

2021 Winter Newsletter

Billy Goat Lawn Service

Message from the Owner – Bill

I hope everyone is doing well and you and your family had a safe and wonderful holiday. 2020 was hard for many of us. Although we are all facing the same pandemic, it has been harder for some than for others. It feels more like an eternity than just a calendar year, we are all looking forward to 2021.

Some of you may or may not have known, Michele also worked part-time at an Amazon like distribution center in Hanover for the past 4 years. She was an order picker-packer that fulfilled mainly office and cleaning supplies for schools and businesses. With the canceling of most in class learning and many offices operating at minimum capacity, Michele was temporary laid off due to lack of production back in early December.

Michele doesn't know when or if she will return to her former part-time job anytime soon. We need to look at our financial situation going forward. Currently, Michele is leaning towards getting more involved in the business by working with me more out in the field. In the past, Michele volunteered her time unpaid, working in the office and those times she was helping me at a customer's property.

We need to accerlerate changes in our business to accommodate our combined efforts and give our customers even more value for the price. This is actually very beneficial to our customers with groundskeeper plans. While I'm maintaining your lawn, Michele will maintain your garden beds by pulling the weeds and keep those hedges, bushes and/or shrubs under control as needed.

We try to be transparent as possbile by being an honest and credible people in the eyes of our loyal customers. Prices for our services have been and will continue to increase as needed. My current minimum rate is \$40 per hour for added services. Michele's minimum rate will be \$20 per hour. Look at it as buy one and get another for half price.

If you don't already have a Groundskeeper Plan or want to add another service, I highly recommend you take advantage of this great plan. Of course we don't want to pressure anyone if you are not interested or can't justify the added expense.

Message from the Office Manager - Michele

As always, we greatly appreciate your business. Thanks for all the cards and gifts we received this holiday. We are so thankful for having so many loyal customers, really means a lot to both Bill and I.

I myself, look forward to 2021. It was a very stressful year working my part-time job during this pandemic. Being considered an essential industry "frontline" worker, I was required to come to work and put myself at risk of exposure. I showed up each and everyday and did my job until management told me they were temporary laying me off until further notice. Could be up to a year if or when they call me back.

I was not shocked since orders have decreased ever since schools closed back in March. I'm more so relieved I was laid-off. This gives me time to prepare to work with Bill out in the field more often starting coming Spring.

For the past couple of years, Bill has averaged 50 mowing accounts each summer. Now that it looks like I won't be returning to my part-time job anytime soon, we will need to aquire additional work for the business. Hopefully our existing customers will request more additional services that we don't already provide them. We rather cater to our current customers first before seeking new customers. So if there is anything else you would like us to do on a routine basis, please let Bill or I know. Could be little tasks such as, sweeping off your back patio, picking up sticks, watering outdoor plants, fill bird baths and/or feeders.

With both of us working in your yard (as needed), we will continue to meet or even exceed your expectations this season. Expecially those with Groundskeeper Plans. Other than Mother Nature, there should be no reason your property shouldn't stay nice & tidy all season long.



Still Got Leaves?

We want to thank our network partners, Randy of Dulin Cut & Trim and Carlo of C.F. Contracting Services, in combining forces with us in tackling leaves this past fall. Between all those days of rain and high winds, we were able to remove tons of leaves from properties fast and efficient. In return, saving each of our customers tens to hundreds of dollars over the course of the season compared to what other landscape companies charge.

We will be making our final rounds to properties that still have a few leaves left in the lawn and garden beds. For those with yard holiday decorations, we will complete cleanups once you take down your lights and displays.

If you did not contact us for leaf removal during the fall and are still interested in getting your yard cleaned up before Spring, please contact us for a free estimate. Progress payments are available. We will be out and about all winter long (weather permitting) up to the end of March offering leaf removal.

If you contact us in April or later, rates will be 1.5 times the normal rate. Be sure to contact as soon as possible to avoid the added charge. After Easter weekend, we will be switching to lawn mowing mode and large leaf cleanups will need to be scheduled on weekends.

Winter Special – Overgrown Area Cleanups

Reclaim your yard!!! Winter is the best time to remove or cut back overgrown vegetation. Typically, customers will save up to 50% of what it would cost during the hot summer months. So if you have those unsightly vines and other unwanted overgrowth around the house, shed, fence line or other areas on your property, please contact us and we will gladly supply you with an estimate. On a budget? No problem, we accept progress payments (Pay as you go).

Building a Beaver Dam?

We noticed some of our customers have a collection of sticks and branches in their backyards. If you like an estimate for us to haul them away to the county recycle center, please let us know. We typically charge up to \$105 per trailer load. On average that includes 2 hours of labor (\$80) to cut branches into small sections (if needed) and pile them into our trailer. Haul debris to the dump and unload (\$25).

Mulch Service

Starting this season, we are changing the way we do mulch. We plan to have all early bird mulch jobs done by Easter, which is Sunday, April 4th (weather permitting). This means, we will start garden bed clean-ups in early March and hopefully have your mulch installed by Easter weekend.

If you are interested in mulch this year please contact us before March 1st to reserve your spot on our list. No need to contact us if you have mulch service on your Groundskeeper plan. We already added you to our schedule.

If you want mulch after Easter, rates will be 1.5 times the normal rate. Please understand, early to mid April is when the lawn mowing season typically starts. We don't want to get bogged down with large mulch installs once grass cutting kicks in. Especially when we will most likely be taking on more mowing accounts this Spring. Large mulch installs will need to be scheduled on weekends.

Snow Removal Service

Our network partner, Carlo of C. F. Contracting Services LLC, offers snow removal in the Glen Burnie and Pasadena areas. Service routes are limited so check availability and pricing as soon as possible. Call 410-207-6929

Snow Blower Repair Service - Bill

Snow blower won't start and frustrated? Skip the repair shop and give me a try. I'm not a certified mechanic but I do know a thing or two about snow blowers and other small engine equipment. If your machine has been sitting and collecting dust for the past 2 winters, you could have starting issues because of old gas that was left in the tank and especially if left in the carburetor.

Most of the time, draining the old gas, cleaning the carb and adding fresh fuel will take care of the problem. I make house calls to your home. General Diagnostic starting at \$20 for the first half hour. Repair labor rate is \$40 per hour. Part(s) cost not included with labor. Machine Pickup & Delivery (If needed) starting at \$20. Please refer me to your friends and family as well.