



stem
ATELIER

SERVICE & PRICING GUIDE

WWW.STEMATELIER.COM.AU

HELLO & WELCOME

It's *lovely* to meet you

We are so thrilled that you're considering Stem Atelier for your upcoming wedding and have taken the time to read this guide. We'd be honoured to be a part of your special day and help you create something truly beautiful! Our aim in creating this guide is to provide you with a clear understanding of how our process works and what it would be like to work with our team.

The wedding flower industry can be quite opaque, so we hope this guide will help explain our floristry style, services, and pricing. If you feel we're the right fit for your wedding after reading this, please don't hesitate to get in touch using the contact form on our website. 2024 looks to be another exciting year, and we'd love to help make your wedding unforgettable!

MEET THE FLORIST

founder and stylist

Born and raised in Sydney, Australia Felicity has an Advanced Diploma in Event Management and a Certificate III in Floristry. She loves working with flowers and pushing the design envelope when it comes to creating concepts for her clients. Felicity has worked at some of Sydney's best venues and private residencies and she looks forward to bringing her individual style and experience to her Townsville clients. Felicity works out of her our own studio in Townsville, where it is homes her ever-growing collection of inventory.

OUR STYLE

Stem Atelier possesses an exceptional understanding of flowers and a remarkable ability to pair them flawlessly, resulting in breath-taking floral arrangements that exude a loose and romantic feel. We specialise in creating soft, garden-inspired aesthetics that perfectly complement our client's colour palette. Our signature style features large, unstructured arrangements with fluffy petals and seasonal foliage, creating a natural and effortless look that never fails to impress.

If you love our style and think we could be a good fit - *Let's Chat!*

What we love!

- Wispy florals, inspired by wildflowers and untamed gardens
- High-Impact floral installations
- Garden Roses
- Unique candle holders and vases
- Ribbons!
- Carnations - Cheap and versatile
- Petite wedding bouquets
- Choosing flower varieties based on seasonality and working with nature

What we don't love!

- Tight, round bouquets
- Boho style flowers or 'popular trends'
- Corsages
- Eucalyptus table garlands
- Faux flowers
- Geometric ceremony arches

SERVICES & INVESTMENT

How we make *your*
budget work

Base

\$5000 - \$7000

What this could look like:

- Bridal party items
- Statement ceremony backdrop
- Bud vases for approx. 150 guests
- Bridal table arrangements & candles
- Delivery, set up

Signature (our most popular with our couples)

\$7000 - \$10,000

What this could look like:

- Bridal party items
- Statement ceremony backdrop
- Staggered grounded ceremony aisle arrangements
- Centrepieces in ceramic bowls x 15
- Candles for guest tables
- Bridal table arrangements & candles
- Delivery, set up, pack down

*This is just a guide - Each quote will be tailored to your specific and individual needs.
Please note - This guide is based on foliage and florals. Floral only weddings will incur a higher cost.*

SERVICES & INVESTMENT

How we make *your*
budget work

Luxe

\$10,000 - \$15,000

What this could look like:

- Bridal party items
- Statement ceremony backdrop with abundant coverage
- Staggered grounded ceremony aisle arrangements
- Centrepieces in ceramic bowls x 15 - 25
- Candles for guest tables
- Bridal table arrangements & candles
- A statement installation: ceiling, bar or fireplace
- Delivery, set up, pack down

Absolute Abundance

\$15,000 +

What this could look like:

All of the above, plus more!

Think continuous grounded aisle arrangements for your ceremony, an epic abundant backdrop or luxuriously full reception tables, along with a romantic, candlelit set up and team of professionals to bring it all together.

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Please note - This guide is based on foliage and florals. Floral only weddings will incur a higher cost.*

OUR PROCESS

01 *Enquire*

Enquire via our online form. We'll get in touch and learn more about your big day. We'll then put together a tailored quote.

02 *Booking*

It's time to make it official and secure your date. Accept our quote and submit a 30% deposit.

03 *Develop the Vision*

Closer to the wedding date a bespoke concept is put together. Get a taste of the creative direction and our suggestions for candles and ceramics to match.

04 *Final Details*

The pre-event-catch-up. Logistics, finalising floral and styling items – six weeks before the day, we'll chat through it all.

05 *Your Wedding*

The day has finally come! Our experienced team will be there at every step of the way from bouquet delivery to midnight pack down.

THE WEDDING DAY

The day has finally come! While you are soaking in the pre-wedding bliss, drinking mimosas and getting ready we will be carefully packaging your bouquets and filling the van with buckets of fresh blooms. We will make our way to your location to deliver your bridal party items, show you how to hold your bouquet and give you a huge hug before heading to the venue to set up. At the venue we unload the van and the team gets started on creating a statement ceremony backdrop or your romantic reception set up. Following our run sheet, we work to the timings we've been given by the venue, ensuring that your ceremony set up is complete before your guests arrive. While the ceremony is running we will be watching from afar, or grabbing a quick bite to eat. Once your guests have finished taking photos in front of your ceremony backdrop we will discreetly relocate sections of it to the reception area. With every centrepiece finessed and candles lit, we will head back to the studio to unpack the van before returning to your venue around midnight for pack down.

FAQ

What services do you offer for weddings?

We offer a comprehensive range of floral services tailored specifically for weddings, including bridal bouquets, groom boutonnieres, bridesmaid bouquets, ceremony and reception floral arrangements, ceremony arrangements, and more.

How far in advance should we book our wedding flowers?

We recommend booking your wedding flowers as early as possible, ideally 6 to 12 months in advance. This allows us to secure your date on our calendar and ensures that we have ample time to plan and prepare for your floral arrangements.

Do you offer consultations?

Yes, we offer complimentary consultations for all wedding clients. During the consultation, we'll discuss your wedding theme, colour palette, floral preferences, venue details, and budget to create a customised floral plan that reflects your vision.

Can you accommodate specific themes or colour schemes?

Absolutely! We love working with couples to bring their unique vision to life. Whether you have a specific theme, colour scheme, or style in mind, we'll work closely with you to design floral arrangements that complement and enhance your wedding aesthetic.

What is the average cost of wedding flowers?

The cost of wedding flowers can vary depending on factors such as, types of flowers chosen, the size and complexity of the arrangements, the quantity of floral décor needed and the labour required. During your consultation, we'll provide you with a personalised quote based on your specific requirements and budget. Noting this our minimum spend for full set-up and delivery is \$5000.

FAQ Continue..

Do you offer delivery and setup services?

Yes, we provide delivery and setup services for all wedding floral arrangements over \$5000. Our team will ensure that your floral décor is delivered to the venue on time and set up according to your specifications, allowing you to relax and enjoy your special day without any worries.

Can we make changes to our floral order after booking?

We understand that plans may change leading up to the wedding day. While we encourage finalising your floral order as early as possible, we're happy to accommodate reasonable changes and adjustments to your order up to one month prior to your wedding date. Please discuss any changes with us as soon as possible to ensure availability and feasibility.

What happens to the flowers after the wedding?

After your wedding day, you have the option to take home any personal floral arrangements such as bouquets and boutonnieres. For venue décor, such as floral centrepieces and arches it is up to you to responsibly dispose of them. Alternatively we can coordinate disposal or repurposing of your florals at an additional fee.

What is your payment and cancellation policy?

We require a 30% deposit to secure your wedding date, with the remaining balance due 3 weeks prior to the wedding date. Our cancellation policy and refund procedures are outlined in our contract, which we'll review and discuss with you before finalising your booking. You can also find them in our **Terms of Service** page on our website.

If you have any additional questions or concerns not addressed in this FAQ list, please don't hesitate to reach out to us. We're here to help make your wedding floral experience as seamless and enjoyable as possible.

CLIENT REVIEWS

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Felicity spent a lot of time trying to understand our vision for the day! She gave great advice about how we could accentuate our venue with florals and strategically deploy and reuse flowers in a cost effective way. We could not be more pleased with how the florals turned out on the day! She nailed the aesthetic we were going for perfectly - everything looked so beautiful!!

Natalie and Christopher Wilson

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Our wedding was a vision of perfection. Felicity exceeded our expectations, and we were absolutely delighted when we saw the vision Felicity had come to life. We're grateful for her patience and helpfulness in responding to our many emails. Felicity's dedication made our special day truly memorable.

Olivia and Gabriel Garcia

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Incredible. Firstly, I want to extend our appreciation and contentment. Everything was beyond our wildest dreams! It felt as though our vision for the wedding was taken directly from our brains and made even better in person. Every flower was fresh and meticulously placed while the employees worked nonstop to make the day a dream. I cannot stress enough the quality of the florals, the professionalism of the team, the creativity in overcoming setbacks, and their commitment to making our dreams come true. Stem Atelier was our favourite vendor of the wedding. Use them! Please, do yourself that favour!

Sophia and Ethan Miller

LIKE WHAT YOU SEE?

LET'S
CREATE SOMETHING
TRULY *beautiful*

We can't wait to hear more about your special day!

Submit an enquiry *form* via our website or have your wedding planner reach out via email at hello@stematelier.com.au