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Snapshot with Nursery Professionals



'It's more than just a landscape to us; it's a garden that has a soul to it.'

Written By: American Nurseryman Staff

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Company name: Designs for Greener Gardens Inc.

Owners: Nancy Lowry Moitrier and Pierre Moitrier

Location: Annapolis, MD

Year established: In 1996. But Nancy's experience in horticulture began much earlier. "I was surrounded by plants as a child, and my chores were always in the garden," she says.

After graduating from The Pennsylvania State University, University Park, with a degree in horticulture and working full time in various garden centers, Nancy joined the staff of the US National Arboretum in Washington, DC, as a gardener for the arboretum's Asian collection. At the same time, she was taking garden design and maintenance projects on the side, using the pickup truck her father helped her purchase. "One thing led to another, and I had the opportunity where I could pursue Greener Gardens full time," she says.

Pierre, a native of France, holds a degree in countryside management and works out the hardscape details for Nancy's designs. "We're both really passionate about what we do," Nancy adds.



Type of operation: “We maintain estate gardens, which is really fun because wealthy people generally have beautiful gardens,” Nancy says. The Moitriers divide their time evenly between estate-garden maintenance and garden design and installation. “We try to explain to people that we create gardens,” Nancy notes. “It’s more than just a landscape to us; it’s a garden that has a soul to it.” The couple works out of their home, which also showcases their talents.

What’s unique: “We create an ambience in a garden, an atmosphere,” the professional explains. And some atmospheres are more out there than others. She is currently working with a client who wants something “out of Oz – Willy Wonkalike.”

“Not all of our clients are that excited to have something that is sort of off-the-wall and different, but they are the ones that we are hoping for and always working to find and connect with,” Nancy continues.



Challenges: Finding employees who understand that horticulture is hard work is a continuous challenge, Nancy reports. “It’s hot, it’s cold, sometimes [it’s] monotonous work, but it’s beautiful,” she says.

Long-term goals: Nancy and Pierre hope to build a staff that is committed to growing with the company.

Contact information: Designs for Greener Gardens Inc., 1001 Old Bay Ridge Road, Annapolis, MD 21403; (410) 626-6122; www.greenergardens.net.



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