

January 2022

Fresh from the Garden



JANUARY EVENTS

**Employee Discount Days
50% Off**

January 13 & 14, 27 & 28

**Martin Luther King Jr.
Day**

January 17



EMPLOYEE ANNIVERSARIES

Years of Service	Employee Name	Location
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MANAGERS:

56	Linda Yugovich	MO
42	Rick Vespa	MO
14	Michael Grundman	ACO
3	Amy Goodwin	PN

ASSOCIATES:

18	Sally Miller	RO
8	Arnulfo Diaz-Lopez	LC
3	Suzanne Bazner	PN
3	Pamela DeWitt	ACO
2	James Causey	RO
2	Sally Donley	WB
1	Alyssa Kroll	PN



OBSERVATIONS

Happy New Year!

by John Darin, President



Do you remember when you were a kid, when you went outside after that very first snow fall? The anticipation and excitement you had for that FIRST step into the fresh white powder. That is how we can look at the New Year! A chance to begin again, a time to enjoy a breath of fresh air, a clean slate to step out on the right foot and make an impression.

In a business sense, the new year can also mean reflecting on processes, working toward bettering routines, and coming up with new ways to improve performance metrics, financial goals or customer and employee satisfaction. All of these things are thought through and analyzed, discussed and reviewed with the management team for many months leading up to January. We work on the Business Plan with many of these things in mind.

For us at English Gardens, I also think a new year should be a time to reflect on all the wonderful things that the team did and accomplished in the past year. 2021 surely was exceptional!

Dearborn Heights: \$3,564,000 in sales for the year! Way to go team!

West Bloomfield: The WB team coming in at \$6,506,435 in sales! Another amazing year!

Clinton Township: \$5,863,590 in sales! What an awesome achievement CT team!

Eastpointe: Ended the year at \$2,721,834. Best sales figure ever achieved for this team!

Royal Oak: Way to go team RO! Hitting best sales ever for the location – at \$11,783,970!!

Plymouth: Reached \$6 million in sales! At \$6,002,456 the PN team set another bar this year!

Landscape: Surpassed the installed sales target, ending 2021 at a record breaking \$6.3 million! Also a record year of signed sales – \$7.5 million!!

Landscape Sales Designers: Sales team had 4 million \$\$ sales people: Stephanie VanHaverbeck, Jamey Gutierrez, Valerie Tarquini & Brian Dale.

Thank you for all of your hard work and commitment during all of 2021. Cheers to you, your health and safety, and to a prosperous new year!

John Darin

2021 ACKNOWLEDGMENTS

Milestone ANNIVERSARIES

5 Years

Steven Brincat	Tristin Pickett
Brian Dale	Dena Serrato
Sima Haghpasand	Kimberly Vineyard
Margaret Hammond	James Wilson

10 Years

John McLean	Bryce Stefanic
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15 Years

Gregory Pizzino	Darrell Youngquest
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20 Years

Donna Pierce	Stephanie Vanhaverbeck
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30 Years

Leigh Pierson

55 Years

Linda Yugovich

Promotions

RETAIL:

Nick Banks – DH GM
Marie Goforth – WB DSM
Christopher Scott – RO MIT Nursery
Eric Stanis – PN DSM
Lori Tempest – CT Keyholder
Lauren Thomas – DH Supervisor

CORPORATE:

Rachel Darin – MO Merchandising MIT
Julie Diaz – ACO AR Specialist

LANDSCAPE:

Josh Kincaid – Crew Leader
Kevin Reich – Crew Leader
Tyler Thorne – PO Assistant Yard Crew Leader
Rebecca Wagner – PO Yard Crew Leader
James Wilson – PN Nursery Superintendent

Achievements & Awards LANDSCAPE

The entire Landscape design sales team surpassed each of their individual goals!
Way to go Stephanie, Jamey, Valerie, Brian, Carolyn, Erika, Jarod, Sterling and Jim!

MGIA AWARDS:

Valerie Tarquini won GOLD
for the Gronewald residence.
\$100,000-\$250,000 for
landscape reconstruction.



Stephanie VanHaverbeck won GOLD
for the Hirou residence.
\$50,000-\$100,000 for landscape
reconstruction.

Brian Dale won SILVER
for the Massaron residence.
\$10,000-\$25,000 for
landscape reconstruction.





Tell Us About It



Dearborn Heights - Love driving past your store at night. You brighten my spirits. Great job!! Thank you!! I grew up just south of your Dearborn store. Great memories of Christmases past walking up Christmas Eve to get our tree and then dragging it home the two blocks. Your store is very special to me.

West Bloomfield - I had a lovely experience shopping at the English Gardens location in West Bloomfield. The young woman at the cash register who has bright red hair (I forget her name, my apologies) was so sweet and helpful. It warms my heart to know young people like her are out making their way in the world.

Clinton Township - This past Saturday, my wife and I went to your Clinton Township store shopping for a new artificial Christmas tree. Unfortunately, the one we liked was sold out except for the display model. When I inquired about the tree, your associate, Michelle Wieferich, jumped into action - she sold us the display model, broke it down and bagged it up for us, all with a smile and very helpful attitude. She certainly exceeded my customer service expectations! Thank you.

Royal Oak - Every visit has been a pleasure. The staff is friendly and knowledgeable. Products are fantastic!

Landscape - English Gardens completed a landscaping project for my mother Joan this past spring/summer. I wanted to take a minute to pass on our compliments, and a thank you, to you and your staff.

The project consisted of a new design, front and rear, as well as drainage and lighting improvements at my mother's home in Plymouth. With your help, the result was better than we imagined. We were impressed with the landscape designer Jarod Fritchman. He is very knowledgeable. His interest and passion for his field clearly shows. Jarod is a pleasant, well-spoken man. He actively listened, made suggestions and changes until we were happy with the result. There was never any question or surprises about what work would be done or when. Meetings were punctual, communication was quick and clear.

The crew deserves recognition as well. Bryce did a great job keeping everything moving and overcoming the obstacles that are part of any project. He had a very reassuring determination to resolve issues quickly and smoothly.

Brendan was awesome. At times it seemed like he was in two places at once. He was a hard worker and really knew his job. Everything seemed done for a reason. No wasted effort or re-do. He was also mindful of the details. The site was clean every day when they left.

Carlos deserves mention too. He did a fine job at every task I saw him do. He worked as if it was his own home.

Our experience with English Gardens Landscaping was excellent. Because of the great result, and your great staff, particularly Jarod, we have already contracted additional work for the 2022 season.

A Fresh New Year

A few weeks ago, I was speaker for a group of wonderful young women in the School of Business at Wayne State University.

Many of the students were asking questions about my business and personal life.

One question that always seems to be asked is "How did you overcome and push past the obstacles in your life? My answer is" I look at obstacles as opportunities."

I know that many of the positive opportunities I have had, may not have happened if I didn't have to rethink the situation due to an obstacle. A fresh start and new way of looking at something brings a boost of energy and enthusiasm that is an incredible catalyst.

It can motivate you to get things done, change habits that weren't serving you well and form new habits that are in line and reflect your new direction, values, and goals.

I am very grateful for the many opportunities that enabled me to start a clean slate, a new chance to start fresh and look at something again in a completely new and different way.

Wishing you a wonderful new year ahead.

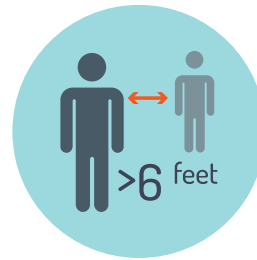
Love, love, love, Florine

In April 2021, Florine Mark sold her Weight Watchers franchise in Michigan and Ontario. She continues to write her monthly column for our newsletter as a Wellness influencer, Author, Motivational Speaker, and Podcast Host. Connect with her at: FlorineMark.com



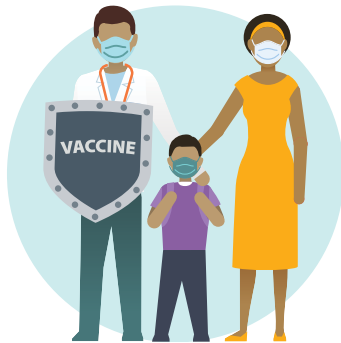
COVID-19 Vaccines

Vaccines (shots) are one of the tools we have to fight the COVID-19 pandemic.



To stop this pandemic, we need to use all of our prevention tools. Vaccines are one of the most effective tools to protect your health and prevent disease. Vaccines work with your body's natural defenses so **your body will be ready to fight the virus**, if you are exposed (also called immunity). Other steps, like wearing a mask that covers your nose and mouth and staying at least 6 feet away from other people you don't live with, also help stop the spread of COVID-19.

Studies show that COVID-19 **vaccines are very effective** at keeping you from getting COVID-19. Experts also think that getting a COVID-19 vaccine may help keep you from getting seriously ill even if you do get COVID-19. These vaccines cannot give you the disease itself.



The vaccines are safe. The U.S. vaccine safety system makes sure that all vaccines are as safe as possible. All the COVID-19 vaccines that are being used have gone through the same safety tests and meet the same standards as any other vaccines produced through the years. A system in place across the entire country that allows CDC to watch for safety issues and make sure the vaccines stay safe.

Different types of COVID-19 vaccines will be available. Most of these vaccines are given in two shots, one at a time and spaced apart. The first shot gets your body ready. The second shot is given at least three weeks later to make sure you have full protection. If you are told you need two shots, make sure that you get both of them. The vaccines may work in slightly different ways, but all types of the vaccines will help protect you.



www.cdc.gov/coronavirus/vaccines