



GALLIVAN CORPORATION

Brendan Gallivan - President

Success Magazine: Brendan, you started your career in landscaping at an early age. What inspired you to become a landscape professional?

Brendan Gallivan: I grew up on a farm and have always been happiest outdoors. From a very early age my brother and I both knew we wanted a career that involved being outdoors. As a youngster I often worked alongside my grandfather, and since he was a self-proclaimed fanatic about keeping his lawns meticulous, I guess that attention to detail rubbed off on me. I love seeing our talented team turn a pile of stone and other materials into a work of art as they literally transform properties; it's truly a very rewarding and inspiring career.

SM: You have developed your company from a residential lawn cutting service to a landscape master design and commercial corporation. How did you have the vision to plan such a dramatic expansion?

BG: It honestly was a natural progression. We worked with some consultants and began to bring on diversified, talented staff members that allowed us to expand our services. I also feel our expansion was a direct outcome of clients liking our work, our utmost professionalism, and high attention to detail. People want to deal with somebody they can trust, and one that maintains an impeccable code of ethics. The vision also included expanding our staff training

programs. We are very proud of our staff and encourage and support ongoing training so they are on top of industry trends and innovations. We want our staff members to enjoy a long future with us. We also highly encourage creative thinking and team collaboration, on every job site.

SM: You have had many great years of growth and expansion, but as an entrepreneur, there are times when the trials and tribulations are too much to bear. How do you get through those difficult times?

BG: It's no surprise that any business, of any nature, will more than likely experience some tribulations along the way. I believe it's part of being an entrepreneur, and nobody is exempt from experiencing some challenges along the way. I work closely with two of my siblings, Shannon and Sean, and I believe having family around—after all, they understand you better than anybody else—can really help. I also believe that if you keep your eye on the big picture, grow at a steady pace rather than growing for the sake of growth, and keep believing in your staff and your business, the difficult times will always pass, and will have helped make you stronger and a better business person along the way. Learning from your mistakes is also key... and I have learned a lot that way!

SM: You weren't raised with a silver spoon. How did you finance your expansion and continued growth?



BG: We are a first generation business. The business has grown literally from the ground up, since I bought my first used lawn mower as a young teenager for \$180, fixed it up, and filed for a DBA by age sixteen. Our growth is due to our good staff, our good clients, and a good circle of supporters. I have never believed in overextending myself, rather growing and then reinvesting in the business at a pace that is allowed by the growth cycle, and not beyond. In farming terms, you reap what you sow, and that is true with us.

SM: No man is an island. How did you develop your team?

BG: Our process is very much a collaborative team effort. We are so fortunate to have assembled a team of professionals who each bring unique experiences and ideas to the table. The more ideas and experiences we offer our clients, the better the final product will be. I also believe it's important to make sure you have the right people working for you; they should

share your values and vision and be allowed to grow within the company. In addition, my sister Shannon has also been very instrumental in our corporate growth and has been pivotal to our team.

SM: Who are some of your key people and what functions do they perform?

BG: Every person on our team plays a key role; from our landscape design staff and landscape management staff, to our field managers, they are all dedicated to completing every project to not just meet, but to exceed client expectations. Our landscape crews are the best, as is our management team.

SM: You have diversified through the years. What are the key components of your corporation?

BG: Some of the key components of Gallivan Corporation include: architectural services, landscape design and build, landscape lighting, landscape management, and snow and ice management.

SM: You have given back to the community throughout the years. Why? What projects and charities do you donate to?

BG: I believe it's important to give back to the community that helped us get to where we are today; we couldn't have done it without the community's support over the years. Being a good corporate citizen is at the very center of our business.

Several months ago my brother Sean and I spoke to an economics class at Tamarac High School, our alma mater, about being entrepreneurs. That was exciting, as those kids are our future. We also co-sponsored a fundraiser for Oakwood Christian School for their "Race for Education" event. Additionally, we support the Arthritis Foundation, as well as many efforts for the American Cancer Society, and many more organizations.



Giving back is something we just do, not necessarily something we talk a lot about.

SM: What separates you from other landscaping companies?

BG: As previously noted, we one hundred percent believe in investing in our talented staff with continual training/education opportunities so they can grow within the company. Additionally, every staff member takes great pride in the work they do. We also take the time to learn what the clients' wants and needs (and budget) are, and we are meticulous in our work every step of the way. We don't cut corners, and we aren't happy unless the client is happy. We sincerely care about how the final

product reflects upon us and our brand, and never lose sight of that important fact.

SM: What drives you to succeed?

BG: I believe it was my upbringing on our family farm. My parents were both very hard workers and they instilled the value of a dollar—and that you have to earn it—at a very young age. There were five of us kids in total, and we all had to work for every quarter we made. We were all taught to follow our passion, and that our passion would drive us to succeed. I also believe that "success" is defined by each person differently, and I feel grateful and very blessed for what my passion has provided me over the years.





ANATOMY OF A
GALLIVAN LANDSCAPE

Take a tour of one of our professionally designed and installed landscapes...

Let us help you imagine the ways to achieve the true potential of your property

A professionally designed and installed landscape is a guaranteed way to increase the value, livability and appeal of your property. At Gallivan Corporation, we are experts at creating beauty in outdoor spaces and we are ready to transform yours.

Our comprehensive services include:

- Master Plan Designs
- Landscape Installations
- Landscape Lighting
- Landscape Management
- Snow & Ice Management
- Holiday Décor & Lighting

Contact us to schedule a consultation with our design staff. We will look at the ways your family uses your home and custom design a landscaping plan that is perfectly suited to your lifestyle and budget.

Call 518.271.6100 to schedule a consultation.

