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DESIGN IN GREATER LOS ANGELES AND CENTRAL COAST

Raising the Bar

For more than a quarter century, Pacific Outdoor Living's breathtaking spaces have set the standard for exceptional California outdoor living.

Twenty-five years and nearly a thousand five-star reviews have passed since the Morrill family founded Pacific Pavingstone. In 2010, the success of that start-up effort encouraged Terry Morrill and his sons Chad and Trent to expand the business into Pacific Outdoor Living, an undertaking that quickly grew to be California's leader in all things outdoors.

Now the largest and most respected landscape design and build firm in the Los Angeles and Central Coast areas, the Morrills are entering their second quarter century at the head of the pack; the family leads a uniquely

people-driven and customer-focused company where their founding principles of exceptional customer service and innovative design are deeply rooted and still thrive today.

"It takes a five-star team to earn five-star reviews," laughs Terry, Founder. "That's where it all starts for us—having the best team delivering the best design and construction you will find in California."

Terry's seemingly boundless energy and infectious enthusiasm reflect Pacific Outdoor Living's trajectory straight to the top of the outdoor living market and belie his octogenarian status.

While he has no plans to slow down any time soon—he's currently planning the firm's next evolution as it expands into interior spaces—Trent and Chad's presence within the company's ranks of more than 100 employees signal the future of the company for Terry, as does their ongoing commitment to creating innovative workflow standards and efficiency systems.

"There is a correct methodology and technology to doing things right," Terry explains. "Codifying those systems means our team will continue to deliver consistently excellent service long into the future."

DESIGNED RIGHT, BUILT RIGHT, ON TIME, ON BUDGET

"Pacific Outdoor Living is a name that evokes a lot of respect and trust from the industry and our clients," says Julian Montford, Landscape Design Director. "Living up to that reputation is a responsibility all of us—from the ground crews up to the Morrills—strive for in every facet of our work."

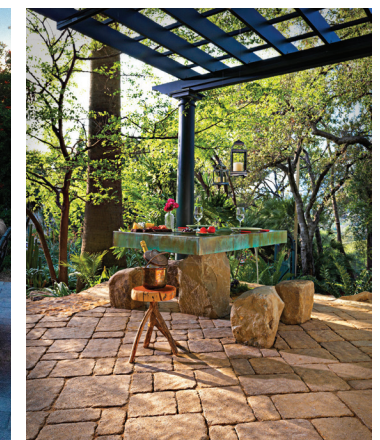
A 23-year veteran of the industry, Montford views his role as one of mentor and guide to clients, helping them define their vision for their outdoor space and then developing an all-encompassing design plan to bring it to life. Collaboration is central to that process, from working with the clients on the concept to coordinating with the company's estimators to ensure that budgets are value engineered and meet the clients' parameters.

"Collaboration, communication, and transparency are everything to us," says Montford. "We provide the highest quality work you will find anywhere, and we want the process to be seamless and the budget where you need it to be."

Pacific Outdoor Living delivers its beautifully designed and expertly installed spaces through its unique five-step process. Starting with a detailed site analysis, the process continues with an initial consultation, the creation of a design concept, and 3D renderings in the final design phase. The fifth and final step is construction, where all the planning and preparation pays off. Through it all, Montford and his design team are with clients every step of the way, ensuring a worry- and surprise-free experience.

"We love seeing every project come to fruition," says Montford. "These are spaces for creating memories, and it's a privilege to provide that to our clients."

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