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AAA Hellenic Marble

Expert guidance to find the
perfect stone products for
your next project *page 15*



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Basement Waterproofing Specialists

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Jackie Ball of Long & Foster Real Estate

Combining her unique background and go-getter
attitude to deliver positive results for her clients

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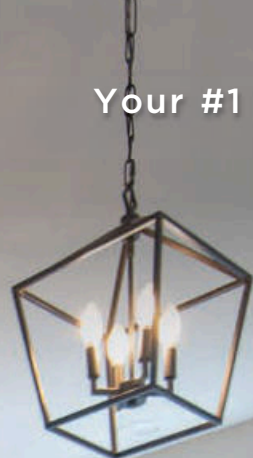
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Volume 22, Issue 5



Matteo Family Kitchens & Flooring

Where customers find a streamlined process
that makes remodeling a breeze *page 13*

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Total Access Elevator

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Tri-County Exteriors

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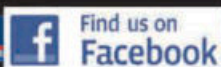
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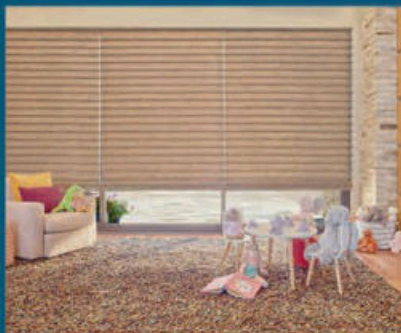


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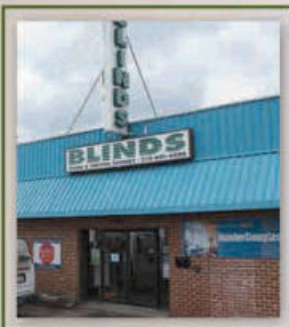
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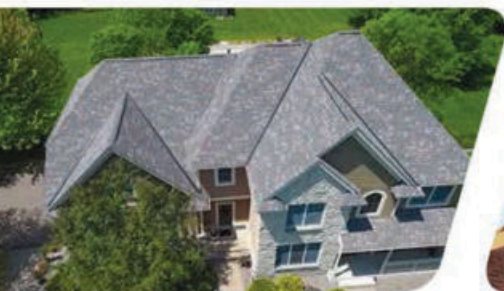
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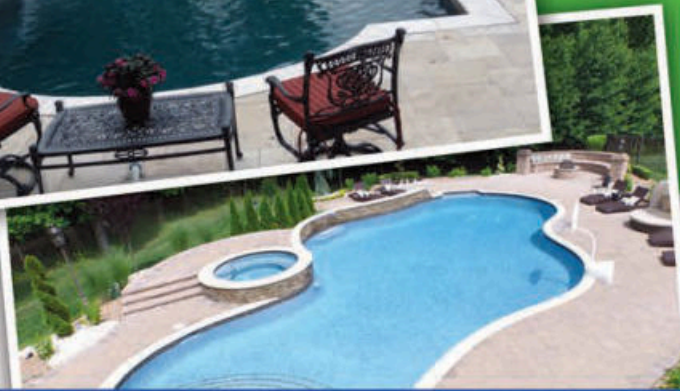
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Edward P. McCartney

EDITOR

Peter Proko

EXECUTIVE EDITOR

Liz Hunter

ASSISTANT EDITORS

Matt Cosentino, Madeleine Maccar

CREATIVE DIRECTOR

Hank Alspach

PRODUCTION MANAGER

Brian Mikulski

DESIGNERS

Abby Lurty, Dori Shields, Lisa Zollinger

ACCOUNTING DIRECTOR

Darlene Versak

SALES DIRECTOR

Lindsay Gonzalez

SALES MANAGER

Jim Romano

NEW BUSINESS DEVELOPER

Chuck McKane

MARKETING CONSULTANTS

Kristine Di Nardo, Rochelle Dodge, Frank Liantonio,
Bonnie Remmey, Lori Vorgang, Amy B. Weiss

ACCOUNTANT

Max Haggerty

DIGITAL MEDIA DIRECTOR

Leigh Stuart

PUBLISHER EMERITUS

Bob Doran

EXECUTIVE PARTNERS

Gerry Haggerty, Edward P. McCartney

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A Breath of Fresh Air

by Liz Hunter

WHEN WORKING WITH **Matteo Family Kitchens & Flooring**, CUSTOMERS FIND A STREAMLINED PROCESS THAT MAKES REMODELING A BREEZE.

We've all been there: scrolling Facebook and in our town's group page, someone has posted a question asking for recommendations on local contractors for a remodeling project. The question can yield dozens of suggestions, most of which are for good, reputable people. But when Steve Matteo sees this, he wants to know more.

"I see the names for contractors who can do the work, but who is getting the materials? Who is designing the space? Is the homeowner running around Home Depot trying to put it all together? Who has time for that?" he says.

This is when the value of a one-stop shop is realized.

"When people come here, it's like a breath of fresh air," says Matteo, whose family-owned company has been serving our area since 1995.

Matteo Family Kitchens & Flooring was founded by Everett and Elaine Matteo, along with sons Steve and Tom. Prior to starting the company, Everett had 32 years of experience in kitchen and bathroom remodeling. The family venture encompasses nearly every aspect of a project, from the ideas and design phase, to choosing the cabinets, countertops, flooring, fixtures and other finishing touches.



"We can even help with the paint color for the walls," says Matteo, showing that no detail is overlooked. "We're designers and we're helping you every step of the way. It's not a box store where you're walking around on your own. We'll pull products and options and colors you wouldn't have thought to consider. We take all the worry out of it, and when customers leave our showroom, you can see the relief on their face."

Matteo Family's ability to take the stress out of the process is even more appreciated during the whirlwind created by the pandemic. "No one knew what to expect when things first happened. The initial challenges were figuring out how to work in people's homes. Supply issues weren't a concern yet," says Matteo. "Now it's about understanding expectations but the upside of it is that we have time to let ideas breathe. Not everything has to be decided in one day."

Homeowners should be wary of any company that tries to pressure them into buying or booking a project to start immediately, and others who are marking up prices just because they can.



Matteo doesn't want to rush any aspect of a remodeling project. "It's been nice to take our time with customers. If they come in on a Saturday, we can focus on the design and maybe the cabinets and countertops. Then two weeks later we can do the flooring. This way people can go home and sit with the ideas and it prevents buyer's remorse," he says. "You want to put your trust in someone who takes their time."

Another quality that the Matteo team brings to the table is honesty. No matter what design a customer brings in from Pinterest, functionality will always take precedence. "We're honest about what will work and what won't. If they want something quirky but it means the fridge won't open all the way, we'll tell them. This knowledge comes from the fixes we've had to make. Those never leave you, so we will come up with a design that's as close to what you want, but takes function into consideration first, and then we'll see where we can add the unique elements," Matteo says.

The highly skilled designers on staff have the ability to suggest products for a range of tastes and budgets, from cabinets at a flipper-friendly price point all the way to the most ornate, customized to fit anyone's style.

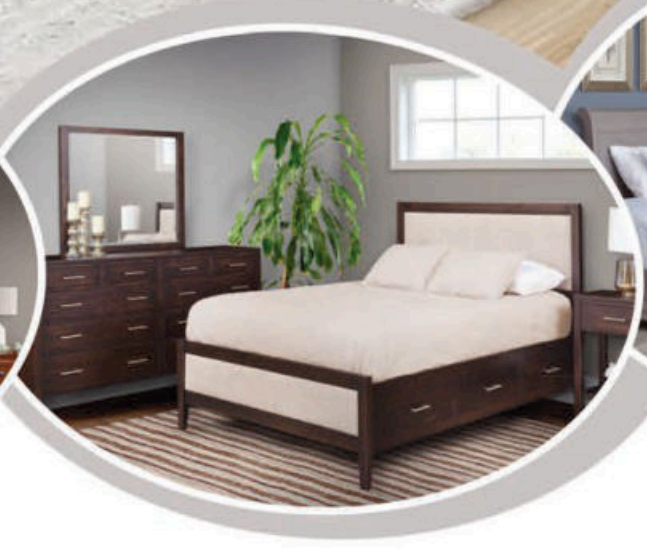
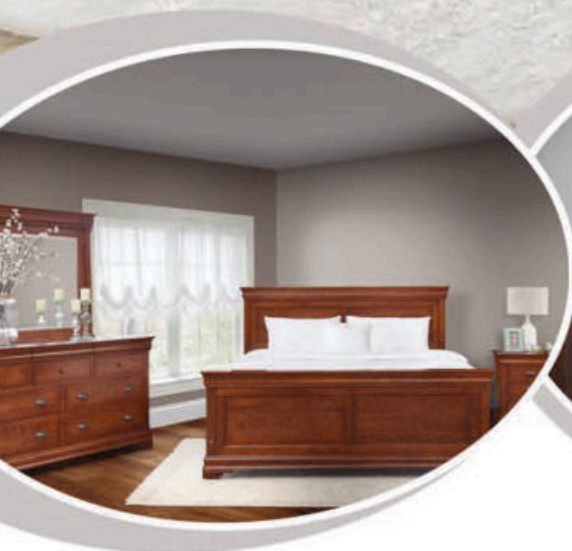
Backlogs in products and labor are real, but Matteo has made moves to invest in the materials they know can be shipped in a timely manner, including products from cabinet suppliers Kraft-Maid and Schrock, and vinyl plank flooring manufacturer Shaw. As customers go through the various stages of their project with Matteo Family Kitchens & Flooring, the team can guide them toward products that are more readily available than others.

Matteo Family Kitchens & Flooring's showroom is currently open by appointment only, which Matteo says guarantees no distractions during a customer's consultation. "We set aside two hours with you to go through every aspect without any interruptions, and it really helps us understand your goals," he says. "But most importantly, it alleviates any stress on the customer." **H&H**

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Set in Stone



With expert guidance from **AAA Hellenic Marble**, homeowners will find the perfect stone product for a variety of applications.

by Liz Hunter

Stone materials are essentially the icing of any kitchen or bathroom project, providing both the functional value of pulling the room's components together and something pleasing for the eye.

Choosing the perfect stone takes careful consideration, and the guidance of someone who knows the product. At AAA Hellenic Marble, 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.

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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Moving on Up

Residential elevators from **Total Access** provide the solution to mobility challenges with added luxury and convenience. *by Liz Hunter*

We take for granted the fact that many appliances around the home were not always standard. Automatic washers and dryers were considered a luxury in the 1930s and microwaves didn't even become mainstream until the late '60s—yet we can't imagine life without them. And if you ask Curt Lampe, co-owner of Total Access Elevators & Lifts, residential elevators are poised to become the next must-have appliance in the home.

Lampe incorporated the company in 1991 with his partner Ted O'Neill. The market for residential elevators was still new, but over the past 30 years, Lampe says the demand has grown tremendously.

"In a lot of new construction, especially at the Shore for the multi-level properties, elevators are being put in automatically," he says. "We're also seeing people who want to age in place investing in an elevator instead of moving out of the home where they raised a family. They can install an elevator without the hassles of selling, packing and moving, and they can stay in their home comfortably."

Elevators appeal to people for a wide range of reasons, whether they want added luxury to their property or have mobility challenges. They can also be used to transport groceries, laundry and other bulky items as well, taking the physical burden off of people and encouraging more independent living.

There is a product to fit any lifestyle and budget, says Lampe. One of the most popular styles right now is the pneumatic vacuum elevator (PVE). Using only air, PVEs require less space and less energy than the traditional in-home elevator with a shaft.

"The PVE uses the same technology as when you go to the bank and send your money through the cylinder. One of the best features of this product is that construction is minimal. It doesn't need to be in a shaft, and we don't need to dig a pit in the basement," O'Neill says. "Technology has come a long way."

These units are also eco-friendly, only using power when going up. Coming down is all gravity. Lampe says some models can connect to your smart home setup as well.

In areas where water might be a concern, the elevators have float switches and homing devices included. "If the unit comes down and hits water, it automatically shuts off. Also, after you take the unit down to the lower level, a homing device brings the unit back up to the highest level after five minutes in the event water could become an issue. It's safest up at the top," Lampe says.

Additional safety measures include light curtains, which can sense if something is operating incorrectly and stop the unit automatically. Doors must also be fully shut for it to run, and if a unit loses power, it can still lower itself to the lowest level so a passenger could exit.

If the design of a home does not allow for a clear passage for the elevator on the interior, an exterior installation will soon be available, says O'Neill. Currently, the company has its first beta test exterior



elevator attached to the side of its building, and it's expected to be available for residential installs by October.

Lampe says the time from when the product is ordered until installation is approximately two months, and if it's new construction, the elevator is one of the last things installed.

Throughout the process, homeowners can expect to have any question answered by a knowledgeable team of professionals. "We pride ourselves on the longevity of our employees and sales consultants. Most have at least 14 years' experience each, and both myself and Ted are actively involved in the business every day," Lampe says.

Total Access services all of New Jersey and Delaware; Eastern Pennsylvania (out to State College) and Maryland (down to Baltimore). **H&H**

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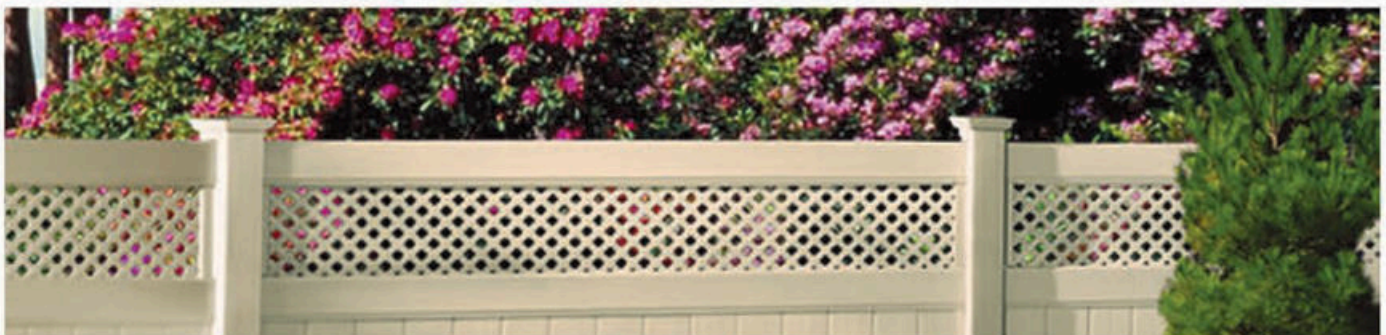


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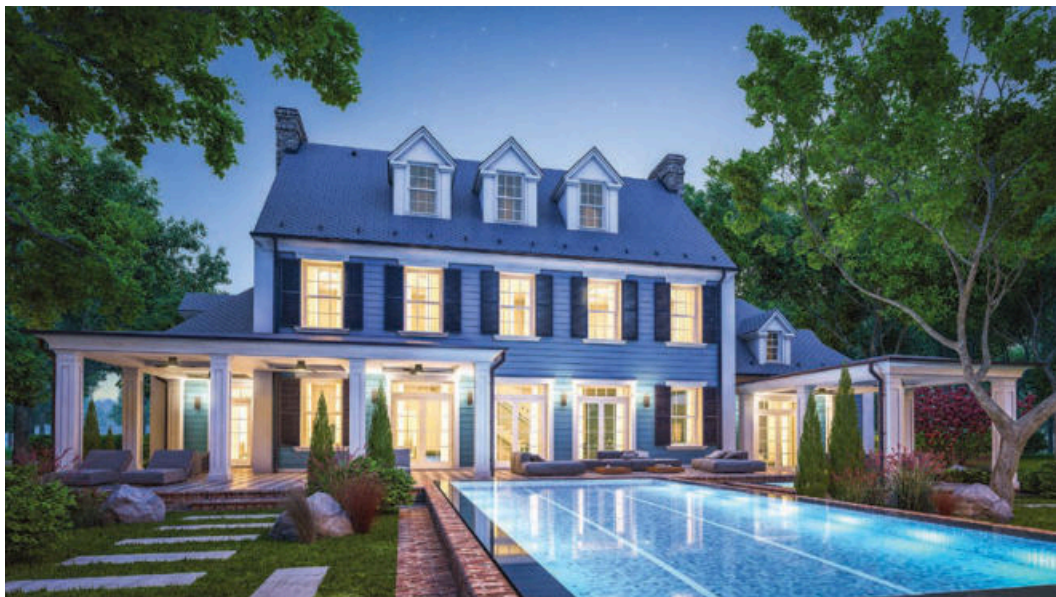
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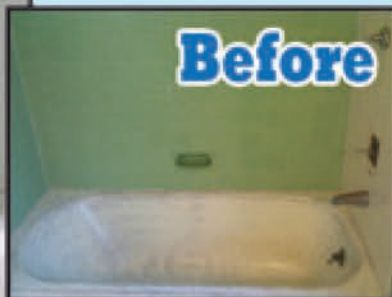


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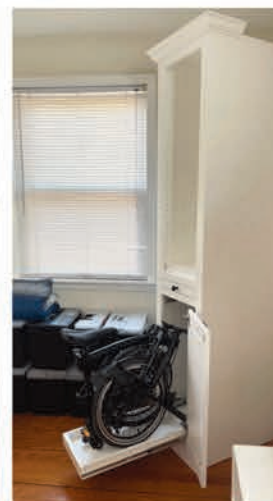
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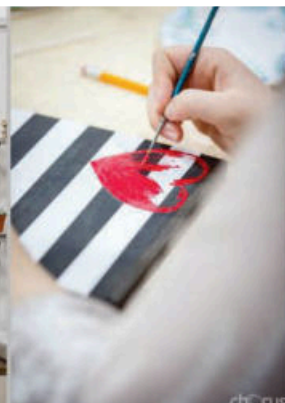
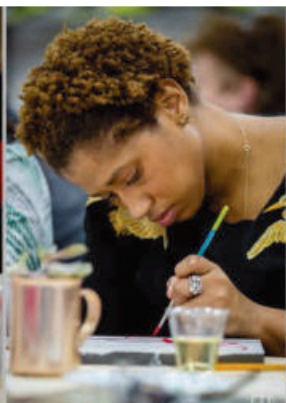
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MARKETPLACE | **EVENTS**





Welcome to the 2022 Philly Home Show!

This is where you can explore more than 60,000 square feet of exhibit space, delight in new features and solutions designed to meet your needs, gain insights from design experts and knowledgeable exhibitors, and even learn some new, hands-on project skills (and take home the results).

You'll see and learn about the newest ideas and products in home improvement, get inspiration for your next home project, and connect with experienced local providers who can assist you in achieving your goals. To enrich your Philly Home Show visit, we've added some fun special

events, and unique shopping experiences.

We hope that we will inspire and help you to try new ideas and ways to enjoy your home inside and out!

Sincerely,
Jenna Naffin, Show Manager

Don't Miss These Special PHILLY HOME SHOW EVENTS!



Make-It, Take-It Workshop



SATURDAY, MARCH 19, 10 AM - 4 PM;
SUNDAY, MARCH 20, 10 AM - 3 PM;
SATURDAY, MARCH 26, 10 AM - 4 PM,
SUNDAY, MARCH 27, 10 AM - 2 PM:



This year, take your project skills to a new level and join our NEW Make it, Take it presenter, Amanda Pluck, of Little.Tall.Rulers! Amanda is a local maker and pyrography artist in Bucks and Montgomery County, PA. Since many of us are DIY-ing at home, Amanda provides a workshop to teach people the basics of power tools, keeping kids entertained, and hosting more at home for events, perfect for Philly game days.



SEPTA & PATCO Days

FRIDAY, MARCH 18 & FRIDAY, MARCH 25:

Taking SEPTA or PATCO is a convenient way to visit the Philly Home Show. This year simply show your SEPTA or PATCO card at the box office for one free admission on these dates! (one admission per card.)

Hero Day

FRIDAY, MARCH 18 & FRIDAY, MARCH 25:

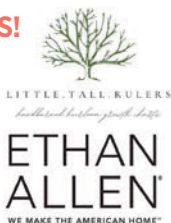
The Philly Home Show proudly honors our local heroes on Hero Day. All active military, veterans, nurses, first responders, firefighters, and teachers will receive one free ticket with identification at the box office on these dates.



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SHOW HOURS:

FRIDAY, March 18
Noon–8 p.m.

SATURDAY, March 19
10 a.m.–9 p.m.

SUNDAY, March 20
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FUNctional Over Formal

Popular designers, Tommi Mischell and Ethan Allen, will repurpose traditional formal living and dining rooms into a space that can be used every day, not just on special occasions!



Madeline's Mobile Flower Shop

Stop by Madeline's mobile flower shop at booth #200 at the show, and purchase a beautiful bouquet hand-picked and created just by you!



Philly's Favorite Finds

Don't miss out on this exciting chance to shop for unique home decor and gifts! This open market-style area highlights local artisans and retailers. Individuals can shop everything from antiques, homemade, finely crafted items to original art that will surely stand out.



Ultimate Backyard

Philly Home Shows is teaming up with Barnco Woodworks to provide outdoor furniture, fire pits, and pergolas that will make a homeowner's backyard or front patio the look of the neighborhood!

Upcycle Challenge: Dresser Transformations

Philly Home Shows is teaming up again with Habitat for Humanity's ReStore to showcase how old dressers and bureaus can transform into new, more practical household décor or furniture. Come vote on your favorite product or bid on one to take home!



Philly Pop Up Picnics

A pop up picnic is a fun and unique way to celebrate the special moments in your life! Experience beautiful picnic displays and get inspired and plan your next luxury picnic with Philly Pop Up Picnics.



Habitat for Humanity Restore Pop Up Shop

Calling all DIYers, homeowners, renters, landlords, contractors, interior designers, environmentalists, or treasure hunters! We're bringing the Philadelphia ReStore to you! Stop by this pop-up shop for your next home improvement, renovation, or DIY project - and support a great cause, Habitat for Humanity.

Looking to Book Convenient and Affordable Parking?

We recommend booking convenient and affordable parking in advance through SpotHero, the nation's leading parking reservations app.



To reserve your parking spot, visit the Pennsylvania Convention Center SpotHero Parking Page and book a spot with rates up to 50% off drive-up.



Show your SEPTA or PATCO Card at the box office for one free admission (per card) on Friday, March 18, and Friday, March 25.

The Jefferson station lets off inside the Pennsylvania Convention Center!



PHILLY HOME SHOW

and
Bugsy
Drake

Christine Buggy Drake is known as Chief Stew on the Bravo TV reality television show, *Below Deck Mediterranean*, and will be appearing at the Philly Home Show this year! Buggy is notorious for her bubbly personality and passion for planning theme parties as Queen of Theme. In addition to being a TV Personality, she is the author of, *The Art of Tablescaping: Deck Out Your Table with the Queen of Theme*.

At the Philly Home Show, you can expect Buggy to showcase her tablescaping tricks and share inspiration and guides for all things tablescaping. She will create and arrange tabletops that convey a unique theme while sharing advice on decor! Her appearance will be on Saturday, March 26, from 12 to 1 p.m. at the Affinity Furniture booth. Buggy will also be signing books and meeting fans!

Buggy shared some of her experiences and roles with us recently:

Q: What can someone expect you to be doing on *Below Deck Mediterranean*?

Bugsy: Most likely impressing luxury yacht guests with my signature tablescares and over-the-top theme parties, and sharing my style too, which elaborates on my table decor. I almost always add large hoop earrings with my notorious barrettes!

Q: Where are you from originally? Where did you go to college?

Bugsy: South Africa. It is where I became a seasoned yachtie! I graduated

with a Bachelor of Arts degree in Film & Media from Saint Mary's University in South Africa.

Q: What has life been like since joining the floating hospitality world in 2013?

Bugsy: I have been sailing around the world entertaining wealthy and sometimes celebrities on some of the finest luxury yachts. It has been the best of both worlds!

Q: How would you describe your personality in the show?

Bugsy: I am either subversive or showing my class and dignity. I bring a unique combination of professionalism, elegance, and spirit to each charter! Throughout the glamor, I have learned to smile and wave. My smile lines have become permanent if unwanted, fixtures on my face!

Q: Why do you think you are so popular on the show?

Bugsy: Aside from my character, I think it is my authentic love for elaborate table settings and outrageous theme parties, complete with ridiculous costumes, of course, that continues to charm my demanding consumers and TV viewers alike.

Q: What can someone find in your novel, *The Art of Tablescaping*?

Bugsy: I share all my secrets for creating showstopping table settings and unforgettably enchanting events. I had my direct attention for nearly a decade working with the most exclusive yachts and private islands in the world. With that, I share my best entertaining tips, décor inspiration, and step-by-step guides for creating world-class dining adventures!

Q: What principle do you live by the most?

Bugsy: The principles of kindness! I also try to stay positive in every situation.

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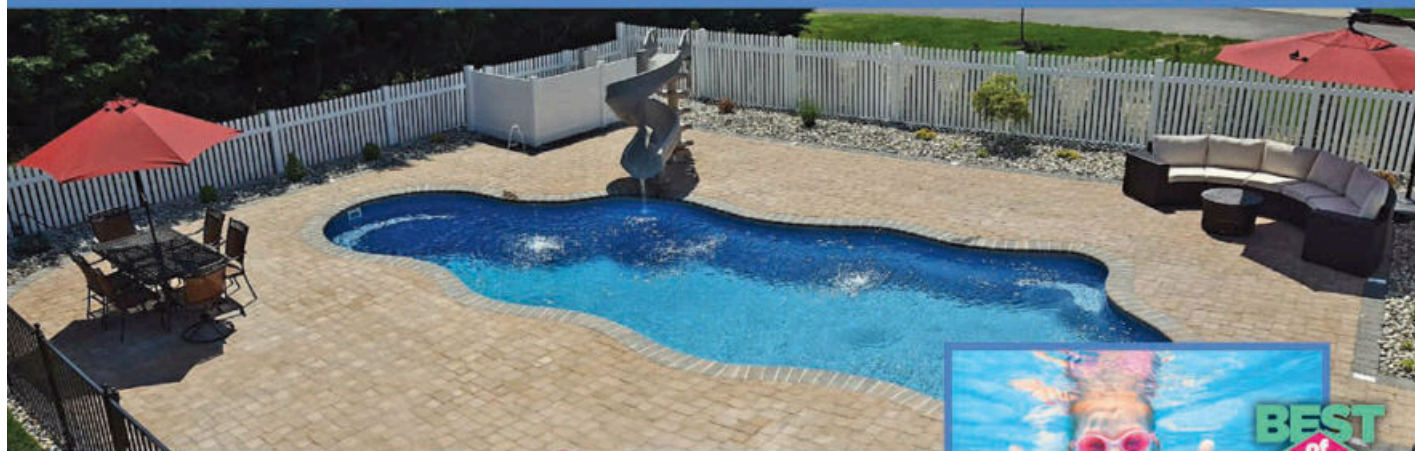
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Basement Waterproofing Specialists

Family values, happy customers triumph over pandemic.

Nearly 50% of American businesses are closed temporarily, or operating at a loss, because of the devastating aftershocks of the COVID-19 pandemic and the worldwide economic slowdown. Many businesses have closed their doors forever. However, despite the bleak outlook for many, one local business is overwhelmed with new customers. In fact, it's in the midst of an immense expansion, including the conversion of a historic Collegeville home, built in the 1700s, into a second location.

Using a house as an office isn't new for Basement Waterproofing Specialists. Its main office, located in Collegeville, Pennsylvania, is also a farmhouse-turned-waterproofing headquarters. It's no coincidence that the company is converting a second home into a new workspace. "Our goal has always been to treat you like family. That's not a marketing gimmick.

We teach our inspectors and work crews to treat every single client's home as if it were the house of one of their family members," says Ken Klinger, his wife Deb and daughter Anne.

This philosophy has paid off well for both the company and its clients. It's been a happy home to many pets. Employees are encouraged to bring their pets to work. Besides Ken and Deb's two giant, lovable Boz shepherds, Calvin and Clarabelle, the main office is also often host to a happy flock of dogs, cats, rabbits and birds.

Over the last seven years, the company has won awards for "Best Basement Waterproofing company" from Angie's List, *House & Home*, *Home Advisor Magazine*, the *Mercury Newspaper* and more. It currently holds an overall 4.6-star rating, based on over 200 reviews on Facebook, Google, Thumbtack and Angie's List. It also has an astonishing



Before

After



6,200 followers on Facebook while competitors average under 500.

This award-winning service combined with extreme customer loyalty is the major driving force behind the company expanding while many are retreating. "Humble thanks to our amazing customers. We have been overwhelmed by so many referrals during the COVID crisis. Those referrals, plus Gov. Tom Wolf deeming us an essential business, have helped us expand into a second office to house our ever-growing staff," says Ken. "We are not only thrilled to help our customers solve their problems, but also happy to create new jobs for people in the area."

In March of 2020, Gov. Wolf determined that Basement Waterproofing Specialists is an essential business whose work is "necessary to help stop the spread of the novel coronavirus COVID-19." In addition to waterproofing, the company also removes mold and improves air quality. Its Ozone Generation technology is EPA-approved and can help eliminate not only mold and mildew, but also airborne pathogens in your home.

Basement Waterproofing Specialists' expansion is a bit historic, as well. Its new building, located at 109 River Road in Collegeville, was built in 1700, and was used as a hotel to help with the growing tourism to the area. The company plans to officially move into its fully renovated second home in April. This fourth-generation family business is eager to help your family enjoy a clean, dry, mold-free, safe basement. H&H

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A House That Speaks for Itself

TRI-COUNTY EXTERIORS IS A FULL-SERVICE HOME REMODELING COMPANY DELIVERING UNPRECEDENTED RESULTS. *by Erica Young*

A home exterior project is a major commitment, and one that requires trust and an investment in the future. Those are the exact qualities that form the foundation of Tri-County Exteriors, a full-service exterior remodeling service that has neighbors all over the area returning time and again.

Business partner Michael Macker, owner Shayne Schwartz and his wife and business manager Lydia Schwartz have put the focus of Tri-County Exteriors on quality, delivering solutions that drive up the value of a home and produce beautiful, lasting results.

Planning for the Future

Tri-County Exteriors takes full-service to the next level, working with everything from roofing and stone to siding, decks, windows and more.

“We specialize in every phase of your project from the demo, the install and beyond that to include the small details, like roof capping, soffits, downspouts and more. We also do a plethora of stone craft in both real and man-made stone or veneer. They’re great accents to give the home more depth,” says Shayne Schwartz. “We like to offer a range of options; that way you’re not acting as a general contractor on your own—you have a partner to build your vision with.”

That work extends to repairs and remediation, working on improperly done construction projects to make your home more visually appealing and also more valuable in the resale market.

“Stucco remediation has become a big part of our business, because stucco installation has earned an ugly reputation from builders getting it done quick and cheap,” says Schwartz. “Cheap doesn’t buy you quality, and we have a lot of people coming to us who are having problems with stucco applied in a very hasty manner.”

Tri-County has been a go-to for our family whenever we need something done to our home. Whether we just went through a bad storm and need a small repair completed, or need to spruce up the exterior of our past home to ready it for sale. When we move into our new home, Tri-County will continue to stay our dependable contractor for every upcoming exterior project! —**ALICIA H.**

their installations. “There are a lot of considerations that fall into exterior work: putting it up at the right time of year, using the right quality material and applying the right materials. We work with the best out there, like James Hardie Fiber Cement and Everlast composite performance materials. And we educate homeowners on these products, so that you understand what you’re paying for and what kind of value it adds to your home and neighborhood.”

“

My husband and I have contracted Tri-County Exteriors many times. They are dependable, prompt and take pride in quality customer service for the client’s specific needs. We highly recommend their services for roofing, windows and siding. —**MIKE B.**

“

With my décor business, I have worked with a lot of contractors. These guys were the best I have ever worked with. They were professional, polite, organized and kept the worksite clean! —**BOB K.**

If you’re considering summer and early fall projects—or are beginning to consider listing your home in this enticing real estate market—Schwartz says now is time to begin a consultation.

“Our books fill up fast, and we want to make sure our work is being done at the best time for you and for the project at-hand,” he says.

The Importance of Trust

The Schwartzes and Macker have worked to turn Tri-County Exteriors into a team of experts with work that shines among the competition.

“We urge our customers to look at the experience and the quality being put into their projects, because when they do that they see that our work speaks for itself. We have a core group of 100 guys who have been with us for years, with decades of experience. We’re a support system that works together to provide results that are unmatched in our area.



“Our dedication and how we honor our promises to the homeowner sets us apart,” continues Schwartz. “Customer service is very important to us, and our workmanship is priority. Your trust really matters to us: We’re not here to sell; we take pride in our work and with that work you get the standards of myself and my business partner, who are on-site for every project. We have built a one-stop shop that helps you guide every element of your home.” **H&H**

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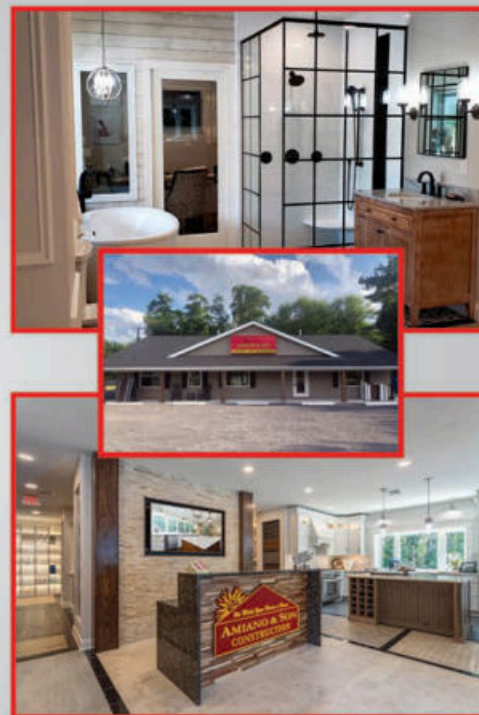
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On the BALL



Jackie Ball of Long & Foster Real Estate uses her unique background and go-getter attitude to deliver positive results for her clients.

The path to a full-time career in real estate may have been a long and winding one for Jackie Ball, but she was driven by the passion she felt for the industry and never lost sight of her ultimate destination. And as she proved time and time again along the way, nobody was ever going to outwork her.

She still has that same zeal and work ethic today, and the result is a thriving business at Long & Foster Real Estate, serving Philadelphia and the surrounding area. Representing both buyers and sellers through a stressful process in a turbulent market, she is just as invested in a positive outcome as her clients, and it shows in every transaction.

"That's what I've always been, a hustler, and people appreciate that," she says. "I love what I do. I live, walk, talk and breathe real estate."

A native Philadelphian, Ball moved to Virginia with her parents after their retirement and it was there that her interest for real estate was first piqued. She eventually accepted a job as a community development coordinator for the Williamsburg Redevelopment and Housing Authority, where she had a hand in all facets of real estate on a low- and moderate-income housing project. From working with lenders

to get applicants approved, to helping buyers choose their amenities and fixtures, to coordinating with the builders, she was hooked right away.

She went on to real estate school and received her first real estate certification in 2004 but chose to put off her dream while raising two children and working for various insurance companies in middle management roles and running a catering business on the side. But after her kids were grown and she had moved back to Philadelphia, she jumped back in and joined Long & Foster in 2016 on a part-time basis while still working at Aetna.

In November 2020 she retired from Aetna and devoted herself full time to real estate on the Art Herling Team.

"Being mentored by Art and Jane Healy, who have been in the business for so long and have been very successful, has been great," she says. "In 2021 I serviced 25 families as either buyers or sellers and helped them get into their new homes. I did a little over \$6 million in my first year as a full-time agent. My goal this year is to double that."

Having a unique background in which she has been involved in real estate in a wide variety of roles—she also acted as the general contractor on the construction of her own home—enables Ball to share that expertise with her clients. She prides herself on educating them about the process, whether it's a young couple searching for their first home, retirees downsizing from the residence they raised their family in, or someone seeking an investment opportunity.

Ball is also a featured agent for the Afford-

able Housing Centers of Pennsylvania, where she does a monthly presentation during the first-time homebuyers workshop.

"I think it services my clients above and beyond what they expect when they reach out to a real estate agent," she says. "Real estate agents are a dime a dozen, but real estate agents who are educators and take the time to have the knowledge across the board as it relates to the industry are few and far between. That applies to new agents as well as seasoned agents. I have the education and the experience from the lender perspective, from the real estate agent perspective, from the actual buyer perspective and from the new construction perspective."

In the current market, where inventory remains low and every house seems to be receiving multiple offers, Ball uses her experience in corporate America to help buyers craft creative offers. On the other side of the equation, she recently delved into staging to ensure her sellers are receiving top dollar.

"That's very important in getting them the most value for their home," she says. "I started doing the staging because people would come to my own home and say, 'I love your house.' They were in awe over the color coordination and the way the fabrics, the various textures and the artwork all blended together. So I tried my hand at it with one of my clients and they ended up accepting a contract from a buyer who fell in love with the décor."

Ball has adopted the acronym of the Real Estate Q.U.E.E.N., which stands for quick-thinking, empowering, educator and negotiator. She uses those skills to help clients from Philadelphia to Montgomery and Delaware counties, and will soon be expanding into Florida as well.

She has clearly found a home in the industry and will continue to be a role model for her two daughters, who are business owners themselves.

"As much as I love real estate, the single most important thing to me is my family, and that's why I do this," she says. "I do it for me but I also do it for my family and the legacy I'm going to leave them." **H&H**



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Homeowners work hard for the roof over their head, and when the literal roof starts to fail, there's a lot more at risk than a few drips from the ceiling. The longer it's ignored, the more serious issues become, including mold, energy inefficiency and potential loss of irreplaceable property inside the home, not to mention decreased property value and curb appeal. However, as they approach the considerable investment of a new roof, homeowners need to do their due diligence in choosing the best company for the job.

Hubert Wierzbowicz, owner/president, and Matt Samer, director and estimator, are part of Advantage Remodeling 2, a company originally founded by Wierzbowicz in 2006, specializing in residential exterior remodeling, from roofing and siding to windows and gutters. In that time, AR2 has achieved some of the most coveted certifications in the industry, namely that

of GAF Master Elite installer and CertainTeed Five-Star installer.

House & Home spoke with Wierzbowicz and Samer about the most essential factors a homeowner must know before employing a roofing contractor.

Qualifications: A company's qualifications and reputation with manufacturers should be easily identified and verified, says Samer. "You want someone who knows what they are doing and both GAF and CertainTeed have online portals allowing homeowners to search for a local company that has met their rigorous training and installation requirements," he says.

Insurance: If the price for a project seems too good to be true, it probably is, and the company may very well be cutting corners on its insurance policies. Wierzbowicz says roofing contrac-

tors need liability and workers' compensation insurance. "If the company does not carry the right amount, the homeowner could bear the brunt if something is damaged or if someone gets injured on their property," he says. An up-to-date certificate should always be asked for up front.

Warranty: Along with the esteemed designations from the most reputable manufacturers in the industry comes the ability to offer unbeatable warranties, says Samer. "Certified contractors can offer you a warranty for the lifetime of the product, and we offer 10 years' workmanship warranty. GAF will also provide a labor warranty even if the contractor goes out of business."

References: No homeowner wants to risk their investment by using a contractor who can't provide references from solid and satisfied customers. Any company of merit will gladly provide a list of contacts from completed jobs, Samer says. "Word of mouth is our biggest source of new projects thanks to our happy customers."

Ultimately, the onus is on the homeowner to do their homework, Samer concludes. "A roof is something you'll have for the next 40-plus years, and you want it done right the first time." **H&H**

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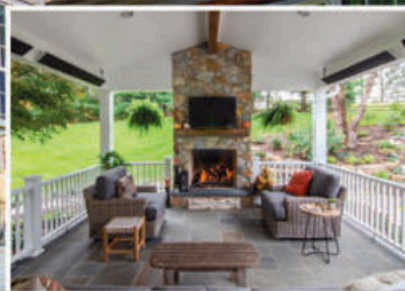
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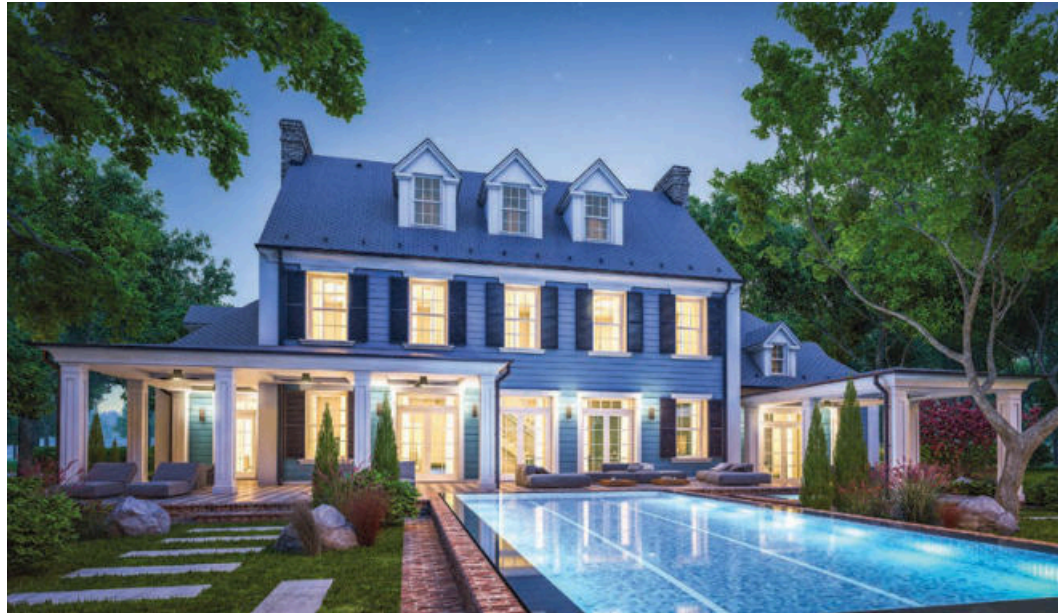
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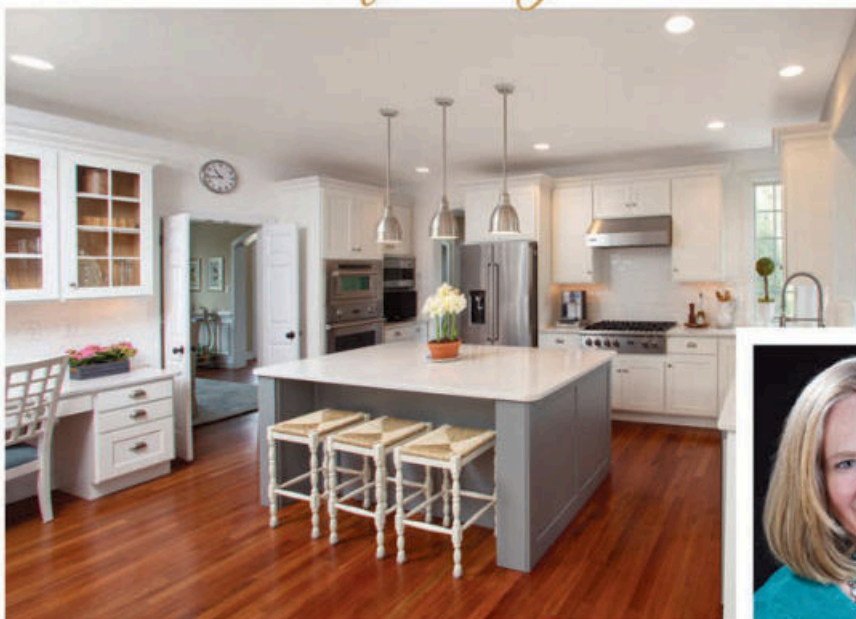


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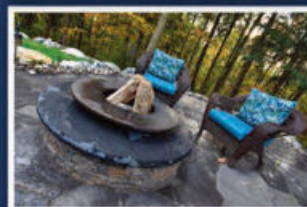
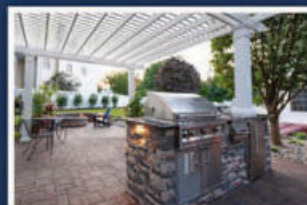
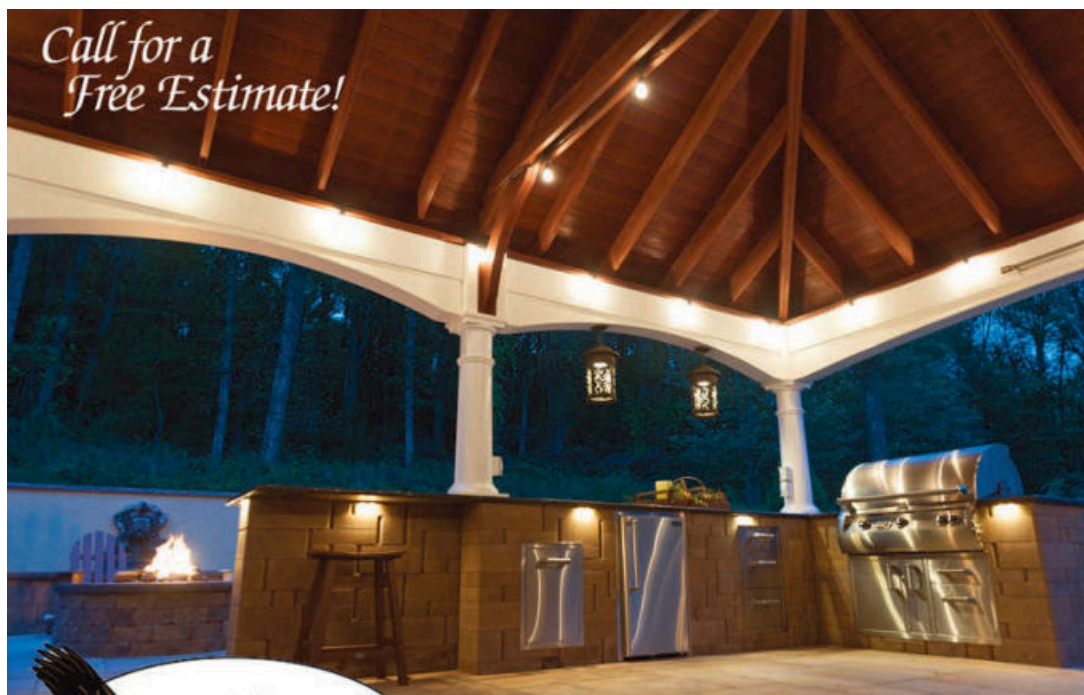
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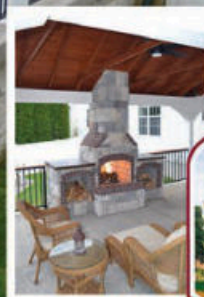
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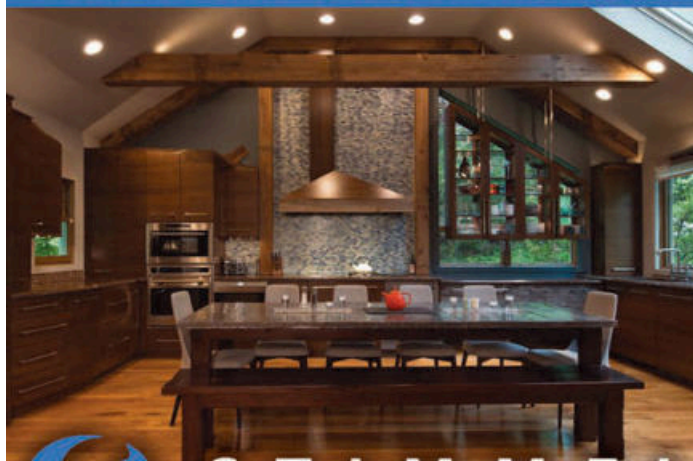
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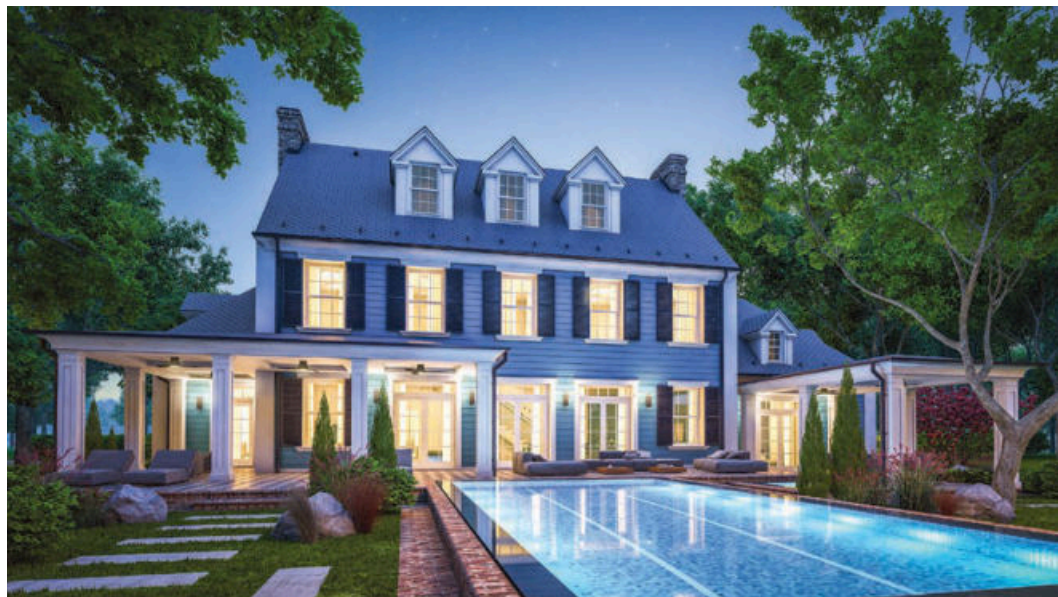
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