

Nexus transformed Jerry's For All Seasons in Scranton, Pa., from a former KFC restaurant to a modern, classy destination.



Navigating The Road To Retail

Nexus helps independent garden centers steer clear of roadblocks in new construction.

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Building codes, public hearings and runoff regulations, oh my! Constructing a new retail garden center or revamping an existing one has never been more complex. And the more developed your community is, the more restrictions you may encounter before securing your permit to build.

With 40 years of experience building commercial greenhouses and retail garden centers, Nexus Corp. in Northglenn, Colo., has the expertise to help retailers navigate through the municipal approval process. Known for its strong commitment to the industry, Nexus was recognized



Jerry's For All Seasons is really strong in Christmas sales. Even with the older, smaller facility, the garden center made money and wasn't stuck with excess inventory, Jeff Warschauer says.

as Garden Centers of America's Supplier of the Year in 2003. In addition to working closely with customers to assess very specific needs, Nexus has engineers on staff who can stamp blueprints with your local state seal in most states. This expedites the approval process. "It takes a long time to get permits, not 1 to 2 months but a year to three years," Nexus' Vice President of Sales Jeff Warschauer says, adding that if permits aren't secured, materials shipped to the site risk being damaged, misplaced or weathered.

In the future, he predicts energy codes will be the biggest issue and will pose problems for glass roofs, which can't be insulated. These codes will greatly impact choices in coverings and associated costs. "When you're looking for an architect, try to choose one who is famil-

iar with garden centers and greenhouses, because there are special exceptions allowed for greenhouses in many cases."

Beyond local regulations, the biggest trend in building new garden centers is integrating an array of emerging lifestyle departments. Warschauer notes an increase in metal-covered structures to protect merchandise from fading and melting. At the same time, you don't want a metal roof over plants. A compromise is to have glass on the sides and ends to provide indirect light.

"We're not just a plant garden center structure industry anymore," he says. "Are you strictly selling plant material or are you selling bakery, fine furniture and outdoor living products? If it's the latter, you're not just a garden center anymore." TGC

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