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Volume 21, Issue 3

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*Why it's important to hire a licensed
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contents

- | | |
|--|---|
| 11 Ask the Expert
Rock Bottom Landscaping
& Fencing | 23 Fall Showcase
Special Advertising
Section |
| 12 Annual House & Home
Kitchen & Bath
Directory | 25 Virtual Home
Show Profile
➔ Strawder Family
Innovations |
| 21 A Family-Friendly
Redesign
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large-scale renovations,
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can take your home
remodeling project from
start to finish | 26 Quality Investments
Remodeling your kitchen
and bath for a more
appealing look and
better functionality |
| | 31 Prosperity in
Your Property Idea
Book Profiles
➔ Glass Castle |



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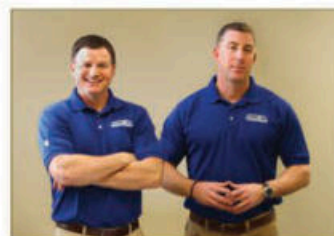
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Rock Bottom Landscaping & Fencing

by **Liz Hunter**

The importance of hiring a licensed landscape contractor when doing outdoor projects has been a hot topic of discussion in the industry. Many homeowners know the importance of seeking a licensed, reputable and experienced contractor when having a remodeling project done on their home, but the same level of vetting is not considered when approaching an outdoor project.

Chris Demato, owner of Rock Bottom Landscaping & Fencing, says this can be a big mistake for a number of reasons. *House & Home* spoke with him about the risks associated with companies that are not properly licensed, and what it means to maintain his own reputation in the industry.

What reasons would a contractor have for not being licensed?

First, it could be that they do not have insurance. This is a risk, because if an accident or mistake occurs while on the job, the homeowner could face a tremendous amount of money in insurance premiums and face a potential lawsuit. Second, prior complaints and issues related to consumer affairs could prevent them from getting a license, and third, they might have a felony on their record. All of these are not good for homeowners.

With these risks, why would a homeowner even consider someone who is unlicensed?

Price is most often the reason a customer would hire an unlicensed contractor, but beware that a lower price may end up costing a



Chris Demato, owner

lot more than the higher price down the road. Did you ever wonder why estimates could have such a large range in cost? Sometimes it could be as simple as the contractors just charge differently, but more times than not it's because the process in doing the job can be very different.

For example, when doing patios or steps, the excavation process is an integral part of the project being done correctly. If one contractor is excavating 36 inches for steps and the other contractor is excavating 6 to 8 inches you can imagine the difference the time of the project will take. With fencing, they could cut their time in half by not digging the proper depth or installing the proper amount of cement for fence posts. When doing plantings, most landscape contractors will offer a one-year guarantee. We stand behind our guarantees, but when dealing with an unlicensed contractor it is very likely they can screen their calls or change their phone numbers because, again, they have nothing to lose!

Unlicensed contractors are more likely to cut corners because they will get away with it. These shortcuts will result in far greater expense down the road to the customer. The adage "you get what you pay for" certainly applies.

What is involved with being a licensed landscaping contractor, such as yourself?

When dealing with a licensed contractor you can have a sense of security knowing that the state does a thorough background check and knows who and where this company or person resides. Most licensed companies will give guarantees and warranties and will have a lot more to lose if they do not honor these guarantees—particularly their license. We have done so many patio, step and plant repairs and replacements due to shoddy work and the customer not being able to track down the unlicensed contractor who did the work after the fact.

What is one lesson homeowners should take away from this topic?

I heard a contractor of 40 years speaking at a seminar and he made the point that he had the same phone number for 40 years. I think this speaks volumes, which is about stability. I am proud to say we have had the same phone number for over 30 years. We have honored and stood behind our work! I know many landscape companies in the area that have changed names several times over the years. You have to ask yourself why? We have built a large client base so why would I ever want to walk away from that potential? **H&H**

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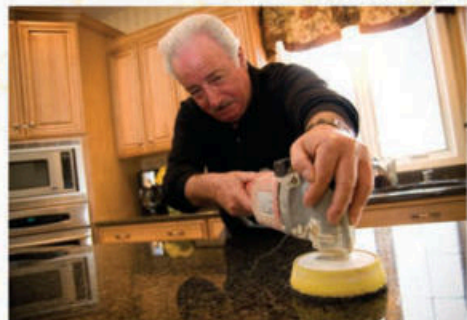
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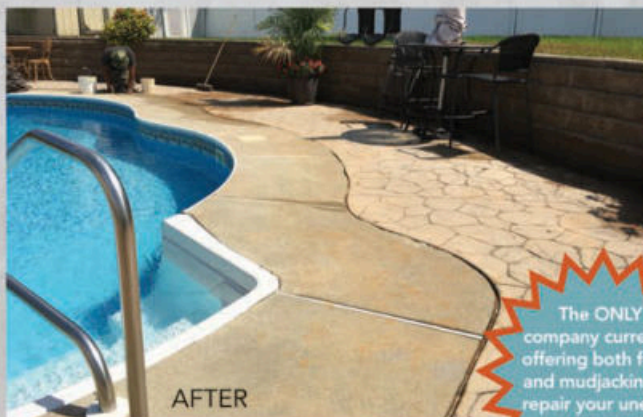
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H&H profile

From small projects to large-scale renovations, **Cranbury Design Center** can take your home remodeling project from start to finish.

by **Brittany Morrissey**

A Family-Friendly Redesign

Outdated, cramped and lacking counter space are reasons many homeowners use when looking to remodel their kitchen and dining room areas.

With the help of the design professionals at Cranbury Design Center, homeowners can say goodbye to outdated and nonfunctional and hello to modern and stylish. Specializing in the design and construction of kitchens, baths and interiors, Cranbury Design Center is a design-to-build firm that provides all the services needed to complete your renovation project. The firm's design professionals can also work with your builder to help design and provide cabinetry for kitchen and bath spaces.

Cranbury Design recently completed a remodel for a New Jersey family whose late

1980s kitchen left a lot to be desired: black countertops with wood stained cabinets, aged appliances, an odd shaped island that lacked counter space and storage, and the need to open the space up for better flow and function.

Today, the homeowners are enjoying an entirely new space that accommodates their whole family. The kitchen and family room have been redesigned, with bright-white inset cabinets and a stunning navy blue island that has plenty of room for serving and seating. The appliances have been replaced with new stainless steel pro versions, and a custom wood hood takes center stage over the newly relocated cooktop and oven. Wood beams added to the ceiling emphasize the architectural lines in the room, and a newly designed beverage area offers more storage just off the immediate kitchen.

The homeowners say they love their new family-friendly design and now spend about 90 percent of their time in their kitchen and family room, which are perfect alternative gathering spaces for schooling and office work.

Charlie Rini, Cranbury Design's co-owner and designer, says two-toned designs, like this navy blue island paired with the white perimeter cabinetry, are a strong trend in today's kitchens.

"In another kitchen we finished recently, the homeowner went with three different colored cabinets," says Elizabeth O'Leary, another designer at Cranbury Design. "She used gray and white cabinetry, and then used a wood tone on one wall for a mixed-medium look."

Of course, an enduring trend in home remodeling is finding ways to utilize wasted space. For many homeowners, this means reclaiming footage in your laundry or mud room.

"Clients are trying to design spaces that can be used for multiple purposes," O'Leary

says. "We've done several laundry rooms that also provide extra pantry space or we've added a wet bar and storage."

If you are looking to remodel a kitchen, bathroom or other interior space, then now is the time to start planning.

"It's better to start early," Rini says. "In addition to design time, many projects require township building permits—which, depending on the township, can take several weeks."

The first step to a home remodeling project is to take a careful inventory of your existing space and consider items like new fixtures, flooring, cabinetry, lighting, tile, etc. The next step is to make a virtual design appointment with Cranbury Design. During your appointment, you'll meet with an experienced designer who will review your space, discuss your project in detail and provide a general estimate of the cost. The designer may also visit your home.

Once your project starts, a Cranbury project manager will provide you with an initial schedule and plan. He or she will then be available to you to assist with shopping selections, monitor deliveries and handle all trade professionals involved in the project.

But most importantly, your project manager will provide you with regular updates to ensure that your project stays on schedule and within budget.

"At Cranbury Design Center," Rini says, "our vision is to create inspiring designs, deliver what we promise, and provide a pleasurable service experience that will produce a lasting impact and relationship." **H&H**

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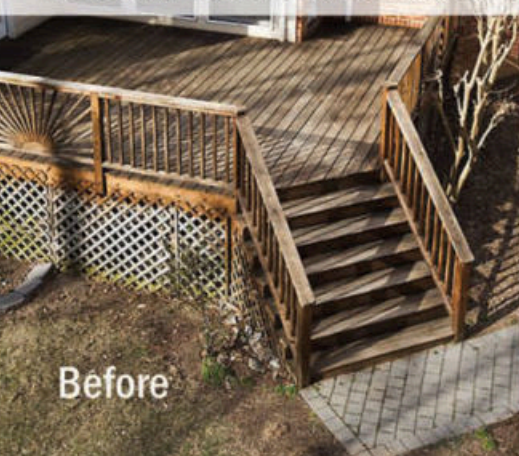
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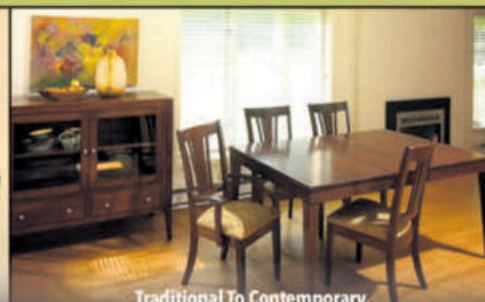
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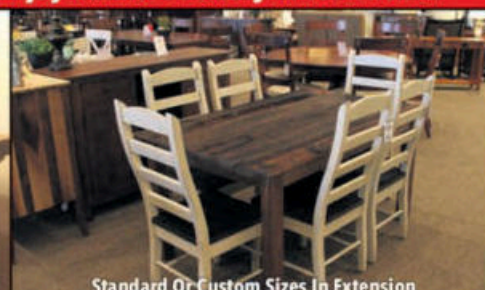
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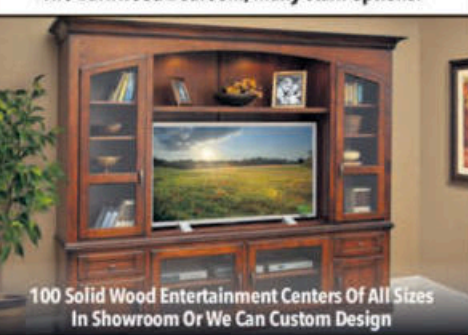
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How did Strawder Family Innovations get its start and where did the idea for your roofing safety device, The RIDGEPRO, come from?

Strawder Family Innovations is a family business consisting of myself, my two brothers and our parents. We've been in construction pretty much our whole lives in some way or another. As my father got older and was still working on roofs, he realized his legs and eyes were getting weaker and it was becoming more dangerous. In this industry there are many people who fall off houses and get injured or actually die, so we made it our mission to dramatically reduce those accidents. My brother is a mechanical engineer and I went to business and marketing school, so we as a family put our heads together and came up with this product, The RIDGEPRO. It caught on so quickly and we've been in business for about six years now.

How does this product differ from others that came before it?

The idea that you could connect to the peak of a roof before you ever got off a ladder was something that had never really been explored prior to our introduction to the market. We now sell this all-in-one safety device to roofing contractors, insurance adjusters, solar installers and chimney sweeps; basically anyone who gets on the roof for their job. We have a way for them to get off the ladder and return to the ladder in a much safer way than was previously available in the residential roofing industry.



Did you conduct extensive research while developing The RIDGEPRO?

Absolutely. When we decided that we wanted to be an innovations company, we knew there were going to be two parts to the equation. The first was the product, obviously. We did our homework and we have been down the road with the federal government to make sure it is compliant. The second part of the innovation is about changing the ways of working for roofing professionals. We had to make believers out of people who have been doing work the same way for generations. In an industry like that it was a big ambition to not only get into a very established market, but also try to make it accessible to roofers so they would change the way they do things. I think we've been successful in doing that.

Is The RIDGEPRO easy to use?

We knew right from the beginning that if we were going to succeed it would have to be portable, it would have to be super easy to set up and use, and it would have to be versatile, because not every roof is the same. For example, it could be a

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6 years in business

45-degree roof, it could be a 60-degree roof; all of these roofs have different variations. So we incorporated a way to set the slope of the roof on the device itself on the ground, before you even go up. Then when you push it up to the peak with the extension pole, you get the maximum clamp on the peak of the roof before you even step off the ladder. Those things were very important factors during development.

What kind of feedback are you getting from professionals?

Once they have used it four or five times, their feedback is that they don't know how they ever worked without it. It makes such a big difference. I get emails and phone calls and I meet people at conferences who tell me how a shingle came out from under them on the roof and they slipped, but The RIDGEPRO saved their life. The feedback has been overwhelmingly positive.

Do you believe more industries can take advantage of The RIDGEPRO?

The idea of The RIDGEPRO should be thought of as a platform. We get calls from random people, like companies that hang Christmas lights. We never thought we would get into the home decorating industry or gutter cleaning or chimney sweeping. The idea that you can be safe from the ladder to the peak of the roof has opened up a lot of creativity and we're always learning new ways that we can be beneficial. But it's important to note that this is a tool for professionals. It was never our focus to turn the everyday homeowner into a roofing professional. When it comes to these kinds of heights, there are risks involved and you want to leave it to the professionals.

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BY
LIZ HUNTER

Kitchens and bathrooms remain at the top of the remodeling list for homeowners, even during the pandemic. People are cooking at home more often, working and learning remotely (often using kitchen space) and the hot real estate market has some making updates to make their house more appealing to buyers.

In fact, the National Kitchen and Bath Association released its latest Market Outlook, and it confirms this trend, showing that the percentage of homeowners actively working on remodeling projects increased significantly, from 19% in this year's first quarter to 36% in the second quarter.

Guy Henri, owner of F+S Kitchen and Bath Design Studio, says when the pandemic came, he was sure the market for home improvements would crash. "Instead, there was a spike in demand—kitchens, baths, renovations. Now that they've been home, they see the missing parts or the outdated things and want to make changes," he says.

"With the reduced travel and vacation plans for most homeowners, they are taking those funds and investing them into their homes," says Linda Fennessy, Kitchen Magic public relations and print manager. "The staycation is becoming more popular, and they are investing the vacation fund into their kitchen and bath remodels."

House & Home spoke with some of the top companies who have invested years in remodeling kitchens and bathrooms to find out what design elements are coming to the fore and what advice they have for anyone about to embark on this adventure.

Photo courtesy of Holcomb Cabinetry

KITCHENS:

WHAT THE EXPERTS SAY

In kitchens, the overall desired look remains something simple, clean and soft.

“Homeowners are looking for materials that are easier to clean—simple door styles without a lot of detail, which tend to pick up dust, lint and grease. Shaker door styles remain popular, but flat panel doors are gaining traction.” —*Meg Schultz, The CabinetTree Design Studio*

WHAT'S OUT?

Busy wood grain (oak and cherry) cabinets

Ornate wood hoods with corbels and heavy lintels

Soffits above upper cabinets

Drop-in sinks and built-in soap dispensers

WHAT'S IN?

Quartz countertops

Blue accent cabinets

Clean and simple door styles

Prep islands

Roll-out racks, drawers and shelves

Built-in USB chargers

“Seventy percent of homeowners are choosing some form of white. Grays and light woods follow in second and third places. Our flat-center-panel Shaker styles are the most popular. These door styles are from our Prestige Collection and are all at the lowest price point of all our doors. The material is a maintenance-free laminate, allowing homeowners to clean them with just a wipe for easier care.

“Almost all homeowners are adding efficiencies like prep-islands and smart storage solutions like roll-out spice racks, pot drawers and shelves to create a more efficient cooking experience.

Many of our customers are choosing cabinet refacing, saving almost 50% over new cabinets and reinvesting the savings they incur for these upgrades.” —*Linda Fennessy, Kitchen Magic*



“In kitchens, most people want the space to look clean/uncluttered. Many people like the idea of USB outlets in or near their island/seating area so electronics can be charged more easily. The modern farmhouse look is still thriving, even with different traditional looks thrown in to match the existing home. A lot of whites and grays, navy blue has become popular too—mainly used as an accent color.” —*Wendy Amiano, Amiano & Son Design-Build*

“Soft, white cabinetry with quartz or marble countertops with slight veins is the most contemporary look right now. We’re seeing

this in suburban homes, but another color popping up is blue. It goes so well with things—you really have to see it to believe it. I think in 2025, gray will look like an outdated color. We’re already starting to see it fade with some vendors, and see more colors come in, even green.

“Another one coming to the forefront is countertops with Microban. People often cut on granite or quartz without damage, but this also protects it from bacteria seeping in. In the last nine

months this has definitely been something people are more interested in.” —*Daryl Holcomb, Holcomb Cabinetry*

“If you are thinking of doing your kitchen, you might think new cabinets will cost too much, but imported cabinetry is affordable and offers a great selection of materials and semi-custom designs, which can help you stay on budget for projects. Fabuwood and Cubitac are two brands, for instance, where you can really have a nice finished look without being extravagant.”

—*Guy Henri, F+S Kitchen and Bath Design Studio*

BATHROOMS:

WHAT THE EXPERTS SAY

In bathrooms, homeowners want openness, as well as practicality.

“The No. 1 feature we hear from customers is the open and airy feel that all-glass frameless enclosures help create. The bathroom feels bigger and more luxurious. It also helps in viewing the tilework on the shower, in many cases which has been a significant investment by the homeowner.

“We are generally seeing increased popularity with ‘Euro style’ sliders, or sliders with exposed rollers. In a door or closet situation you would see them called a ‘barn door’ style. We are also generally seeing larger shower enclosures, and in many cases incorporating large fixed panels of glass to accommodate the increased size.” —*Ben Weaver, Alderfer Glass*

“If committed to staying in the home long term, people want to make the master bath personal. They lean toward a fresh, transitional contemporary style, removing the confines of a narrow toilet room, but still looking for privacy with a partial wall or obscured glass. Freestanding tubs can also be like a work of art in the space and come in a variety of materials.

“Hall bathrooms are often ignored when discussing bathroom remodels. Hall baths serve a different purpose, usually for children and guests. It should include a tub, especially if there is not another tub in the home, because parents likely aren’t bringing their children into the master to bathe in that tub. Trends aren’t much different than the master bath—clean, neutral whites, grays and navy blue or natural wood for vanities.” —*Dave Cerami, HomeTech Renovations*

“All-glass frameless shower enclosures add a great look and value to your project. We can enhance the look with heavy ¾-inch or ½-inch clear tempered glass to show off accent tiles, or choose from different types of patterned or custom-tinted glass.



WHAT'S OUT?

Built-in Jacuzzi tubs

Small tile

Narrow toilet rooms

WHAT'S IN?

Spa-like master baths

All-glass frameless shower enclosures

Freestanding tubs

Floor-to-ceiling window panels with contemporary glass blocks

Floating vanities



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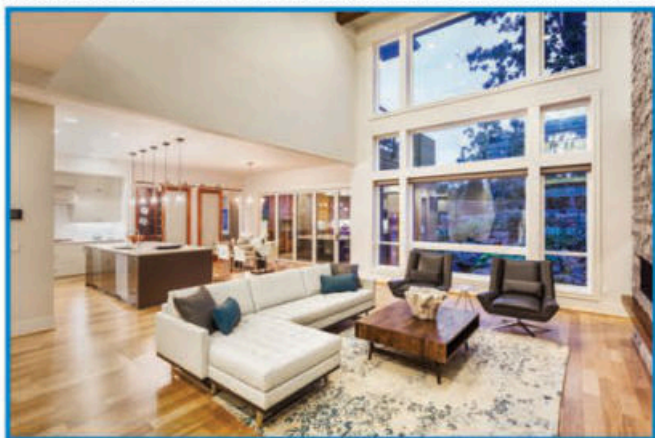


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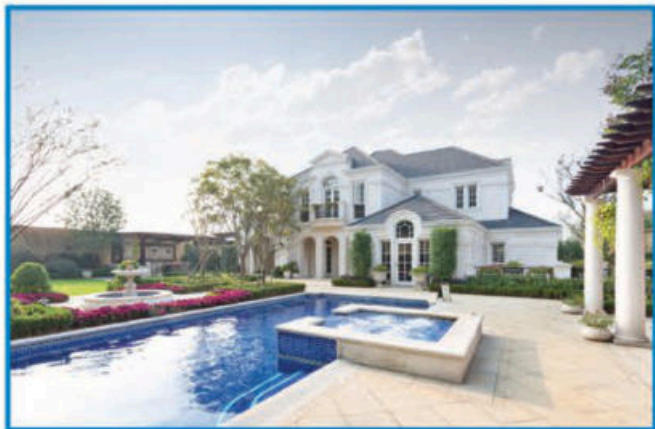
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MORE ADVICE FROM THE PROS

"Don't get overwhelmed. Look at pictures online of kitchens, bathrooms and areas that you like and would like to incorporate into your home. Pick out specifics from those photos and go from there. If you don't have a direction that you would like to go with before you start, you will have an overwhelming amount of options in front of you." —**Wendy Amiano**

"Really consider all the different interior components that are more readily available these days to make your cabinets work harder—drawers with built-in USBs to charge devices but keep them hidden away and off countertops for exam-

ple. Ask the designer to recommend storage options to make the most of the renovation." —**Meg Schultz**

"I am a firm believer that the installation of a shower makes all the difference to a successful product. The value of experienced and highly trained installers cannot be overstated, as there often are no two bathrooms that are completely the same. Glass has very little room for error, so you know that experienced companies and techs have years of practice honing their craft." —**Ben Weaver**

"Share specifics of your lifestyle to designers and contractors. With all of the technology and products available, if you tells us your grandkids are over all the time and playing with the cabinet doors, or if you cook a lot, or if you're moving in five years and don't want to spend a lot, or if you're never moving—you can never share too much. All of that allows us to create something tailored just to you." —**Daryl Holcomb H&H**



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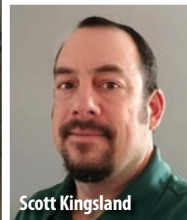
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