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Volume 21, Issue 7



INSIDE:
OUR ANNUAL
LANDSCAPE,
POOL, PATIO
AND DECK
DIRECTORY

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CKC Landscaping

Take advantage of additional
time at home with a beautiful
outdoor space. *page 23*

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*What to know about the latest
stone materials* *page 11*

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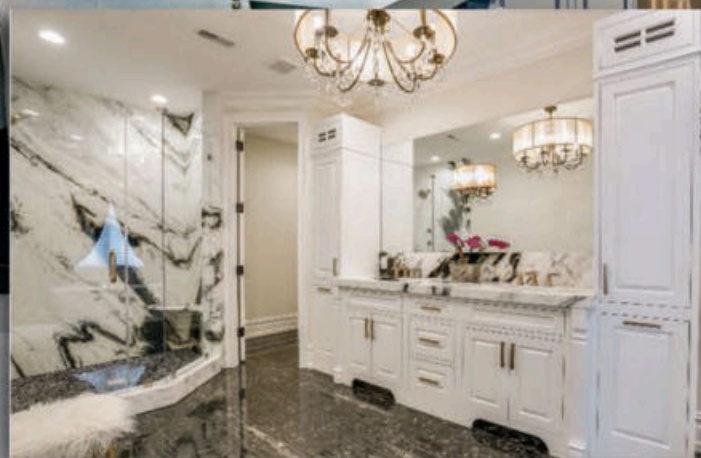
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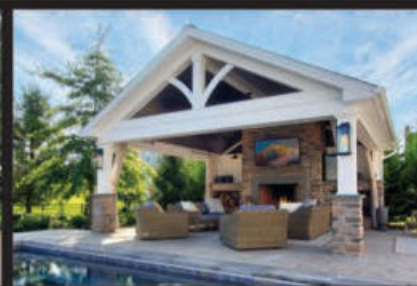
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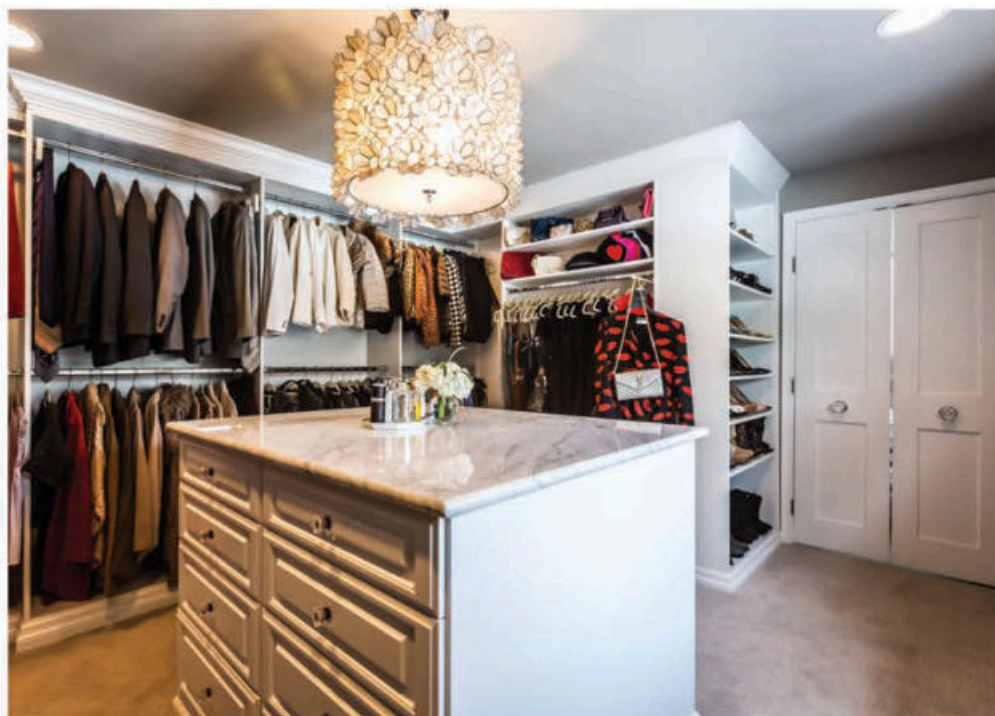
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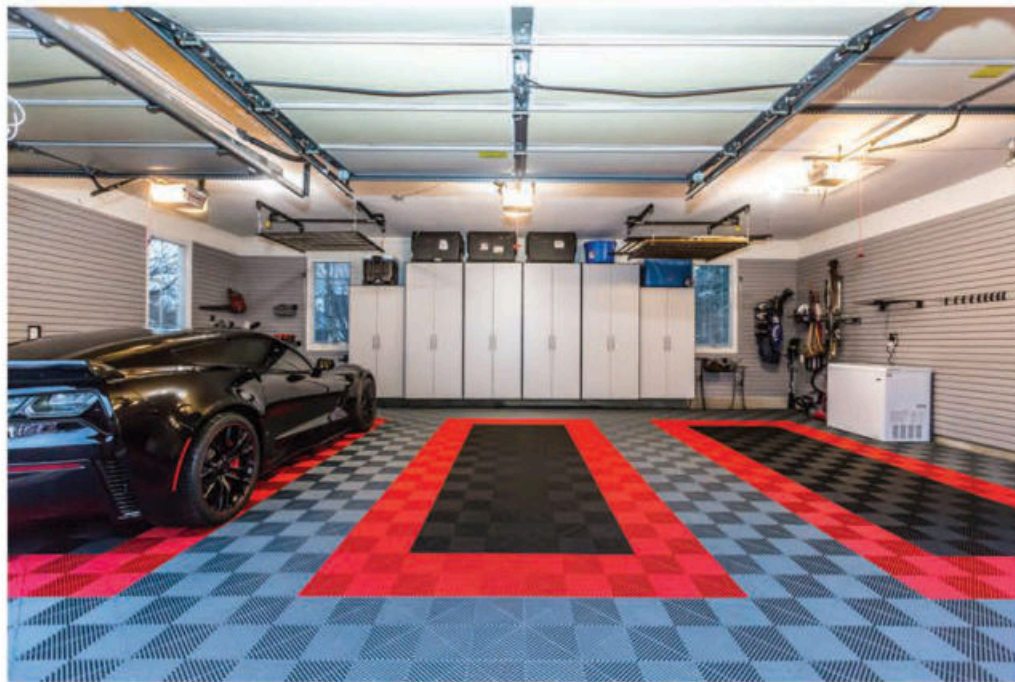
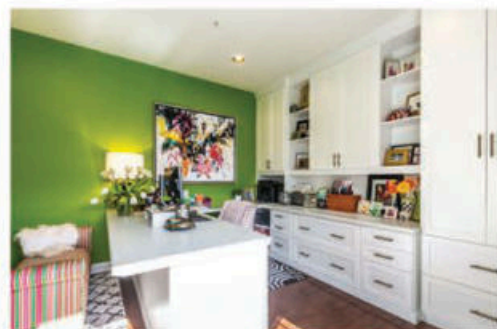
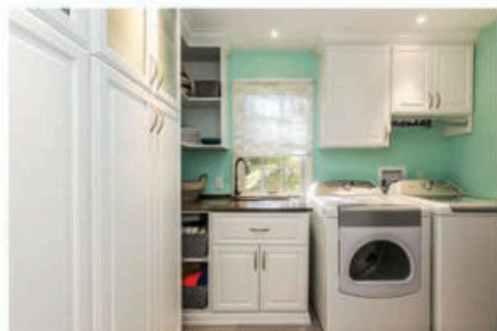
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As they spend more time at home, homeowners have relied on a trusted company like CKC Landscaping to deliver a stunning space with all the amenities they could dream of. A family-run business with more than 25 years of experience, CKC focuses on designing and building outdoor living spaces that homeowners can enjoy for years to come. Turn to page 23 to learn more about their expertise.



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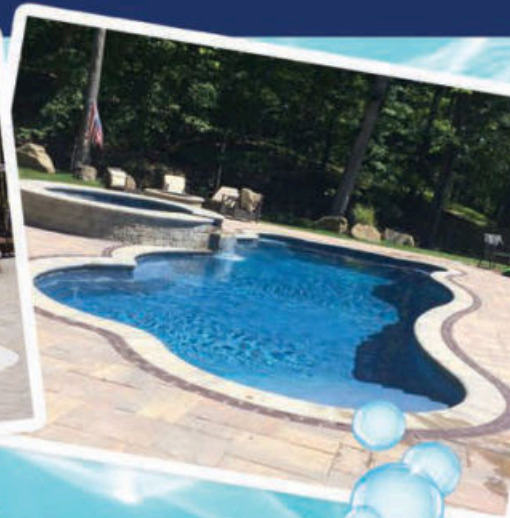
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Choosing the perfect stone takes careful consideration, and the guidance of someone who knows the product. At AAA Hellenic, customers can turn to professionals who have decades of experience designing and installing stone in kitchens, bathrooms, foyers, fireplaces and even in outdoor living spaces. Mike Werner, sales manager, is one such expert who has been with the family-focused company for more than 10 years.

House & Home spoke with Werner about how new products from Silestone and Dekton are giving people the high-end looks they've wanted at a more reasonable price.



Mike Werner,
sales manager

WHEN YOU MEET WITH CLIENTS, WHAT ARE SOME THINGS YOU NEED TO KNOW ABOUT THEIR LIFESTYLE TO GUIDE THEIR SELECTION?

Most individuals typically have saved pictures they found online or in magazines to establish an idea of their design preferences. We also want to know about what's going on in the space where the stone will be used. Every household is different. Materials they might like or find attractive might not be the best choice for their home. Granite is very dense and durable. It is heat resistant and scratch resistant, with minimal maintenance. Marble is a classic

choice with unrivaled beauty and gives you a timeless look. It may be a little softer than granite, but will still give you a very durable surface.

CAN YOU TALK ABOUT THE EMERGING POPULARITY OF NATURAL STONE QUARTZITE AND YOUR KNOWLEDGE OF IT?

Engineered quartz has gained popularity over the past couple of years, but natural stone is still the most requested for its beauty and durability. Natural stone quartzite is an especially good choice for kitchens. Everyone likes the look of marble, but it's softer and more porous. Quartzite is a dense stone that can handle the impact and functionality in a kitchen, and it's not as porous.

We directly import this stone from the quarries to our facility, which enables us to

pass discounted pricing on to clients for rare quartzites in a wide variety of colors. The materials are temperamental and require a high level of care and precision, which Hellenic excels and specializes in.

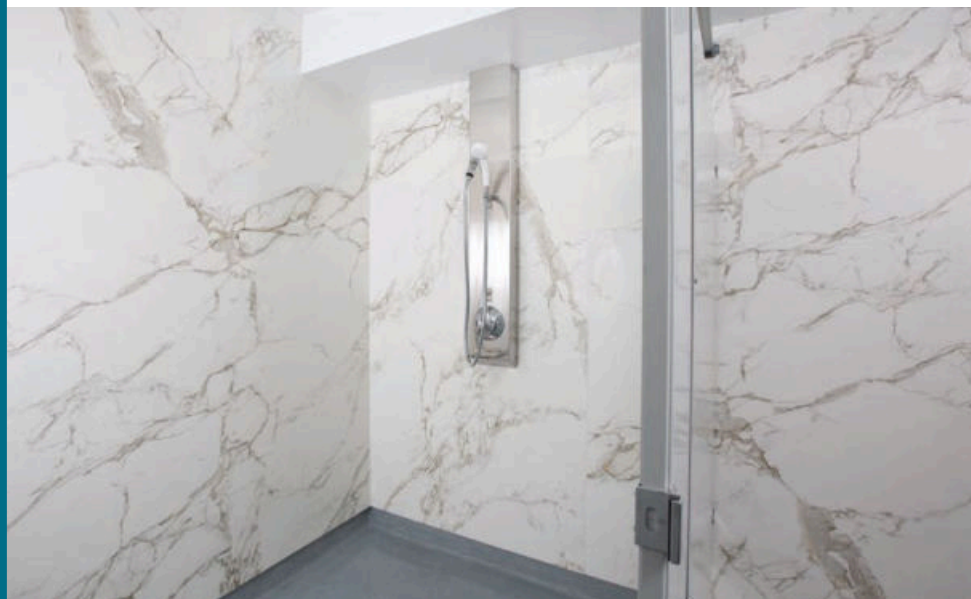
WHAT ARE THE NEWEST MATERIALS ON THE MARKET AND WHERE ARE THEY BEST USED IN THE HOME?

We're really excited about the design potential with products from Silestone and Dekton in shower wall and bathroom applications. People have been longing for a solid-slab, seamless look on their shower walls—nobody likes grout joints—but this comes with additional labor to get these large slabs into tight shower spaces. These new products are more durable and thinner, making them easier to transport and install. Silestone is engineered quartz and in particular has some nice combinations of natural stone-looking materials, as well as muted patterns for the monochromatic look people want. Dekton is a porcelain and glass hybrid with quartz that is more durable and still gives that desirable natural stone look. This is something that we are specializing in.

HOW CAN CUSTOMERS ARRANGE TO VISIT YOUR SLAB YARD TO SEE THEIR OPTIONS?

Our slab yard is open by appointment so we can control the amount of people in the building at a time, everything is spaced out and we also have outdoor inventory available weather permitting. We have implemented additional safety measures, including UV light systems and UV air purifiers to reduce airborne contaminants and provide more peace of mind for customers. We also offer virtual appointments.

Our inventory of marble, granite, soapstone and quartzite is very strong right now, we've added a lot of new products for people. We have about 200 different colors on display, and our stones are directly imported from places like Italy, Brazil and Africa. It's always beneficial to walk through and see the stone in different lighting, and more often than not, people find something they never expected. **H&H**



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Custom Creations

Sweet Water Woodworks provides exquisite cabinet designs with personalized customer service. *by Lindsey Getz*

Early on, when he was just a teenager, Jonas Stoltzfus got his start in the cabinetry industry installing stock cabinets right out of the box. Seeing how these would often fall apart and lacked any originality, Stoltzfus says he was intrigued. He knew he could build a better cabinet. In time, that dream became a reality and today, Stoltzfus owns Sweet Water Woodworks LLC, with a showroom in Narvon, Pa. Stoltzfus says it's incredibly rewarding helping clients create cabinetry and other woodworking designs that perfectly suit their home.

While there's no question that homeowners have a lot of choices when it comes to choosing cabinetry, it's the customization and the unique customer experience that help set Sweet Water apart. The company's history is also steeped in the Amish tradition of quality and the value of having handmade pieces that can become timeless additions to the home.



"We're a smaller company, so we're really focused on providing excellent customer service," says Stoltzfus. "That's something that can be hard to find these days. But when you work with us, it's a very hands-on experience. We're not just purchasing our cabinets from a large manufacturer and delivering you something from a warehouse. We're manufacturing and installing our own cabinetry."

That makes the possibilities nearly endless. With everything being custom made, the homeowner has unlimited options in terms of what they want to create. In a time when it often feels as though we can't escape those cookie-cutter looks, this is one of the best ways to have something truly unique. With custom-designed

woodworking, you can infuse true originality into your home.

"Homeowners can bring ideas to us and we can help create exactly what they're looking for," Stoltzfus says. "People like the process of finding photos and ideas that they like but then working their own ideas into the mix."

In the process, Stoltzfus is combining homeowner ideas with his more than 20 years of experience—knowing what works and what doesn't—in order to create the ideal design. Of course, this is not just for kitchens but for any room of the house. Beyond kitchen cabinetry, Stoltzfus is also creating original bathroom vanities, library and home office wall units, mudroom benches and storage units, laundry organization, custom entertainment centers and more. Stoltzfus says they're also creating decorative details in each of these spaces to add a truly original touch. This includes custom interior shelving, corbels, carved insignia, detailed molding, custom range hoods and anything else a homeowner can dream up.

A lot of Stoltzfus' creations mean custom solutions, too. Custom-designed pull-out cabinetry for spices and for trash cans are two popular options in kitchens. With so many people working from home, there's also been a surge for unique office desks with the ultimate organization and hidden storage. But Stoltzfus says that the solutions can be anything that the homeowner is seeking for their specific space.

While there's no question that custom design is all about homeowners' unique wants and needs, Stoltzfus also makes a point to keep up with the latest trends. Right now, he says that white and gray cabinetry are continuing to trend. These are



classic looks that won't go out of style.

"Most homeowners are looking for a simpler, cleaner look these days," Stoltzfus says. "We're seeing a lot of big, open space layouts where homeowners want to truly make the most of their space. Custom cabinetry can play an essential role with this."

In terms of installation, Stoltzfus is using a very trusted contractor who installs 90 percent of their work.

"We get a lot of great comments from our customers about our install crew," he says. "When they show up to install the cabinets, it doesn't take customers long until they are at ease and actually like having them in their houses. Some homeowners say they are like family by the time they are finished with the install."

For instance, Skip and Terry Hewett of Kennett Square say they are celebrating five years of having a beautiful and very well-designed kitchen by Sweet Water Woodworks.

"All of our cabinets and drawers operate and function as well as when they were first installed and all the cabinetry still looks like fine furniture inside and out," the couple says. "We recently noticed a small area that appeared to have a finish problem happening, and with attention and expert workmanship, Sweet Water repaired it quickly. The finish is perfect and matches exactly. We were told when we signed the contract that Sweet Water stood behind their work if there was a problem not due to wear or abuse and they did with a smile. We're so happy and satisfied after 'wear and use' testing."

Stoltzfus says that because homeowners work with Sweet Water every step of the way, they're able to ensure that craftsmanship is seamless from the manufacturing through the installation.

"The process starts with the initial consultation and material selection and goes all the way through the manufacturing to the installation," he says. "Because of this, we can guarantee our work throughout the lifetime of the product." **H&H**



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We're all daydreaming about summer—the sun, burgers on the grill, cold drinks and diving into the pool—so we decided to explore a few of the best outdoor projects in our area to add to the excitement. These photos are just a small sample of the skill and savvy required to bring a homeowner's vision to life, and show the wide range of possibilities you could incorporate into your own space.

EDITED BY LIZ HUNTER



“This project was started by another contractor who didn’t finish the job and left it in disarray. The homeowner was so disappointed in the other contractor, they took their trust in us and contracted us to come in and take over the job. We installed retaining walls, patio, coping, planting beds, plants and mulch. The homeowner was so happy that we did a professional job from start to finish.

“It was important to us to help this homeowner who put a lot of money in their backyard and was so put off from the first contractor that we wanted to secure their trust that not all contractors are like that. We can come into any stage of a project and complete it, making the customer happy.”

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“Outdoor living is a passion of ours. Most of our staff enjoys being outside as much as possible, so the ability to create spaces for our clients to enjoy their own backyard is incredible! This project is a perfect example of seeing the need, hearing the want and designing the dream. We were able to pull this off by mixing form and function; giving the homeowners space to entertain, space to retreat and a space to call home. Somewhere they are excited to spend time, where memories are created that will last a lifetime. From design to build this project showcases our passion to bring life back outdoors.”

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“We believe in expanding the ‘heart of the house,’ where people naturally gravitate inside the kitchen, a deck can be an outdoor living space where everyone can gather. Every outdoor project should have some sort of roof structure to shield you from the elements, and in the design you have to consider how the deck flows with the rest of the yard—from the back door down to the patio or pool. We consider every detail.”

Bill Wilson, co-founder
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Seizing the Moment

Customers are taking advantage of additional time at home with a beautiful outdoor space from **CKC Landscaping**.

by **Matt Cosentino**

Last year at this time, as life as we know it was changing before our eyes, the traditional avenues for entertainment or relieving stress were no longer available.

Suddenly, it was not possible to take the kids to a movie, enjoy a meal at a restaurant or book a tropical vacation. Yet because of the pressures of the COVID-19 pandemic, we needed quality time with family and friends more than ever.

Many found those opportunities at home, specifically in their outdoor living spaces, which presented a chance to safely gather with loved ones. Not surprisingly, homeowners were relying on trusted companies like CKC Landscaping to deliver a stunning space with all the amenities they could dream of.

A family-run business with more than 25 years of experience, CKC is operated by Steve Compton Jr. along with his father and uncle, founders Steve Compton Sr. and David Connors. Their focus is on designing and building outdoor living spaces that homeowners can enjoy for years to come.

“Work initially dipped last spring, but then the market became a freight train and it hasn’t slowed down since,” says the younger Compton. “I’ve been doing this since I was 15 years old and I’ve never experienced anything like it.

“What we’ve seen, especially over the last year, is that customers don’t just want a simple deck or patio. We’ve been adding roof structures, outdoor kitchens, fire features and lighting. They’re doing it with an eye on making their house bigger without putting an enclosed addition onto it. The \$20,000 trip to Hawaii is turning into a nice outdoor living space that people can use every year.”

With the industry booming last summer, material shortages were an issue, but that problem has been resolved, albeit at a price. Now the major question is one of timing. In years past, reputable contractors might still be available in April or May, but now the demand is so high that projects are booked through June.

Needless to say, if homeowners are looking for a new space to enjoy this summer, the process has to start soon. Compton just cautions not to rush or make any rash decisions.

“It’s still important more than ever that you vet and pick the right contractor,” he says. “If it means you have to wait an extra 60 days, it’s well worth it for something that is going to add value to your home and your family. If you do it hastily and pick the wrong contractor, it can come back to hurt you.”



Just as it makes sense to do your due diligence before hiring a financial advisor or real estate broker, Compton welcomes potential customers to research CKC ahead of time. In a competitive industry, they will find a company where communication and honesty are of the utmost importance.

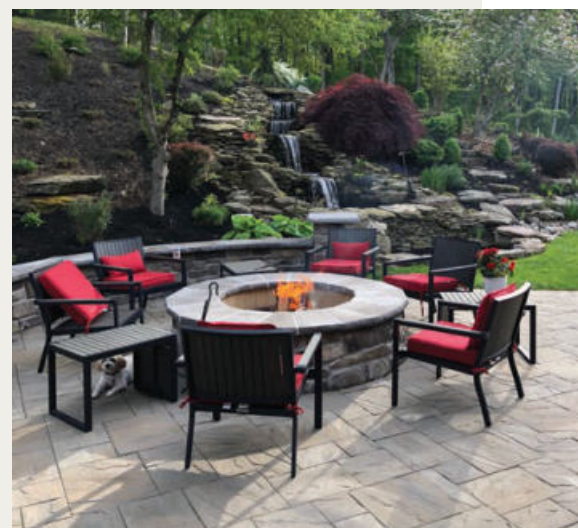
Homeowners will be kept informed throughout the project, CKC will never abandon a job in the middle of it and work crews will always treat the home with respect.

“At the conclusion of our

jobs, customers will say how much they enjoyed interacting with our foremen and laborers—so much so that when they call us back for more work, they’ll ask if a certain foreman is still with us because they would love to have him and his crew back at their house,” Compton says. “That gives us a great deal of pride. For me, it’s more about people than it is pavers and decking. It’s the relationships we make with our customers and the relationships we have as a family company that are important, and I think people sense that as we’re collaborating on their project.”

The CKC team is certainly willing to share its experience and breadth of knowledge, but forcing ideas onto customers is not part of the agenda.

“We walk into every consultation with an open mind and open ears,” Compton says. “We let our customers tell us what they want to do



with the space and how they see themselves using it with their spouses, kids and friends. While they may not be able to translate their ideas from their mind to a design or build, that’s where our expertise comes in. We can take the story from our customers on the very first day and translate that into a space that suits their needs.”

Although there is hope that the pandemic may be ending soon, the past year has taught us not to take family time for granted. People are seizing the opportunity to move forward with projects they long dreamed of, and if a similar situation arises in the future, they will be prepared.

“This has made it a reality that you might be stuck in your house without the ability to freely move around the way you’re used to,” Compton says. “So people are realizing if they have some money they were going to spend on a vacation, if they’re doing well in the stock market or they have equity in their home they can take out at a very low interest rate, they’re reinvesting it so they can spend quality time with their husbands, wives and kids.” **H&H**

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YOUR BACKYARD *Oasis*

Crafting a gorgeous outdoor space by blending landscaping and hardscaping elements in harmony.

by **Lindsey Getz**

When it comes to enjoying your home to the fullest, there's nothing quite like having a backyard oasis to which you can escape.

But in order to truly get the most out of such a space, it's essential that you're partnering with the right landscaping professionals. The landscaping and hardscaping decisions you make will ultimately impact how much use and enjoyment you get out of these areas and you want to be sure to maximize it.

According to Michael Pasquarello, degreed landscape architect with Elite Landscaping, the pandemic has created a surge of interest in residential outdoor entertainment spaces like never seen before. While outdoor living has always been popular, homeowners are looking to truly maximize the most of these areas. As they look to move indoor parties and events to the outside, they want more functionality out of their backyards.

"There is a newfound interest in maximizing the use of one's property," Pasquarello says. "The opportunity to bring the indoors out has led the way to some awesome projects which rival vacation resorts. I also believe that home resale values are going to be based on the amount of outdoor living space square footage is available."

Ronni Hock, owner of Ronni Hock Garden & Landscape, has seen a similar surge in interest. She says that so many homeowners who found themselves in lockdown began to look around their homes and start to think about where they could make improvements. For many, an enhanced outdoor space was the opportunity to find pleasure, “despite the difficulty and darkness that surrounded them,” she adds.

Hock says that she had the opportunity to be able to create a backyard oasis for a family in Princeton, which provided them with a personal sanctuary. Hock says that every outdoor living space should be personal and reflect the homeowners’ specific wants and needs.

“One of the first questions I asked my client was, ‘What do you love in life and how can we incorporate your passions into the outdoor space?’” Hock recalls. “In this case, she was a mom with a family that loved to swim and an avid gardener who wanted to be surrounded with beauty, a wide variety of perennials, a vegetable garden, flowering trees and a greenhouse. She also wanted spacious patios for entertaining. That was my challenge and I spent the better part of three months designing the outdoor space to include all of these elements and more.”

ADDING AMENITIES

Oftentimes, it’s the amenities that help get the most enjoyment and use out of an outdoor

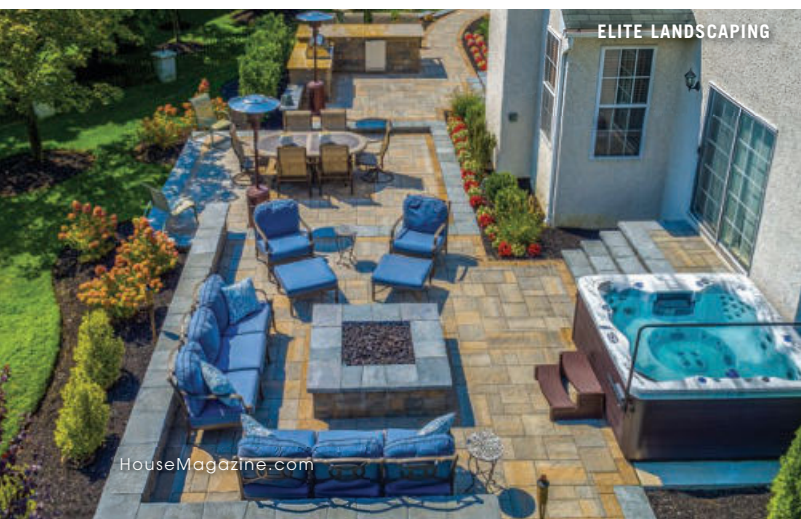
living area. Pasquarello says that when designing a space, he’s often thinking about “the three F’s.” That is, Food, Fire and Fluidity.

“Nothing brings people together better than food, so an outdoor kitchen is a must,” he says. “Fire has a mesmerizing quality which should always be incorporated in some fashion. Whether it’s a simple fire pit or a grand stone veneer fireplace, it will surely entice a crowd to gather around on cool nights. Finally, the fluid movement of water from a pool waterfall or a pondless water feature creates a calming effect and helps to drown out outside noise.”

Undoubtedly, a water feature can be a tranquil and welcomed addition to any outdoor living area. It helps to create a sense of “zen” or well-being in your outdoor space.

George Mihalchick, owner of Ponds by George, says that nothing adds aesthetic appeal and enjoyment quite like a pond. A backyard pond gives you the visual beauty as well as the sound of water that just immediately begin to have a sensory effect. Of course, Mihalchick says homeowners often have a lot of questions about the maintenance involved—and he says they’re generally pleasantly surprised by the answer.

“If built correctly—and that’s key—the maintenance could be as little as cleaning out the skimmer every 10 to 14 days,” he says. “But it’s important to remember, it’s not just



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a hole in the ground with some liner, water and rocks. It's an entire ecosystem so it must be built properly from the start."

Mihalchick says that so many details go into creating an aesthetically beautiful and optimally functional pond. One that's really important is lighting. You want just the right amount of lighting to be able to see and enjoy your pond at night—but you don't want it so bright that you can see the particles in the water.

"You want a subtle look with lights situated in just the right places," he explains. "You can have color-changing lights and you can have them hidden in the waterfalls so that they light up. The big thing is hiding the components—not just the lighting but everything involved in making your pond complete. When a pond is built correctly, you shouldn't be able to tell what makes it work. You shouldn't know where the water is coming from or going. That's all important for a natural, integrated look."

EXTENDING YOUR TIME OUTSIDE

Of course, if you're investing in an outdoor living space, you want to be able to fully maximize your time there. That means spending time outside both day and night—and as late into the season as possible.

Hock says that her Princeton client loved the greenhouse and appreciated being able to spend time gardening, even in the winter months.

"It can be difficult constructing a design that incorporates elements that can be appreciated all year-round," Hock says. "However, in the case of this Princeton residence, a greenhouse was constructed which gave the client many pleasurable moments—even as the snow fell. She's an avid gardener who planned and planted seed trays for installation in the spring in her vegetable garden. She also had a large number of tropicals that she pruned, shaped and fertilized throughout the winter months."

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Pasquarello says that homeowners can definitely extend their time outside.

“Open air pavilion roof structures with built-in infrared heaters can extend use into the winter months,” he says. “Infrared is the best option, as this heat source only emits heat where it is directed. The roof structure will also provide some relief from the heat in the summer as a shaded escape. Water misting systems can even be installed along the perimeter of the roof, creating a cooling blanket of droplets.” **H&H**



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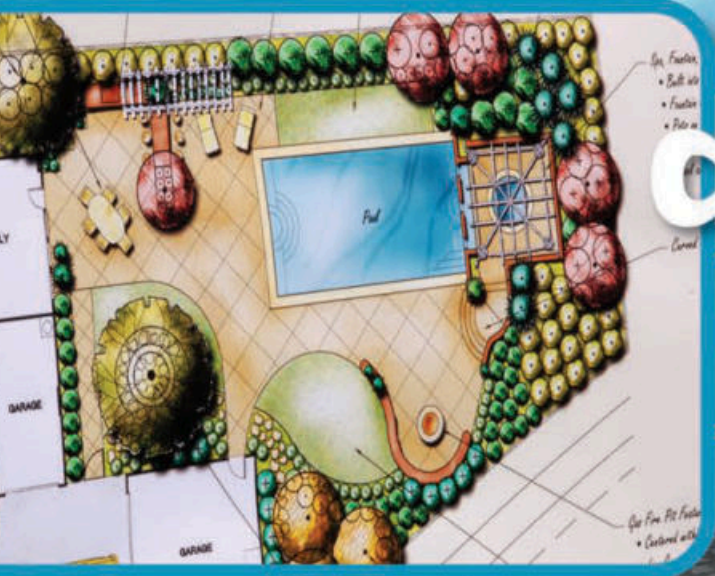
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IT'S SAFE TO SAY THAT THE PANDEMIC HAS TAUGHT US TO APPRECIATE THE OUTDOORS EVEN MORE.

While backyard outdoor living areas have been soaring in popularity for years now, for many, the stay-at-home orders and the experience of being stuck indoors for so long have made homeowners absolutely crave these spaces more than ever. They are truly a must-have—a fact that's been increasingly evident at Sequoia Out Back, where owner John Keller says that he's seeing even more people come into the showroom than ever before.



From the moment that homeowners walk through Sequoia Out Back's front doors, the experience is really unlike any other. The 30,000-square-foot showroom has everything you could want for your personal oasis on display so that you can envision it in your own backyard.

When you walk through a typical patio store or a big-box store, items aren't usually set up or paired together the way they would be in your backyard so it can be difficult to visualize your finished space. At Sequoia, you can see an entire outdoor living space the way that you might set it up on your

own patio. It inspires so many ideas.

The goal of the showroom has always been to make homeowners feel like they're stepping into a real-life outdoor space. This helps homeowners to make the best choices when it comes to furniture and decking supplies that will work for their own projects.

Pair these gorgeous displays with the knowledgeable and helpful team members who are ready to assist—and homeowners can really appreciate the showroom visit experience. Customers always leave Sequoia with a lot of great ideas and information.

Of course, in general, inventory has been a major issue since the start of the pandemic. Homeowners who have tried to purchase furniture and decking may have noticed limited stock. But Sequoia Out Back has been fortunate to be able to keep a lot of inventory in stock thanks to its relationship with manufacturers and its purchasing power, as well as having a large quantity from the start. Even so, with so many people coming through the doors, now is the time to start planning for the spring while inventory is still available.

After all, before you know it, the weather will be consistently warm, and we'll all be spending even more time outdoors. Homeowners want to make sure their space is ready now!

"The sooner you can start planning, the better," urges Keller. "The number of visitors coming to the store right now is higher than ever for this time of year. It's definitely not too early to start thinking about setting up your outdoor space."

As you start planning, Sequoia Out Back



“[H]ere, you can see an entire outdoor living space the way that you might set it up on your own patio. It inspires so many ideas.”

— John Keller, owner

has all of the amenities that you might want to consider. This includes fire pits, patio furniture and all of the material supplies including decking and railing and hardscaping. Sequoia works with all of the leading manufacturers including TimberTech, Wolf, Trex, Zuri and Fiberon—all of whom continue to offer in-

novative products.

Whether you're a do-it-yourselfer or someone who was sent by their contractor to look for materials, Sequoia's showroom can accommodate everyone.

It's all about making the experience as easy and as enjoyable as possible for homeowners. As the true outdoor living experts, Sequoia and its team are ready to help make homeowners' backyard dreams come true.

"Outdoor living has been a trend for a long time but it's hotter than ever," Keller sums up. "I think we're all ready to start spending more time outside." **H&H**



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The Season of Planning

Now that winter has made its exit, homeowners are looking to get their outdoor spaces in tip-top shape for the warm weather. Our annual landscape directory puts the area's most professional resources at your fingertips. This comprehensive list includes companies that can repair or build pools, design and furnish decks and patios, maintain a manicured lawn and so much more. With their help, you'll be enjoying the outdoors for years to come.

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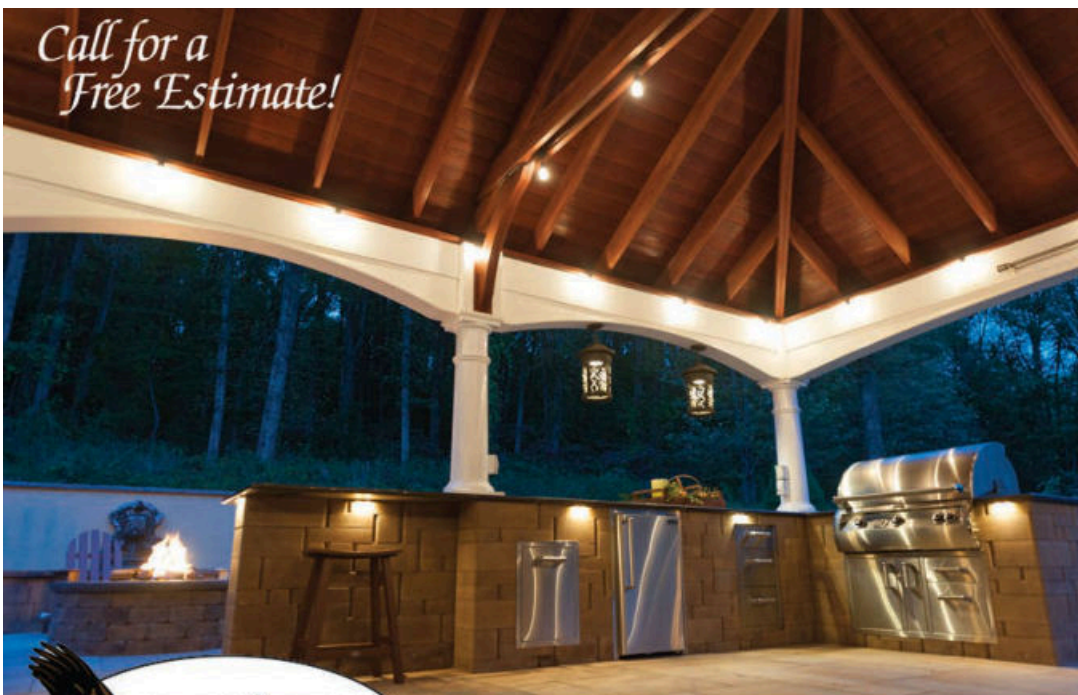
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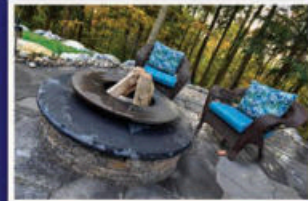
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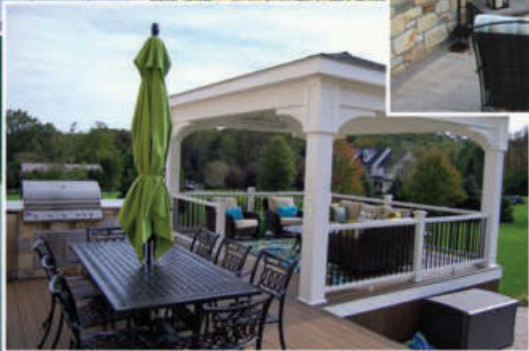
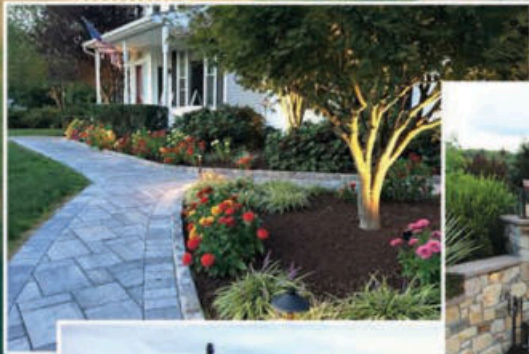
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What separates your company from your competitors?

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What keeps you motivated every day to do the work you do?

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Are there any new products or services you are offering that you'd like our readers to know about?

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What do you find most rewarding about this industry?

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Are there any other services/products that you offer that you'd like our readers to know about?

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Industry Check-In



How the home improvement industry is dealing with the unprecedented impact of the pandemic.

by **Liz Hunter**

WHEN THE PANDEMIC STRUCK OUR COUNTRY THIS TIME LAST YEAR, no one knew what to expect. Shelter-in-place orders forced everyone home, where work, school and recreation all had to take place within that one space. Businesses were shut down too, many seen as nonessential. For those in the home remodeling industry, 2020 could have spelled doom.

"One year ago we were more concerned that it would be a 'no' year than even a down year. Construction was shut down for close to eight weeks and uncertainty was at an all-time

high. Like many people and companies we were unsure of what the future and new normal would look like," says Adam Parnes of Global Home Improvement.

As it turned out, the year was better than anyone could have imagined. A perfect storm of factors contributed to a massive spike in requests for remodeling projects all over the home. As they sat inside their homes 24/7, consumers got tired of what they saw. Coupled with the fact that vacations were canceled, they now had the income to spare on projects that otherwise would have waited. And let's not ignore the record-low interest rates that have

spurred a real estate boom, motivating people to fix up their house for a quick sale or renovate a new purchase.

Zonda, a housing market research firm, estimates a 9.87% increase in big-ticket remodeling projects in 2020 from 2019, totaling 14.4 million.

"We were able to slowly get back to work and due to a hot housing market, our sales were able to make up for lost time," Parnes says.

Success did not come without some necessary adjustments to meet safety protocols. Ryan Lederman, owner of Rykon General Contractors, says it's been his busiest year, but also the most challenging.

Among his first concerns was protecting his employees. "There was the risk of losing half of our workforce if one crew member contracted COVID-19 because we'd have to isolate everyone on that crew," he says. "So we had to reduce crews from four to two inside a home, which changes how we schedule projects and also takes the projects a little longer to complete."

And it's hard for them to work long days wearing a mask, Lederman admits, but they do it. "We've had homeowners tell us they don't care if we wear one but we still do." Along with masking and cleaning hands while on the job site,

Lederman's employees also have to continue to be careful in their personal lives. Amazingly, considering they've worked in more people's homes this year than ever before, there were no cases of COVID-19 among his crew until just last month when two employees were affected.

For Global Home Improvement, whose core of work is exterior projects, it was more conducive to social distancing. "The summer and fall were ideal for outdoor appointments on back porches and patios. Same goes for our crews, working outside on roofing, gutters and siding definitely helped," Parnes says. "Our main challenge was window installations which require interior work. With that being said, our window installation teams all wear masks and install room by room so it allows for social distancing as well."

Keeping the noise down was also another obstacle, Lederman mentions, as kids and parents were home for school and work.

When it comes to materials, supply is down and costs are up, meaning consumers are waiting a little longer and paying more to get just what they want. "One of the biggest challenges we have

seen is with material ordering. Many products are back ordered for weeks and typical material orders have been pushed back from four weeks to up to eight-plus weeks. That is why we definitely recommend planning your spring and summer installs sooner rather than later," Parnes says.

This is all directly related to the pandemic, Lederman says. "Demand tripled and factories can only run on skeleton crews to maintain social distancing. ... Project costs are rising monthly with material prices, by about 10%. It's a huge challenge because quotes we give are only good

for 30 days, so if the materials cost goes up, customers have to pay that."

Nonetheless, his phone is ringing off the hook. "It's a good problem to have, but I think 2021 is going to be even busier than 2020. Things aren't slowing down," Lederman continues.

"This next year has a lot of promise but what we learned from 2020 is to expect the unexpected. We are planning to grow but we are doing it cautiously with our employees and customers in mind," Parnes adds. **H&H**

"I think 2021 is going to be even busier than 2020. Things aren't slowing down."

—Ryan Lederman,
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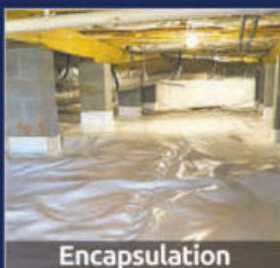
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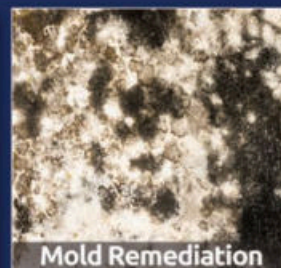
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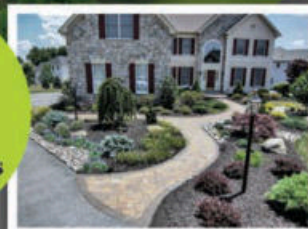
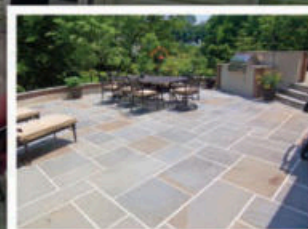
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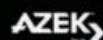


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