



RENOVATION NATION

New construction has dropped off in virtually every region across the country. Savvy contractors have turned to more-reliable landscape renovation work.

By Lindsey Getz

With new construction drying up in most areas and customers tightening their purse strings because of the economy, renovation work has become a growing part of landscape companies' business, nationwide. While that may mean smaller projects, many companies say it's also meant more steady

work. And since an update can be easier to sell than a complete replacement, landscape business owners seem to be embracing this growing part of business.

"In most markets, certainly ours, it's very rare to do a total redo on a landscape nowadays, even on an existing home," says Andrew Blanchford, president of

Blanchford Landscape Contractors in Bozeman, Mont. "And new construction has really dried out. So it's been a natural transition to start doing more renovation work."

Blanchford says that while his area has fared better than other parts of the country, since new construction still exists to some degree, those jobs have gotten more com-