



SERVICES *and* PRICING GUIDE

MULBERRY & MOSS

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HELLO *and* WELCOME

I'm so glad you're here! If you are newly engaged, Congratulations! This is such a special time in your life and we are so honored to be considered as part of your vendor team. This guide was created to help clarify our proces and help you envision what it would be like to work with us. Take a moment to browse through and get to know our brand.

Sarah xoxo



Hi, I'm Sarah

FOUNDER & OWNER

I am a Southern California based Portland native with a degree in Communication Studies from Cal State Long Beach, and a floral certification from the Southern California School of Floral Design. My business was started in 2013, after working my way through college in high-end retail flower shops and as a freelance designer for some of LA's largest and most reputable event studios. The vision for Mulberry & Moss was centered around a desire to create more intimate, special gatherings with a naturalistic feel and a high attention to detail. To this day, we value artistic quality above all else and every design that we create is a work of art.

@mulberryandmoss

OUR *Style*

While wedding trends change from year to year, a naturalized style remains timeless.

The success of our little floral studio comes from a passion for finding a peaceful harmony between color, setting, season, and flower selection. After bouncing from one busy LA floral studio to the next and seeing countless ballroom wedding designs in my early years as a designer, I discovered that I felt most at home when working in a relaxed, natural style, celebrating the intimacy of flowers up close. I realized that while wedding trends change from year to year, a natural look remains timeless. Our ideal wedding look is luxurious yet comforting and familiar at the same time.

We found our niche in designing events where the flowers look and feel as if they belong - as if they were planted there, kindly paying tribute to their surroundings while gracefully nodding to the style, taste and story of the couple. This is what we aim for with each and every wedding design we create.

Services and pricing guide





We take 10-15 weddings per year, carefully selecting our couples that we feel are the best fit based on size, style, venue and location.

OUR *Story*

Mulberry & Moss began in the kitchen of my apartment after I graduated from college. After the first three years, my wedding business had grown enough to be able to acquire a 1400 sq. ft. studio in Santa Ana and begin expanding my team. We still work out of that same studio today.

In the year of 2019 we executed over 60 events, and since then our we have continued to grow year after year in style, quality and scope. Since then, we've gradually reduced our number of events so that we could devote more individualized attention to each couple. We now take 10-15 weddings per year, and we carefully select our couples that we feel are the best fit based on size, style, venue and location.



*We work closely with
our clients' hired
planners and designers
and specialize in
highly stylized
weddings with a
luxurious yet relaxed,
garden-inspired
aesthetic.*

”

INVESTMENT

Pricing and Minimums

Full Service Minimum

\$20,000

Premium seasonal blooms, fully custom design, and an exquisite attention to detail are the base standard when you book Mulberry & Moss for your wedding day. An entry level package covers personal flowers, a statement ceremony arch and aisle, and low centerpieces with votive and tapered candles for most weddings up to 150 guests.

Premium and Destination Weddings

\$40,000 +

All of our wedding packages come with a truly thoughtful display of elegance and detail, but for those seeking a higher level of luxury - including overhead structure embellishments, multiple custom installations, guest counts exceeding 200, or locations beyond Orange County + Los Angeles, we recommend a starting budget of \$40,000.



WEDDING *Process*

01

Customized Design Proposal

Once we've gathered some initial details, we'll create a detailed proposal and estimate to present our version of your floral fairytale and make sure it aligns with your vision.

02

Revisions + Follow Up Call

After you've had a chance to review your proposal, we'll set up a call to chat through anything that needs adjusting and send you a second draft.

03

Contract + Deposit

Once you fall in love with the design, all that's left is to make it official! We'll lock in your date so that you can cross florals off your list!

04

Fine Tune + Final Payment

About 30 days before the big day, we'll touch base to chat about any final changes, double check your order and make any necessary updates. We follow your planner's lead on scheduling your mockup meeting, if desired.

05

Delivery, Setup, + Breakdown

Our job on the wedding day goes beyond delivering your floral arrangements. We design your ceremony arch by hand, place each and every arrangement and light every candle. We make certain that every detail is perfect, including repurposing any items from ceremony to reception before we depart. A typical installation time is a minimum of 6 hours on site.

WHAT TO *Expect*



Premium quality flower selections



Premium designs with an airy yet luxurious look and feel



Personalized touch and attention to detail



Knowledgeable guidance through design choices and logistics



Above and beyond care and dedication to your event vision



Highly skilled on-site design team



Thorough, timely and organized setup and breakdown



Consistent and prompt communication every step of the way

CLIENT *Testimonials*



Amy said...

Sarah took the time to understand our vision and then executed it flawlessly, incorporating meaningful details and going well above the call of duty. Sarah is a true talent and she and her team were an absolute pleasure to work with.



Jenny B. said...

I am incredibly thankful for their talent and kindness throughout our wedding planning. Our day was changed and canceled many times over the last year, and Mulberry and Moss rolled with all the punches every step of the way. Our day felt beyond special thanks to Sarah and her amazing designers.



QUESTIONS *and Answers*

Q1. Are there any hidden fees I should expect?

Any and all fees will be included on your initial proposal, including credit card fees. The setup and delivery fees are based on a percentage of the event subtotal, so those fees may increase accordingly if upgrades or additions are made to your floral order.

Q2. How far do you travel?

We service most of Southern California, from San Diego to Santa Barbara. Travel fees may apply for weddings outside of the Orange County/Los Angeles area. For destination weddings, please inquire for more information.

Q3. Do you take micro weddings?

We do take weekday micro weddings (Tues-Thurs) on a case by case basis, based on our surrounding event schedule. Any weekend event (Fri-Sun) must meet our 10k minimum. Unfortunately we do not take Monday weddings. You may inquire for your micro wedding or elopement as early as 2 months in advance.

READY TO GET STARTED?

We can't wait to hear more about your event! Click the button below to fill out our inquiry form, or have your planner reach out to us via e-mail.

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GET IN TOUCH

