

Cayuga Landscape Company, Inc.

2712 North Triphammer Road* Ithaca, NY 14850

(607) 257-3000 * FAX (607) 257-5242

www.cayugalandscape.com

Greetings,

A bald eagle silently flapped southward as we walked along Cayuga Lake this morning in Stewart Park. but otherwise all was quite still after yesterday's great rain. Under the Babylon Weeping Willows along the lake shore, we could look clearly up to Salt Point in the distance. The hills shone here and there with muted reds and gold, but the warm wet weather has tamed the normal colorful riot of fall color. In the poem by Robert Frost. which many of us remember from childhood. he writes: "so dawn goes down to day. Nothing gold can stay."

And so it seems so far this autumn. But: there is more to come! A tapestry of gold and russet foliage from the hickories and oaks on the steep slopes is yet to appear. And the weeping willows around the lake will glow with bright yellow foliage in late November.

The winds blow and the leaves scatter, but our hardy crews have the equipment and knowledge to tidy up your lawns and gardens and put them to bed. Fall is an excellent time for dormant pruning. And some beds must be fertilized and mulched before the deep freeze ahead. Tree trunk guards and fencing should be installed to protect garden plants from browsing by deer and rabbits. It is hard for us to remember to plant Dutch bulbs now. but we are always grateful when they dazzle us with spring color. Daffodils, tulips, and crocus are marvelous. but we invite you to experiment with unusual bulbs, such as Spanish Bluebell, golden Winter Aconite, or blue Camassia. which is a truly stunning bulb, native to the damp meadows of the Pacific Northwest.

Here at Cayuga Landscape. we have faced many challenges running a business in the Covid era. We formerly had a summer staff of 55 people, but now make do with 10 fewer workers. And that trend is not changing. so please secure your spot in our very tight schedule early this year. We also are coping with inflation on several fronts, including fuel, scarce supplies. wages, and benefits. We support the New York State Paid Sick Leave law that took effect in 2021. This is an employer-paid benefit that allows workers to take 40 hours each year for sick time, family care, and other uses. Most workers take all that time and so the cost must be spread over the 30 or so weeks of the working landscape season. These absences, and our short staff, have made it harder to provide you with timely service. I very much appreciate each of you for your patience with our service during this difficult period!

Our company also has good news for the community and our clientele. We have purchased the beautiful farm and garden center property on Auburn Road known as Bakers Acres. This 80-acre farm has apple orchards, greenhouses, ponds, buildings, as well as crop and forest land. The property is only a 10-minute drive from our garden center. We intend to grow annual, perennial, and herb plants, which we do not currently have the space for. We will establish a retail garden center with a different focus and inventory from our current facility. It will take a year to fully develop this property as a horticultural destination, but we will be open in the spring of 2022 with limited hours.

In other news. we are delighted to introduce a new member of our design and estimating staff. Hannah Rasmussen graduated with a Masters degree from Cornell's Landscape Architecture program in 2021. Hannah has previously worked as a gardener at the Cornell Botanic Gardens and has excellent landscape design skills. Her arrival is already helping with our design backlog.

Please return the enclosed Fall Checklist. or let us know by email or phone that you would like us to take care of your property as we have in the past. If you use the checklist. please add your

Cayuga Landscape Company, Inc.

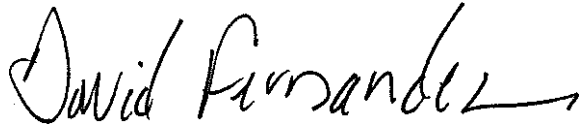
2712 North Triphammer Road* Ithaca, NY 14850

(607) 257-3000 * FAX (607) 257-5242

www.cayugalandscap.com

preferred phone number, email address, and any special instructions. Also, let us know your preference for leaf disposal: on-site compost piles, curbside pickup, or Cayuga Landscape haul-away. We look forward to leaving you with a tidy and well-protected landscape, safe from animal marauders and winter weather. Thank you for your business!

Sincerely,

A handwritten signature in black ink that reads "David Fernandez". The signature is written in a cursive style with a long horizontal stroke at the end.

David Fernandez, President

Cell: 327-0243, E-mail: dfernandez@cayugalandscap.com