

Client Profile



Grandeur is in the Details Excellent Property Requires Excellent Grounds

Trammell Crow Company “gets it.” From solid beginnings in Dallas in 1948, it has become a dominant player on the world stage of commercial real estate development, building management and brokerage services.

Since 1991, when Lighton Plaza opened its doors, the three-building complex has anchored Overland Park’s business corridor, one block west of College Blvd. and Metcalf Ave. The property’s all-star tenant list attests to the excellence of the complex. From the Italian marble that graces the lobbies to the complimentary fitness center, tenants find no detail is overlooked in the facilities, grounds and management of the plaza.

Trammell Crow appreciates working with a groundskeeping service that also “gets it.” “We’ve used Signature Landscape for over 15 years in this market and for the last two years at Lighton Plaza,” says Craig Cooper, vice president of property management for Trammell Crow. “They pay attention to detail as well or better than anyone.”

Cooper explains that the landscaping of the property makes a crucial first impression for visitors to the plaza. “We often have institutional owners come to town, and the grounds are the first thing they see,” he says. “We consider the immaculate landscaping Signature provides to be a hallmark of Lighton Plaza.”

Cooper notices the precision Signature crews use to cut perfect tree rings and their use of the right equipment to produce a crisp, clean edge at boundaries. “When they complete a mulching project, there’s not a single piece out of place,” he continues. “My account manager, visits often and frequently makes suggestions to enhance the property or save the owners money,” Cooper says. Recently, he pointed out some large flower pots on a concrete patio.

“He reminded me that those pots were not only damaging the concrete, they were also expensive to hand water,” Cooper explains. “He recommended an in-ground planting solution that saves money, protects the concrete patio, and frankly, looks better.”

For Cooper, it comes down to using a landscaping service that can handle the full range of services to high standards and grandeur of a premier property like Lighton Plaza. As far as he is concerned, Signature Landscape “gets it.”



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