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Volume 23, Issue 12



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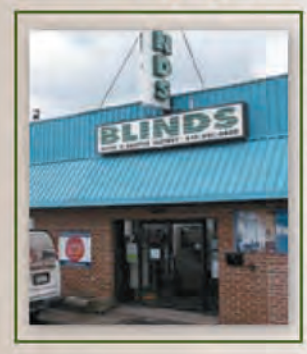
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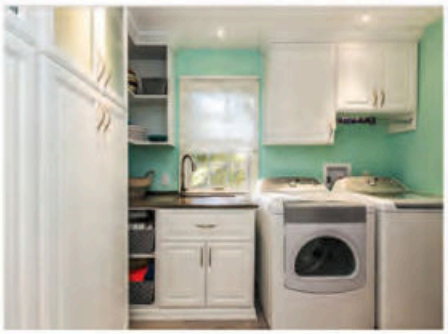
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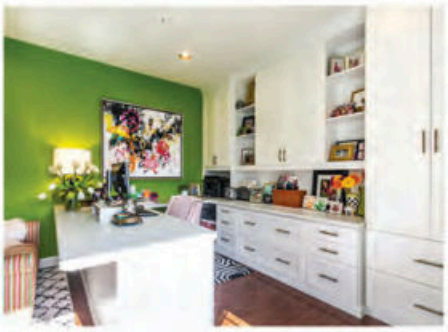
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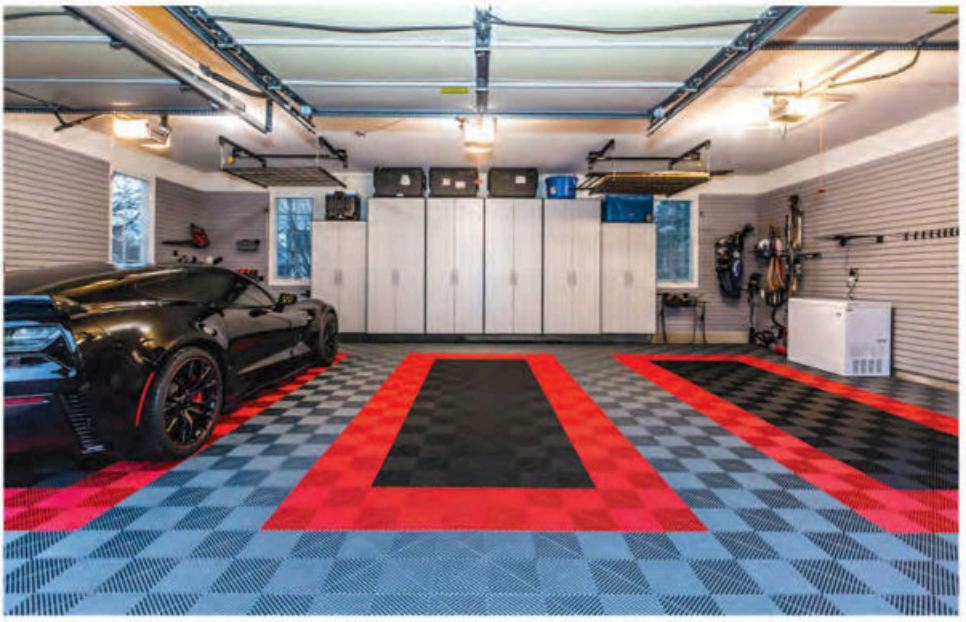
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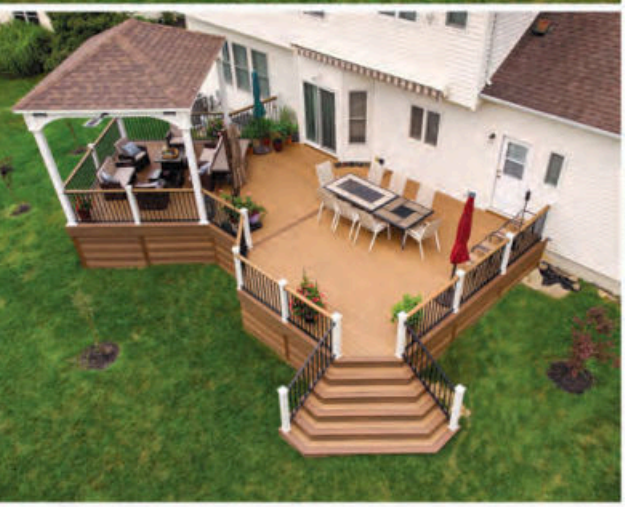
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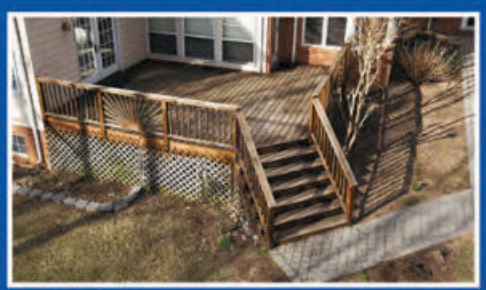


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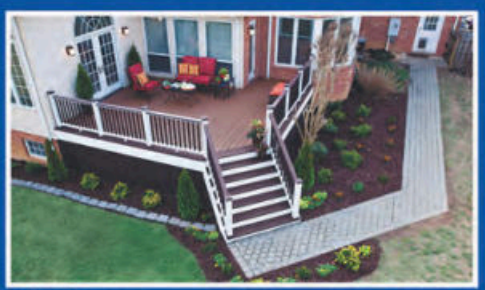
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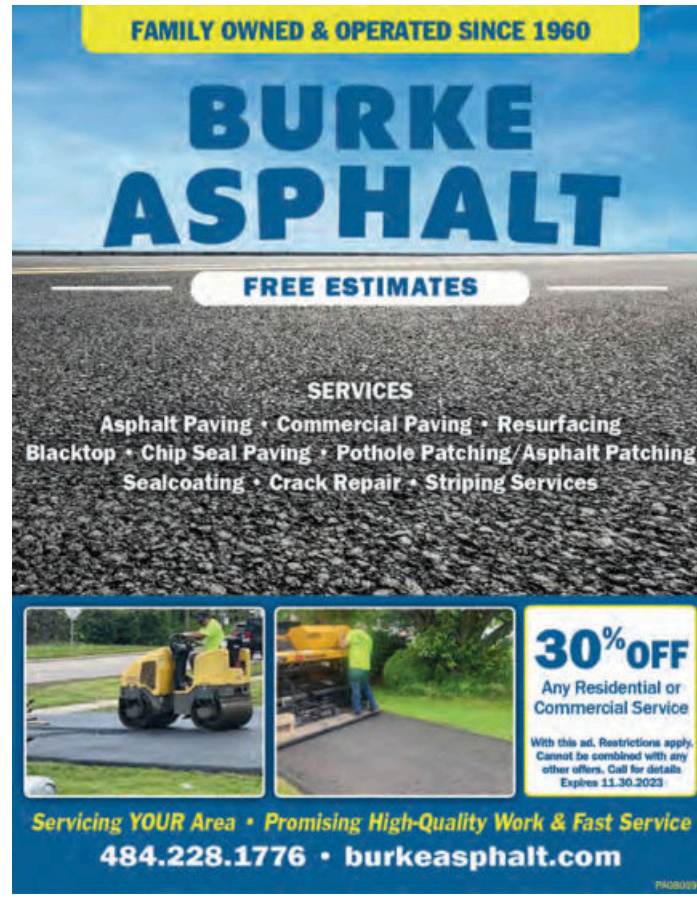
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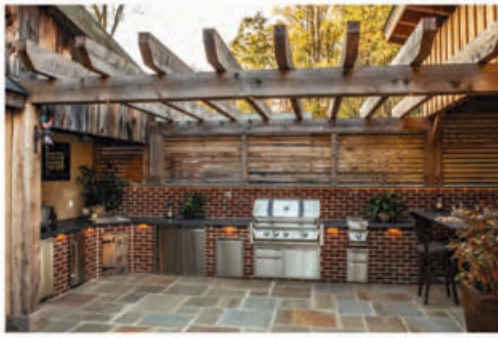
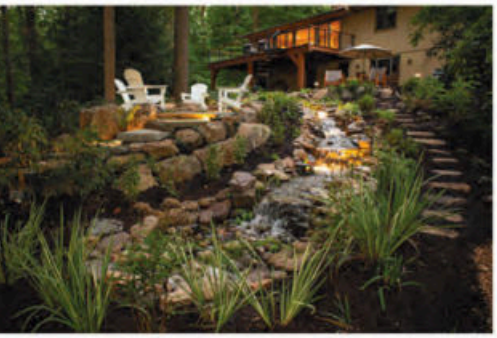
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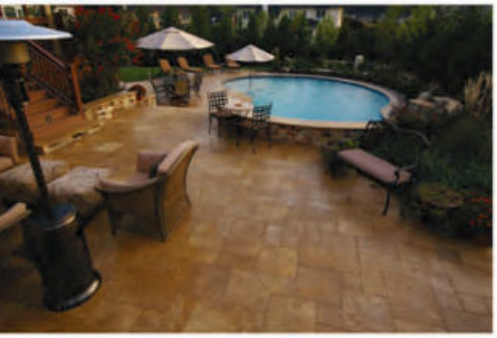
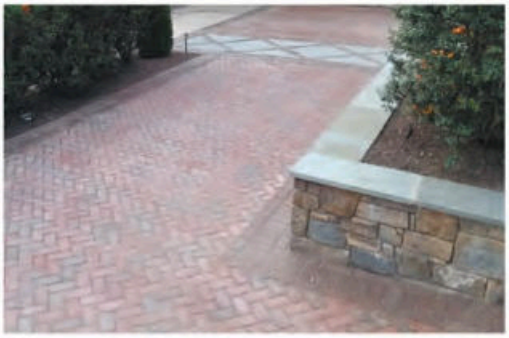
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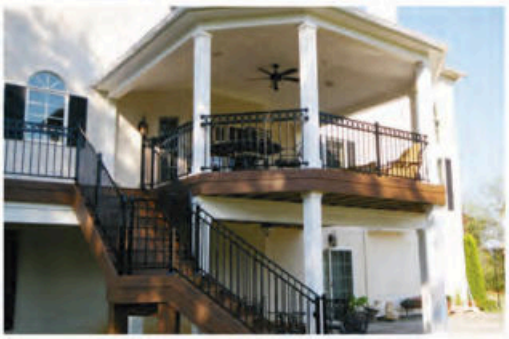
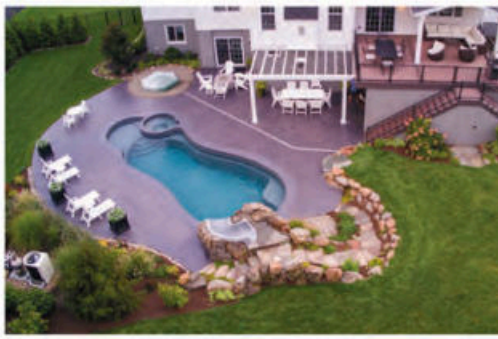
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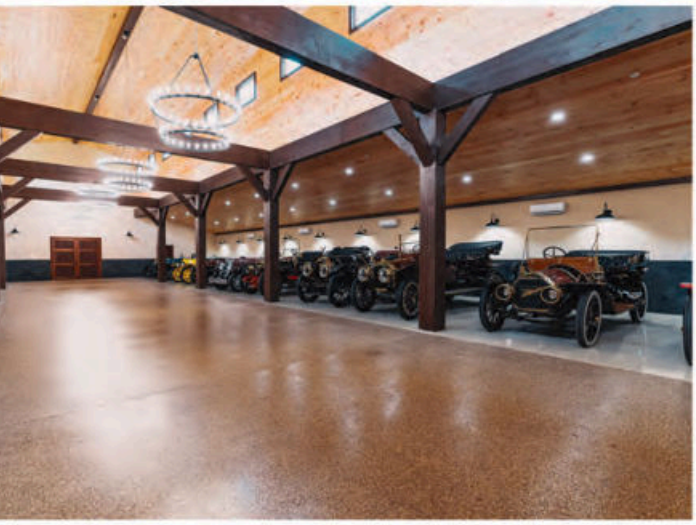
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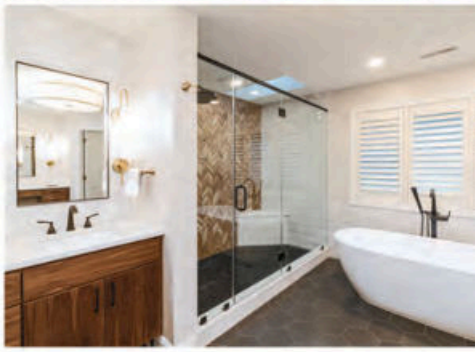
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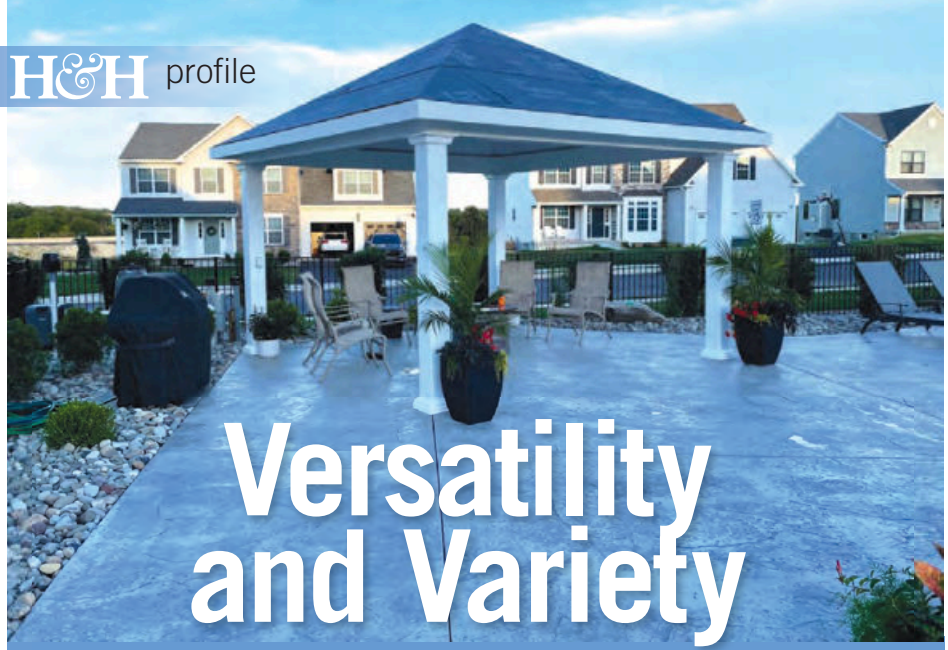


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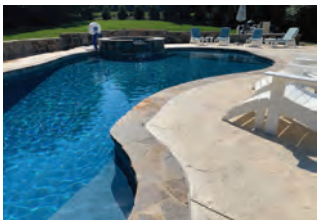


Versatility and Variety

At **Architectural Concrete Design**, clients can expect a skilled team that treats each project as a partnership and understands how to enhance a home's curb appeal.

by **Madeleine Maccar**

In his five years with Architectural Concrete Design (ACD), Adam Myers has learned that clients are often surprised by their options.



"A lot of people are still unaware of what they can do with concrete," says the company's director of residential sales. "They'll pull pictures from Pinterest or Google and say, 'I love how this looks but I don't know how to get there.' … That's where we can come in and make them aware of any material limitations and how decorative concrete can give them a similar look in their backyard."

That commitment to educating customers separates ACD from the competition. Whether the team is working on a customized pool deck, driveway, patio or walkway, one thing remains the same: Every job is rooted in respect.

"It should feel like a partnership from the beginning," says Myers. "We want the homeowner to understand we're listening to them. Their first form of contact comes from the office, they'll be contacted quickly by our design team. From that point, it's setting up an appointment, getting some face time, and having a design professional walk around your yard with you and really listen to what your vision is. Very few hardscape contractors open up a conversation like we do at the design phase."

Transparency supersedes netting a sale, he adds. "The designer doesn't leave until they understand exactly what the homeowner wants. Every decision we make throughout the process can easily be justified or explained because we're doing everything in the homeowner's best interest."

Getting to know each client and their expectations, lifestyle, property, budget and vision allows ACD to deliver completely customized results every time. And with concrete options that go beyond pavers to offer a seemingly infinite multitude of finishes and color combinations, the team knows exactly how to deliver an elegant, impressive final project guaranteed to last.

"With stamped concrete, we have versatility of color, texture and pattern selection—I'm confident you can find a fit for any home," Myers says. "We've done projects on new-construction homes that are incredibly modern-looking, all white and black; we've done 5,000-, even 10,000-square-foot driveways; we've done 300-square-foot patios with a designated space the client wants to look decorative, but the space is so limited that you have to be really intentional about what you pick. … It's incredibly adaptable, and you can't get that look with any other paving material, only concrete.

"That's one of the coolest parts of being in this space: There really are no limitations on the product," he continues. "The designers can be creative, the guys in the field can be creative, it's something new every day."

Designers' creativity and homeowners' visions must work hand in hand, though, for a smooth installation phase. Collaboration and communication are critical, ensuring clients know their voices are heard and that the ACD team can get the job done in a timely fashion while also meeting their high standards.

"We want that mutual respect where the homeowners know the feedback and perspective we're offering all work toward the same goal: making sure they're getting something they're going to love for 20, 30 years," Myers explains. "It should feel like we're working with you.

"Homeowners are encouraged to be onsite during the first building phase: They can see what we're doing, and we can inform them immediately of unforeseen changes our installers may need to make. After breaking ground, there's always a chance something unexpected happens—you want someone experienced in your corner to best handle that. We know how to navigate those circumstances, come up with effective solutions and illustrate that to the homeowner."

ACD's expertise and a variety of options mean the team always knows how to arrive at the design that perfectly complements a home and is in harmony with the project's surroundings. Working with the existing colors, patterns, textures and materials already present onsite is a win for the homeowner, since they won't need to redo their whole yard's aesthetic to still have the space "flow," even with a brand-new concrete project.

With ACD's 30th anniversary coming, it's a milestone the entire organization is proud of. But it's not just the company that can boast longtime success in delivering dazzling results, as much of its team has called ACD home for over two decades.

"What really sets us apart is the installers and their experience," Myers notes. "We have multiple guys who have been here for over 20 years—I don't know too many places that can say that. With concrete, our guys are physically crafting the product in the field so it's a new product every time—that's why it comes down to the guys forming and making that material. This is an industry where there's a direct correlation between the installers' experience and the product's quality." **H&H**



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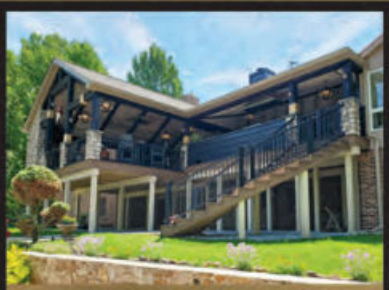
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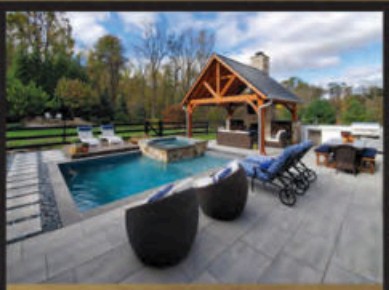
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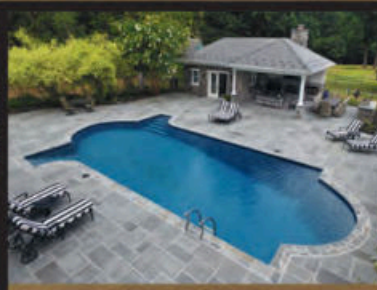
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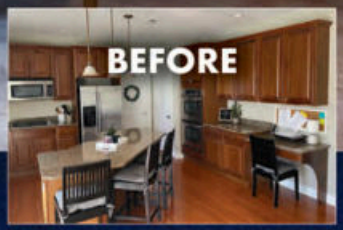


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ask the expert
by Chelsea Valcourt

McHales

IN TODAY'S SOCIETY, FUELED BY THE SPREAD OF SOCIAL MEDIA, CONSUMERS HAVE BECOME INCREASINGLY AWARE OF COMPANIES' ACTIONS. In doing so, they have placed a greater emphasis on businesses' abilities to provide services not just to their customers but to the communities they serve.


Alysaa Vanni, Director of Operations and HVAC manager

Today, it's as important to be a good business as it is to be a good neighbor.

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And the company's charitable foundation, McHales Cares, has awarded over $25,000 in grants since its launch. It's all a part of their effort to give back to a community that has given so much to them.

House & Home spoke with McHales' Director of Operations and HVAC manager Alysaa Vanni about McHales Service Partner Plan and McHales Cares' impact on the local community.



WHAT SERVICES DOES THE SERVICE PARTNER PLAN (SPP) OFFER CUSTOMERS?

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TELL ME ABOUT MCHALES CARES.

McHales Cares is a community giveback program that began in April of 2019. Our goal is to find well-deserving charities in our community that could use a little help. We donate $1,000 each month to the winning charity so that they can continue to give back to the same community McHales has been a part of since 1950.

HOW ARE CHARITIES CHOSEN?

Every month on our McHales Cares website, we have three charities that are vying for the $1,000. Whichever receives the most votes, wins. Votes come from a mixture of the general public and the charity's followers. Over the last four years, McHales has been lucky enough to give away $50,000. The people that we have met along the way prove that there is more good in the world than you would think. Mr. Rogers was right when he said "Look for the helpers, you'll find them."

One of the highlights of our McHales Cares program was the renovation of the Middletown Athletic Association Ball Field. This project started in April of 2023 and completed in May of 2023. Many employees at McHales have played at the field along with their children and grandchildren. It is just one of the many ways McHales continues to give back to the community. H&H

Timeless Modernization

by Carly Murray

While advancements in home improvement progress rapidly with each year, the trends of today are reminiscent of classic aesthetics revitalized with a contemporary flair.





With the influx of home improvement television shows, products and services in the past decade, homeowners have subsequently elevated standards—from the latest technology to fine-tuned details, to customization options that make a space simultaneously coordinated and one-of-a-kind. Local renovation professionals who specialize in different niches and have cultivated specialties within their expertise regularly observe the latest trends, and *House & Home* spoke with a few to gauge the latest and most popular in home renovation.

Trends in the Industry

It has been noted time and again that the pandemic resulted in more do-it-yourself home improvement projects. With an indeterminate amount of time spent indoors to take up a new hobby or to watch hours of renovation videos and shows, people became overnight experts with ambitions that heavily outweighed the capability of an untrained, solo non-professional. Now that the days of zero-contact are limited, industry professionals are eager to actually achieve that once-abandoned project—up to the standards envisioned. That's not to say that it isn't a highly collaborative effort between a client and a professional: After all, additions or changes to a home come with an expectation of longevity, for the residents of a home to look at on an everyday basis. Cecelia Mullen, the owner of Upstyle Chique, began her company with a focus on stone and brick for home exteriors and interiors.

"People are opting for stain, especially for exteriors. The reason being that stain is a mineral-based product and it calcifies with the exterior, brick or any type of masonry," she explains. "It's increased because the likes of HGTV are promoting it and are using it more, so people are becoming more knowledgeable."

While customers are thoroughly aware of their idealized finished product, they also have service expectations newly aligned with a both fast-paced and cautious society, which area professionals have noticed and strive to accommodate. Remaining conscious of the comfortability of a client alongside the renovation services and product demands appear to have invaluable results.

"[A client] really built a really nice relationship with the guys, because we were

Timeless Modernization

there for four or five weeks doing this extensive project and when it came time to leave, I was speaking with her on the phone on the last day of the project and she actually got teary … she was crying and hugging them when they left. She really enjoyed having them in their home. She was very concerned, as most people are, about 'The men that are coming to my home. Are they conscientious? Are they respectful? Can I trust them? Do they really know what they are doing? Do they have my best interest in heart?' All the things that every customer is concerned about," says Mark Ollivier, design sales manager at Home Trimwork. "When she realized that we are who we say we are and the men that were in her home are really looking out for her best interest and tweaking things along the way, she started to share more about her style."

With all of the options available for companies that specialize in home improvement nowadays, trustworthiness is often one of the most vital assets in making that choice.

Trends in Aesthetics

While industry processes and standards evolve with time, classic colors and styles still dominate the world of interior design. In the context of the beautiful historical architecture characteristic of the region, many homeowners are opting for a similar effect on both the inside and the outside of their house. In a landscape that can so quickly vary from farmland, to oceanside, to metropolitan in one drive, the home designs throughout New Jersey, Pennsylvania and Delaware are a stunning sight to behold.



"We're kind of in the country here, so we still have a bit more rustic style. We do sell some more modern looks as well, but the country-rustic look is still there. And then colors, we see people moving away from the grays and getting back into more beiges," says Elmer Stoltzfus, owner of Heritage Floors.

"Unfortunately, the size of the houses in Pennsylvania are a lot more colonial, so the modern designs don't fit into the design of the house," says Imraan Omar, owner of Door King.

Regional considerations also have an impact in the sense of neighborhood community amalgamation for exteriors. Often, homeowners will consider the resale value and marketability of any changes made to their property.

"A lot of houses are in gated communities, small communities where most of the garage doors look the same," Omar continues.



Therefore, the most commonly seen colors are neutrals modernized by sharp lines and contrasts. If a bolder color is utilized, it is often a shade of blue or green.

"We're definitely doing a lot of cellular honeycombs, Roman shades, more into the warmer grays like your taupes, and those sorts of colors," says Stella Zaffino, showroom manager at Blind Builders. "The color has changed: We started with the warm earth tones and then we went into the grays and the cool tones, and we're seeing more of those earthy taupes, greens, those sort of colors come out now."

Trends in the Process

In harmony with the expectations of streamlined planning and service is the inclusion of a digital design tool for many companies to showcase their abilities in advance, especially as nearly everything in the modern world is technology-driven. This is also something that has become standardized because of models of home improvement in popular culture, once shown only on television but now widely available. Once a consultation is finalized, it's extremely rare that clients stray from the plan. And with high inflation on a majority of Americans' minds, people expect to stick to a budgetary estimate, too.

"People come out of [a virtual consultation] knowing exactly what it's going to look like, exactly what it's going to cost. Yes, it does take the face-to-face, eye-to-eye out of the equation, but ... people want answers now," explains Ollivier, who has been working with the evolutions of virtual planning technology for 12 years. "I don't play the game of getting somebody all fired up on

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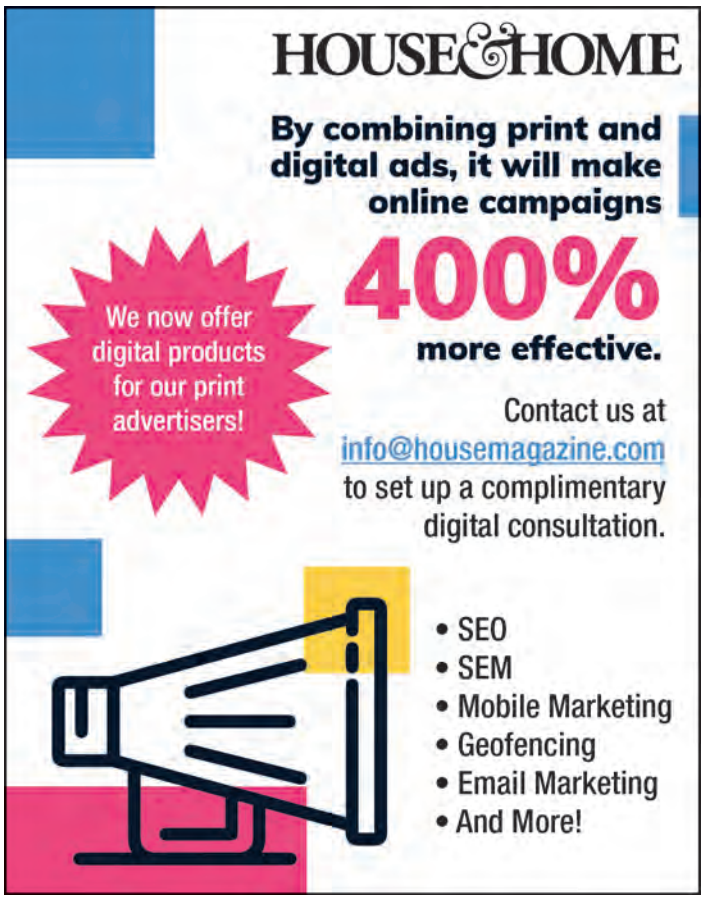
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Timeless Modernization

something so that I can hit them over the head with an $80,000 number, trying to convince them that it's what they need. I let them know, 'This is the range you're looking at' before we start really getting details."

Despite visual trends appearing to remain evergreen, there has been an increase in homeowners expressing their creativity by transforming rarely used areas or spare rooms. Common projects are home offices and in-law suites, but professionals have also seen workout rooms, rooms for pets and even bars. As residents are eager to make productive use out of all the space their homes have to offer, they also want these installations to be long-lasting. For example, topcoats can be a vital finishing touch to keep floors safe and resistant to damage.

"We're seeing more and more exterior jobs, patios and porches," says Joseph Paul, president of Apex Concrete Coating Solutions.

Protecting floors from scratches and dents is a consideration in the planning process by choosing the right material for one's particular lifestyle and expectations.

"The luxury vinyl plank is very popular because it's very durable, very scratch resistant; it holds up well against pets, families, spills, that kind of thing," says Stoltzfus.



And those considerations are applicable to all areas of the home. With the plethora of options, decisions can truly be catered to a variety of accommodations.

"Shade is going to provide better room darkening than, necessarily, a blind—but we're doing more slatted blinds in living room areas where you can allow more light in without giving up privacy," explains Zaffino.

Experimenting with different products during planning phases can truly achieve an idealized result. It's all about being transparent with one's needs and desires with a knowledgeable professional. **H&H**

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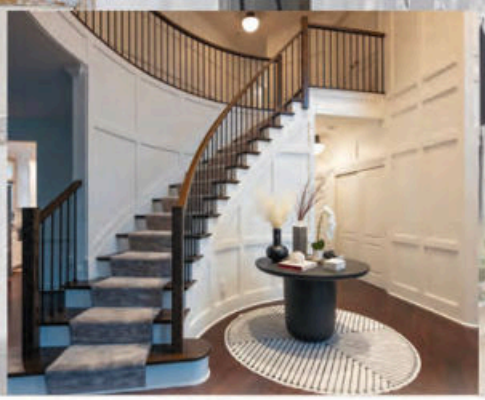
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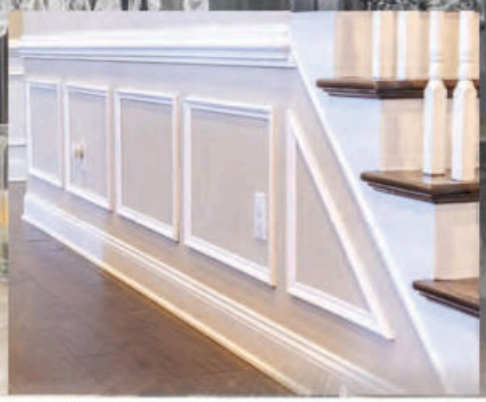
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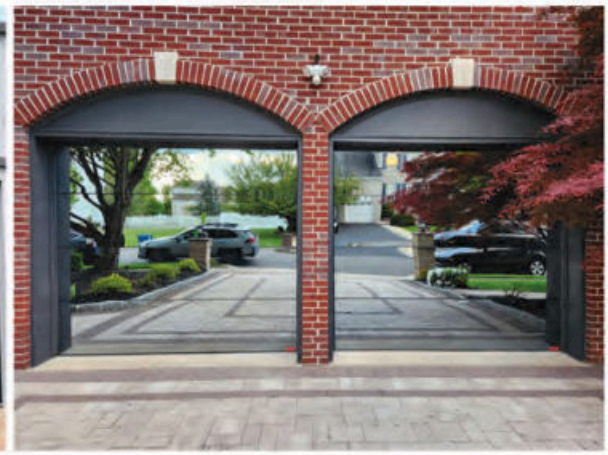
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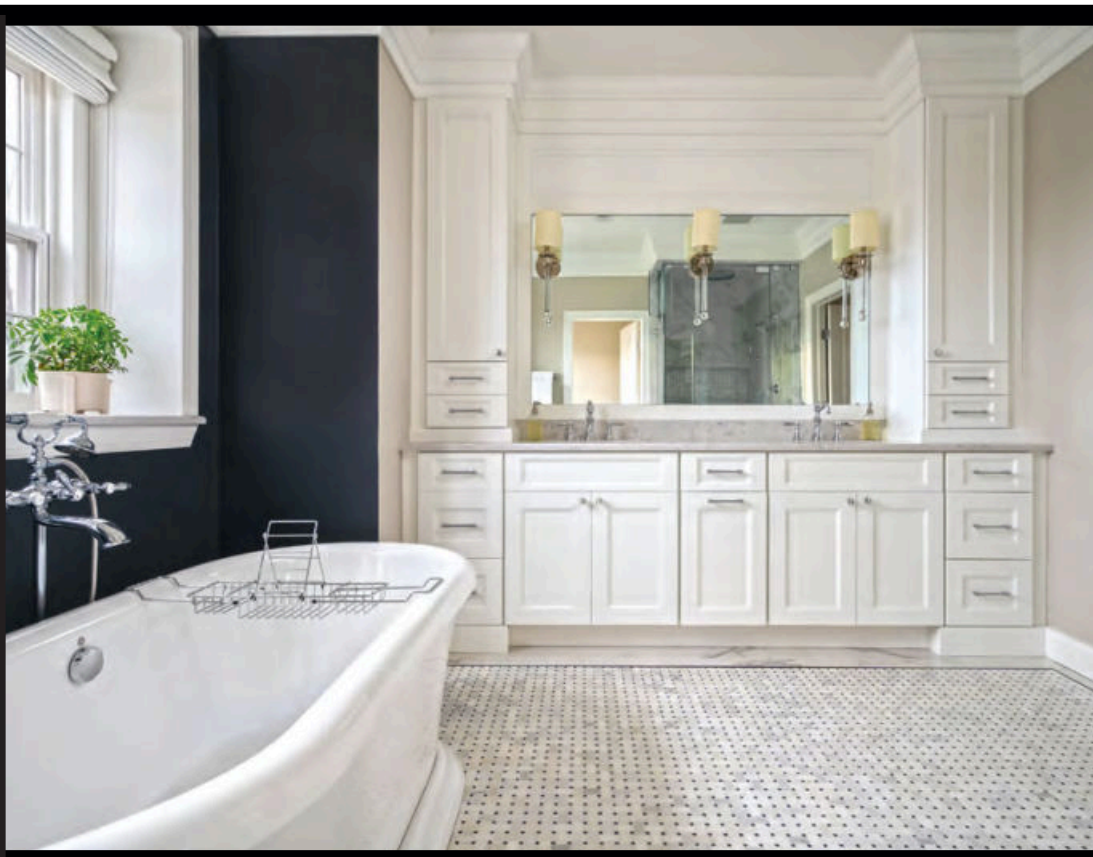
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Indulge in opulent relaxation with our exquisite luxury bathroom featuring a rejuvenating steam shower and heavenly soaking tub. A design of pure modern elegance with porcelain, marble-inspired tiles for the shower, while real natural stone marble is weaved into a gorgeous, timeless basket-weave mosaic for the bath floor. This space is not just a bathroom: It's a sanctuary for your well-being.

Southampton Twp.
(609) 268-5923
AmianoAndSon.com



LBK Design Build

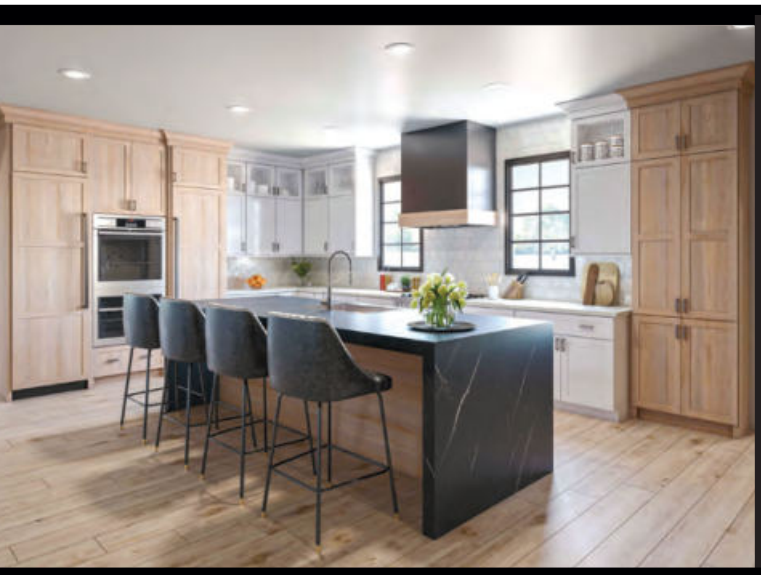
The design strategy for this project focused on seamlessly combining modern style with pet-friendly elements. LBK aimed to create a welcoming and open environment, maximizing the use of natural light, and enhancing the overall flow of the space.

Doylestown, Pa.
(215) 675-5000
LBKDesignBuild.com



Inspiring kitchen and bath designs

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Sterl Kitchens

This luxurious kitchen was designed in the Pendleton door style in quartersawn white oak with pampas stain and "simpli white" and "iron ore" accents. The large island has comfortable seating for four and also plenty of prep space on the quartz countertop, which is showcased by a waterfall at both ends. The finishing touches in this remodel included a white subway tile backsplash and new engineered hardwood flooring.

North Bergen, N.J. | (201) 866-7999 | SterlKitchens.com

Let's Face It

Let's Face It has been specializing in award-winning, affordable high-quality kitchen cabinet refacing restorations throughout the Great Philadelphia Region since 1984. To ensure your kitchen is a room you can enjoy, Let's Face It also offers quartz, granite, limestone, and concrete countertop installations, islands, flooring, backsplashes, new appliance integration, sinks, faucets and backed by a lifetime warranty.

Lower Gwynedd, Pa. | (215) 343-2600 | LFIKitchens.com



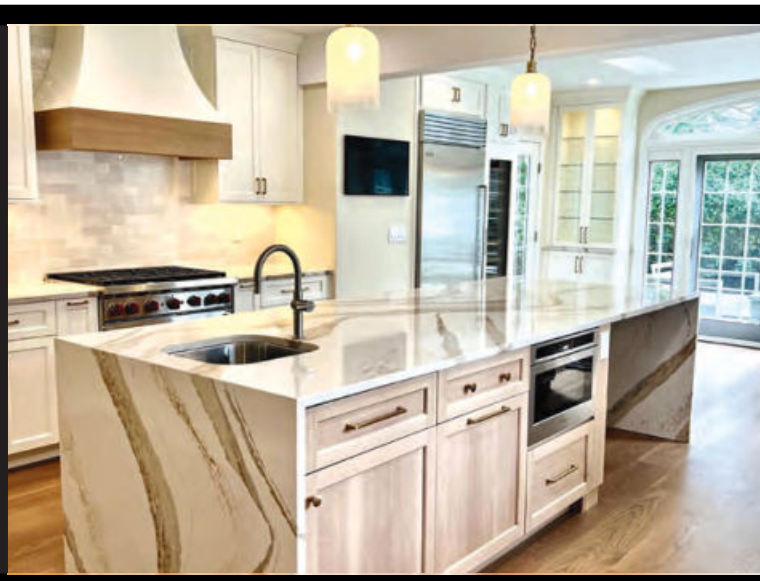


CPOS Refacing

Tired of the look of your old cabinets? In as little as three days, CPOS Refacing can transform any old and outdated kitchen into a showroom-worthy kitchen with its cabinet refacing process. This customer chose a raised panel door finished in White Dove. From boring to breathtaking in just a few days.

Aston, Pa.
(484) 841-6204
CPOSRefacing.com





F&S Kitchen & Bath

This Crestwood kitchen features "Iceberg" with a "Night Sky" island and hood. Partnering with custom cabinetry companies like Crestwood, Tidwell and Dreamcraft allows the design team at F&S Kitchen & Bath to bring your dream kitchen or bathroom to reality.

Voorhees, N.J. | (856) 428-3800 | FSKitchenBath.com

Magnolia Home Remodeling Group

This redesign included an open floor plan as well as the addition of custom cabinets, quartz countertops and Sub Zero Wolf appliances. In addition, the table was custom-made and the floors display a wide-plank white oak finish.

Union, N.J. | (855) 624-6655 | MagnoliaHomeRemodeling.com

One Day Bath

Simplicity at its best, for this project we replaced a tub with a shower while also removing the old tiles and installing a new wall system with grab bars and a gorgeous door. The entire project was completed in less than two days.

Huntington Valley, Pa.
(866) 927-8247
ODBPro.com





In Place Cabinetry Finishing

Say goodbye to outdated kitchen cabinets. This team of experts will guide you through modernizing your kitchen to make it the heart of your home. Are you ready for an affordable mini kitchen makeover with minor tweaks and stylish upgrades? How about a desk-to-beverage station transformation? Maybe a pantry wall? Microwave island? Refrigerator drawer? Soffit removal? Cabinet-to-ceiling trim? Want a custom hood vent, door style upgrade, and/or bespoke colors?

Dublin, Pa. | (844) 946-7522 | InPlaceFinishes.com





IST Granite

A family-owned and -operated full-service granite fabricator with over 35 years of experience in countertop fabrication and installation, IST Granite specializes in residential and commercial marble/granite projects. The company's business philosophy is to create and nurture positive employee and customer relationships.

Warminster, Pa. | (215) 444-9773 | ISTGranite.com

Abbey's Custom Kitchens, Bathrooms & Interiors

This kitchen features a chic chevron tile floor and a roomy island for four, combining style and function. Smart vertical storage and modern appliances, like an under-counter microwave and warming drawer, add convenience. Tall pantry cabinets provide ample, discreet storage with roll-out drawers.

Rutherford, N.J. | (201) 823-2223 | Abbeys.com



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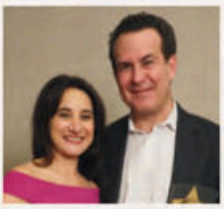
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