



# Sponsor SPOTLIGHT

**JEFF CRANDELL,**  
*Owner Of Scapes Inc.*

**Tell us about your family.** I grew up in Lothian, MD. I am married to my beautiful wife, Julie. We have three children: Dylan (8), Lea (6) and Lauren (2).

**Tell us about the events that led up to where you are now.** I attended Xavier University in Cincinnati, OH and graduated in 2001 with a degree in business marketing. After graduation, I moved back to Lothian. During college, I had started mowing lawns during the summer to make extra money. I continued to do so after college, as well, although I also worked in sales for an



electrical supplier. I started my business with a Ford Ranger truck, a push mower and a broom!

**What is your business and how and why did you start your business?** Today, our business, Scapes, Inc. is in its 12th year. We are a full service design, build and maintenance company. Our mission is to enhance the beauty and value of every client's property while exceeding their expectations every step of the way. I started this business for two reasons. First, I wanted to be my own boss. Second, I love being outdoors and making a difference in the lives of our clients by creating functional and enjoyable outdoor living spaces.

**What sets your business apart from the rest?** We do what we say we are going to do and stand behind our work. This is a simple thing that a lot of companies don't do in today's business world. We are in constant communication with our clients to ensure that if they have any questions and/or concerns during a project that they are taken care of. A lot of the projects that we undertake are both a financial and lifestyle investment. We want to make sure that our clients are 100% satisfied with what we are doing and enjoy the process. Whether we are building a new pool with a pool house or doing a simple patio or walkway, we treat everyone the same. A lot of our design/build clients turn into maintenance clients upon completion of their projects. We gain their trust and confidence and take over the maintenance of everything on the exterior of their home. Our Total Care Program includes services such as weekly mowing, bed maintenance, mulching and annual plantings to name a few.

**Given your business expertise and the nature of what you do, what advice can you offer to the residents?** Clients should do their homework when selecting the company that they choose to do business with. Talking with past clients and seeing a few completed projects can go a long way in making sure you're dealing with a company that can deliver what you are asking. We spend a lot of time and effort in making sure that we are using the best construction methods and products available. This ensures that once we are completed with your project that you will be able to enjoy it for years to come.

**What else we should know about your business?** We are a two time winner at the Mid-Atlantic Hardscaping trade show and were featured in an episode of *Curb Appeal* on HGTV. We are ICPI, NCMA and Landscape Industry Certified and licensed by the Maryland Home Improvement Commission.

*For more information about Scapes, call 410.867.6909 or go to [www.scapesinc.net](http://www.scapesinc.net) or [jeff@scapesinc.net](mailto:jeff@scapesinc.net).*