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To: Mr Jeff Sousa, President of Sousa's Landscape and Management
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From: Andrea Dismont & Delaey Robinson

Date: May 15, 2004

Re This Old House Project

We would like to thank you for participating in the PBS This Old House Bermuda Project. As an important member of the team, you were able to recognize the enormous PR coup that this program was for Bermuda. The island beat out Atlanta as the winter location spot for its 25th season winter anniversary season. The show dedicated 8 half hour programs to highlight Bermuda and its construction methods. With a weekly television viewership of 4 to 5 million weekly television viewers and an extended monthly reach of 53 million people when adding in its magazine, television and website, it is clear that this provided a major promotion opportunity for the island, that it couldn't have afforded otherwise. In 2004, the show will run twice on PBS, and then will be syndicated on HGTV forever. Sousa's Landscaping and Management's participation was essential in showcasing top-level landscaping and construction methods available locally.

We were most impressed with Mohammed Farooqui's design. On our first meeting, we had mentioned how we had visited San Miguel Allende in Mexico and had fallen in love with the idea of a totally enclosed courtyard that was hardscaped yet still lush with tropical plants. In addition, we had mentioned how we loved their usage of fountains. We were delighted with his translation of that experience into our own Latin courtyard complete with tropical palms, swimspa, hot tub, and sun water fountains set on Mexican river rocks placed in the shape of sun rays. His first design met our needs so perfectly that no modifications were needed.

Moreover, we were impressed with the execution of his design and management of his team when placed under considerable time pressure. The Sousa's team was out in the rain and wind often until late at night in order to meet the March 12th filming deadline. Mr Farooqui was able to politely wrest the courtyard away from the construction crew who were hogging it for storage. In addition, he was able to remain calm throughout the process. In only 17 days, Sousa's was able to turn the backyard from an overrun junkyard into a fantasy private courtyard with travertine tile, water fountains accented by bright tiles and retaining walls in Frieda Kahlo blue and yellow.



Prior to this experience, we were unaware of the impact landscaping can add to a building and more importantly, how it can tremendously increase the value of a property. We would strongly urge all home-builders to consider landscaping in their budget from the outset, and to involve landscapers early in the building process.

Mr Farooqui advised us to include lighting in the courtyard, a request about which we were indifferent. On the night of March 11th, imagine our surprise when it appeared that the sun had set in our water fountain jars! The effect was magical coupled with various spotlights aimed at our giant bird of paradises and palms. As a result of the lighting, we can now enjoy our courtyard around the clock.

We would also like to express our appreciation of the ingenuity of landscaping our parking area. Mr Farooqui's idea of using sawn telephone poles to create a retaining wall was marvelous, along with his idea of using crushed limestone for the walkway. Lettuce, tomatoes, broccoli and other vegetables have already been enjoyed from this garden.



Jeff, we cannot thank you enough for the joy you have brought to our lives. Our courtyard is a genuine outdoor room extending the livable space of our home. We often forgo eating at local restaurants, and order take-out instead so that we can enjoy eating al fresco at home. Finally, the miracle that was worked on our property, has added to the revitalization of St Georges, Bermuda's UNESCO World Heritage site.

We wish you the best of success with your firm. May you continue to spread your magic.