

Y E W D E L L G A R D E N S



February 4, 2010

To whom it may concern;

It is my sincere pleasure to provide this letter of reference for Environs, Inc. As the executive director for Yew Dell Gardens in Crestwood, KY, I have worked with the Environs team and particularly with Mike Smiley, on several projects over the last 7 years.

The relationship between Yew Dell and Environs covered the time during which Yew Dell grew from a concept (new botanical garden occupying a historic homestead and family nursery) to a fully functioning botanical garden that now serves thousands of visitors from more than 45 states and over a dozen countries each year. The Environs team has worked with Yew Dell board and staff members to address a wide range of issues from broad-ranging master planning projects to vehicular access and parking challenges, and right down to the detail fine tuning required to prepare a historic property to accommodate visitors.

In all the projects on which we collaborated, the Environs approach was a refreshing blend of creative thinking and pragmatic implementation. They addressed seemingly insurmountable challenges with creative, aesthetically pleasing, and economical solutions. A particularly beneficial aspect of our relationship with Environs is Mike Smiley's relationship and approach to working with contractors during project implementation. While many landscape architects resort to an adversarial approach, Mike maintains a professional and collaborative relationship with contractors and as a result, is able to achieve a better end product.

Based on all our work with Environs, I have no reservation at all in offering my highest recommendation. They are a technically talented group with a delightfully personable approach to client relationships. Please feel free to call if you have any additional questions.

Sincerely,

A handwritten signature in black ink that reads "Paul E. Cappiello". The signature is written in a cursive, flowing style.

Paul E. Cappiello, Ph.D.
Executive Director