochrane areas for over 15 years. Our advantage of owning a supply store means we know the products that are being installed on your project inside and out.

Our knowledgeable team has 25+ years of construction experience, and our seasonal staff training program ensures you always get a high level of service from the planning phase to install. If you have a question during the process, ask anyone in a blue shirt and if they can't answer on the spot, they will make sure someone follows up.

## Quick Facts

Locally-owned and family operated

Established in 2009 as part of a school project on entrepreneurship

Completed over 2400+ installations and full landscapes

65 specialized construction team members



## Our Team



**Janelle Leary**, President & Founder

As one of the founders of CLS, Janelle has been leading the team since the start. Janelle oversees operations, but don't be surprised if you see her hop in the loader to help customers in the yard. Janelle loves collaborating with clients and working with the CLS team to exceed customer expectations. Behind the scenes, Janelle makes sure that everyone on the CLS team feels like part of the family. One of the best pieces of advice Janelle's ever got was that discipline equals freedom. That's why when she's not at work she enjoys travelling the world and raising her three kids with her husband and business partner Cooper.



**Cooper Leary**, Operations Manager & Founder

A self-proclaimed CLS superhuman, Cooper shares his love of providing world-class customer service with CLS co-founder and his wife, Janelle. Together they're a customer service power duo and proud parents to three girls. You can find him in all parts of the business: on-site with the construction crew, working with customers or helping Janelle with management. When he isn't fulfilling his role as the funniest CLS team member you can find him enjoying a round of golf or travelling with his family.



**Scott Flegel**, Vice President Construction

Everyone has 'a guy' they can rely on for all things construction. With over 25 years of experience in construction project management, Scott is our guy. He manages all aspects of install operations, construction staff, equipment and customer interaction on projects. He loves helping customers discover the full potential of their outdoor living space and then working with them to make it a reality. When he isn't at work, Scott enjoys spending time hitting the slopes or boating with his wife and twin children.



**Dane Culbert**, Construction Sales Rep

Dane's background in business operations and construction project management, paired with both formal education and hands-on experience, allows him to confidently develop landscape designs, prepare detailed estimates, and guide clients through projects from concept to completion.

Dane has lived and worked in France as a landscaper and arborist, and when he's not on site, you'll likely find him snowboarding, biking, or spending time with friends and family.

## Our Team



**Paul Jansen**, Project Manager

Paul brings over 15 years of landscaping experience to CLS Landscape Construction. He started as a labourer and moved his way up the ranks and joined CLS as a foreman before moving on to his current role as our project manager. He was born and raised in Calgary, so naturally loves mountain sports like snowboarding and hiking as well as golf and spending time with friends, family, and his fur child. He loves turning a client's dreams into reality and enjoys seeing the before and after of a well-executed landscape plan. Working outside is an added perk of the job!



**Matt Coman**, Project Manager

Matt Coman is a Project Manager at CLS with over 30 years in the landscaping industry. From managing Sunnyside Greenhouses to building his own company, Tuscany Landscaping, Matt brings deep experience and a passion for detail. He treats every project like it's his own home. An outdoor enthusiast, he enjoys boating, biking, and camping—and lives by the motto: never quit, never give up.



## Our Construction + Install Crews

We hire the best construction and install crews. Individuals that love working hard, spending time outdoors and take pride in a job well done.

## Why CLS Landscape Construction

- Award winning
- Detailed proposals and cost estimates
- Nine efficient installation teams with experienced management and coordination leads
- Fully Licenced and Insured
- Our Construction Guarantee (see details below)
- Complimentary supply business
- Two brick and mortar locations so you can see products in person and choose
- Head office with management team
- Multiple payment options
  - Visa or Mastercard
  - Cheque
  - Direct Deposit

## Our Construction Guarantee

At CLS Landscape we are committed to ensuring you are extremely happy with your completed landscaping project for many years to come. We place a great deal of emphasis on producing the highest of quality work. Warranty on specific products varies, so please ask your estimator for warranty plans on the products used on your project.

Warranty claims are rare but in the event of one the following procedures will be followed:

- Contact the office
- Our Product Manager will get in touch with you to review the issue
- We will rectify the issue in a timely manner with one of our friendly crew members



## The Construction Process



### Step 1: Questionnaire

The first step for any project is the initial questionnaire. The questionnaire is intended to share insight into what is important to you, understand how you envision using the space, the purpose of a new design, budget range and what features you are interested in. Once completed, the questionnaire is sent to our team, and they will be in contact (within 48 hours) to schedule the next steps.



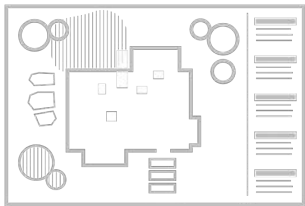
### Step 2: Site Analysis

We follow up with a consultation phone call to discuss details and to schedule the initial site meeting and analysis. During this call we review your questionnaire together and gather site information. From there we begin creating options and will schedule subsequent meetings to review the ideas and create your plan together.

- Phone call to review questionnaire and schedule site visit
- Site visit to review style, features, plants and furnishing preferences

**To Prepare:** It is ideal to start with a Pinterest board or collection of photos for us to review together. The in-person meeting typically lasts 1 hour and we require your budgetary expectations at this time.

*This stage typically takes a week or two.*



### Step 3: Creating A Plan or Landscape Design

Depending on the size of your project we will either create a plan to sign off on or involve a Landscape Designer at this stage. If your site is a single project then we provide a list of materials and costs for review and sign off. If your site includes multiple projects we recommend creating a landscape design.

- Single project plan: under the 15 - 20K range
- Multiple project plan: over the 15 - 20K range

A landscape design includes drawings and planning views, product selections and drainage plan.

#### Sample project costs:

##### Option A - \$3,500

Front yard with mulch bed, 10 shrubs, a tree and some sod

##### Option C - \$12,500

Option B, plus a completely enclosed fence

##### Option B - \$6,500

Option A, plus sod in back and a stone pathway down the side of the house

##### Option D - \$20,000 and up

Option C, plus a patio, retaining wall, fire place, outdoor kitchen, deck and more

Note: Site conditions and product selections can affect the above budget ranges.

- Phone call with design team to review and approve site plan or design
- Emails to send revisions to final plan

*This stage typically takes two to four weeks.*

## The Construction Process



### Step 4: Pricing / Contract

Once we have a plan in place the pricing is firm and we send you a contract with all the information for you to review and sign off on. We then schedule the crew and request an initial deposit that reflects the overall cost of the project.

You will get a phone call from a sales rep to review pricing and any optional extras. At this stage we review the technicalities and get clarity regarding what is and is not included in the project. Then we get you booked into our production calendar.

*This stage typically takes one week.*



### Step 5: Construction

One to two weeks before your scheduled start date the construction or project manager will be in touch to review your project requirements. We will ask you to confirm the scope of work, discuss delivery and do a walk through for any pre-existing damages. We make phone calls to mark your utility lines, materials are delivered to site and assigned crew begins work.

We will require you to be present on the first morning work starts so we can introduce you to the crew and complete any necessary paperwork. On a weekly basis, you will receive an email from our Construction Coordinator to give you updates.

*This stage typically takes one to four weeks.*



### Step 6: Completion + Warranty

Throughout the construction process we check in to ensure your project is progressing according to plan. After your project is completed your warranty begins and is a period that lasts one year from the final payment. Each product we install has detailed warranties that are outlined in your contract.

## The Landscape Design Process

Often when think of our dream yard, we consider the aspects that we want to include – plants, a fireplace, a small garden wall, a built in BBQ station – but we have a hard time envisioning how all of those would come together. This is where professional help comes in handy. Landscape designers have an extensive knowledge of how to incorporate colours, materials, textures, and placement of plants and trees into a backyard of any size.

As with any well executed project, the key is to start with a clear plan. A landscape plan provides you with the opportunity to explore and evaluate different materials and options to create a design which achieves your goals and maintains your budget. Starting with a landscape plan will provide you with a clear understanding of what to expect during construction, gives the construction team clear direction to follow, and ensures that everyone is on the same page.

### Packages and Pricing Information

There is a high level of detail and care taken in constructing a landscape design, and as such, there is a cost to the service. Design costs will vary based upon your overall needs and requirements for your landscape projects.

#### Do-It Yourself: \$500

We offer a Do-It Yourself package that starts at \$500. Tailored to create a simple and clear design which you can follow and construct yourself. This DIY package offering includes a site meeting at your property, a black and white to-scale drawing of your design, and a written list of materials and plants included in the drawing.

#### Custom Package: \$650 - \$2500

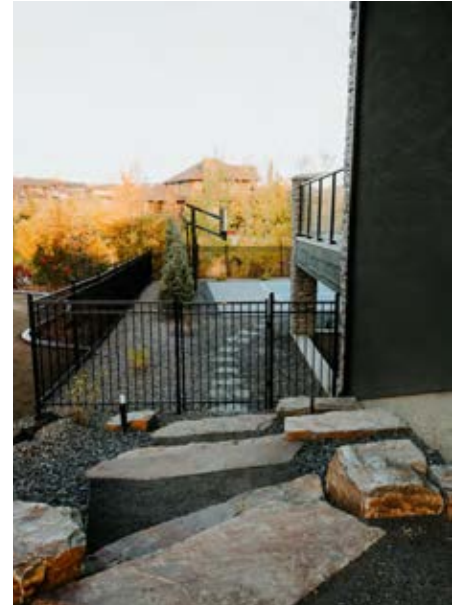
If your landscape needs require more details and specifics, we offer a variety of packages ranging from \$650 up to \$2500, which provide many layers and levels of construction details and landscape plan components.

With any of our packages, you will receive a detailed landscape plan which includes the required information to successfully construct your project. Work typically begins with a concept drawing to explore initial ideas, and then evolves based upon what you like or dislike. On the final drawings, you will see a detailed landscape plan with all of the specific materials for your project, as well as material take off lists which include plant material sizes and quantities, as well as area quantities to help when ordering products. On larger plans, we get into specific construction details, which thoroughly explain how to build the desired feature. These details will vary based upon each project, however they are always at a level in which they can be followed and constructed easily!

Learn more about the landscape design process - [click to view.](#)



## An Active Family's Outdoor Playground: Watermark Home Case Study



We designed this playful landscape for an active family who wanted a space that everyone could enjoy all summer long. The first step was a design consultation and creating a landscape plan that included everything on their wish list. In order to ensure they could achieve all the features they wanted, we had to accommodate for a slight grade change in the property and install a full drainage system underneath the landscape.

This highly-customized landscape features:

- A sport area with natural stone steps leading to the court from the house
- A mini putting green with artificial turf and supporting concrete
- Ornamental black aluminum fencing surrounding the yard
- A fully automated irrigation system for a healthy low-maintenance yard

The result is an incredible yard where this family can spend their summers enjoying their very own outdoor playground.

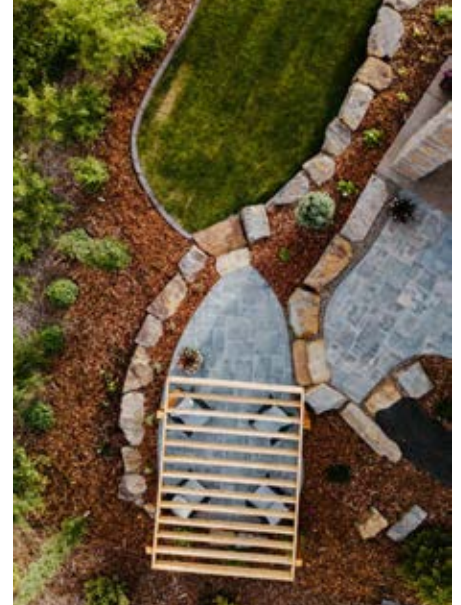
Project Cost: \$100,001 - \$150,000

Landscape Alberta Awards:  
Award of Merit

[Click here](#) to see a walk through



## A Polished, Backyard Perfect for Hosting: Watermark Home Case Study



The goal with this landscape was to create a classic outdoor space to match the sophisticated feel of the home. This complex project started with a full design consultation and a complete landscape design that required community approvals. The first step after approval was grading this landscape to manage the steep leveling changes from front to back. To manage this, we added a natural stone retaining wall in the back yard and natural stone steps down each of the sides of the home. This allowed our client to have a fully functional landscape while keeping the refined look.

Interesting site features include:

- LED landscape lighting throughout the landscape
- Abundant plantings and greenery throughout
- Fully automated irrigation system for easy maintenance
- Underground drainage systems with French drains
- Custom built and stained cedar wood pergola
- Beautiful paving stone patio

These features helped to create a beautiful, low-maintenance outdoor space perfect for hosting and to enjoy all year long.

Project Cost: \$100,001 - \$150,000

Landscape Alberta Awards:  
Award of Merit

[Click here](#) to see a walk through



## Front Patio Heaven



Reinventing the porch our grandparents used to have, we designed the front patio to include a fire bowl with rocking chairs to complete a home to grow old in! For this inner-city home built by CNJ Developments, we wanted not only a beautiful backyard for kids to play in but a modern and usable front yard space.

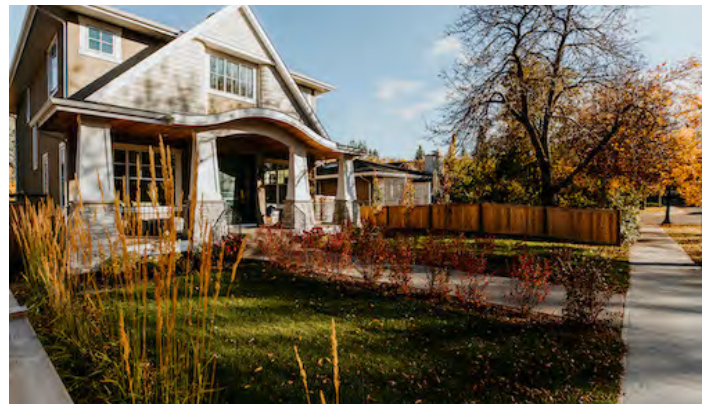
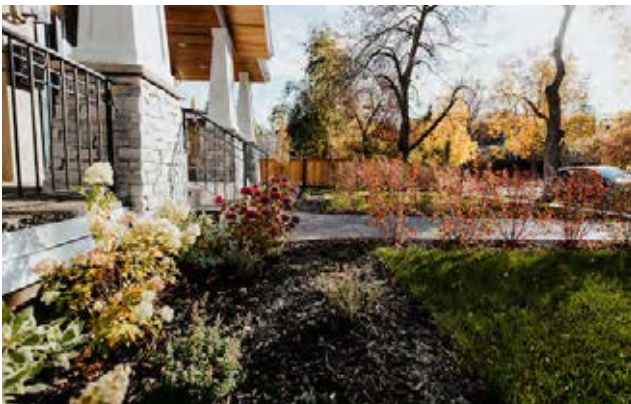
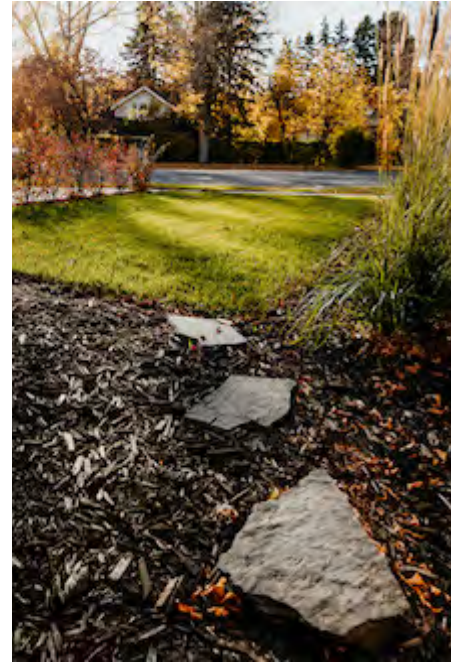
Project Cost: \$50,000 - \$75,000

Home Builder: CNJ Developments

Stand out features from this property:

- Feature rundle boulders
- LED landscape lighting
- Trees from Stewart Tree Farms
- A selection of easy to care for plants for a low maintenance garden
- Deck by Maverick Decks
- Custom fireplace by House to Home YYC
- Bella Turf for a low maintenance backyard
- Belgard Melville Tandem Retaining walls

## Timeless Outdoor Space In Mount Royal



We teamed up on this new build located in the historic community of Mount Royal. The design had a beautiful east coast vibe for this very classic-looking home. We wanted to bring an established feel to the newly built home and stay true to the look and feel of the neighbourhood, which has large plants and flower beds throughout.

Builder: Malliot Homes

We included the following features in this project:

- Natural stone steps creating a walkway through the front and backyard
- Plants, trees and greenery throughout front and back yard with sod installed throughout

## Multi-Level Backyard Paradise



This couple had purchased a new home in the beautiful community of West Hillhurst and needed to start from the ground up with their landscaping. They wanted a great space in the front to sit on a patio and enjoy the sun. The back needed to be an area where their dog could run around freely. The major challenge was that the backyard was mostly made up of a hill that went right to the back door.

Home Builder: Trickle Creek

Included in this project was:

- A retaining wall built in the backyard
- Two levels of flat space on the hill with flower beds and trees that could be used for planting and seating
- A beautiful front patio with a stone patio and plants and flowers

## What Our Clients Are Saying

*I love home design and my husband is very handy but as a busy nurse with 3 boys at home, I knew that we would need to call someone in to help us achieve our vision for the backyard. We heard about CLS through our home builder Watermark, and after doing a bit of research decided that CLS was the right partner for us. They did not disappoint. The team helped us to pick out the perfect plants for our yard (even helping to advise us with materials to deter the pesky hares in the neighbourhood), had great attention to detail, and were very hard working. I could tell they really take pride in their work. We love our yard and would definitely work with them again.*

- Carmella, Homeowner

*I originally worked with CLS a number of years ago to purchase materials to build a retaining wall in my front yard and enjoyed the customer service I received so I reached out again for a quote when I wanted to redo my entire backyard. I shopped around and got quite a variety of quotes, but Cooper and the team were reasonable and excited to take on the project. There were a few little issues here and there with the landscapers but the CLS team really take pride in doing things right, so things were always taken care of promptly. My new backyard is beautiful, and I've already referred two friends to CLS and will continue to. The owners really have a sense of integrity in their work that I value.*

- Julia, Homeowner



## Next Steps

The scope of your project will determine the timeline for your project, but a typical project takes 2 weeks to a month to complete from start to finish.

1. Contact us to review your questionnaire and schedule a site visit
2. Site visit to discuss style, features, plants and furnishing preferences
3. Landscape plan or design meeting
4. Detailed estimates and timelines
5. Book construction crews

Click to watch this welcome video from Cooper!



Contact CLS Landscape Construction

825.205.9557

[construction@clslandscapesupply.com](mailto:construction@clslandscapesupply.com)



## Let's get to work!

We're looking forward to building your dream yard.

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