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PHILLY HOME + GARDEN SHOW

OFFICIAL SHOW GUIDE

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AAA Hellenic Marble

Expert guidance to find the perfect stone products for your next project *page 11*

PHILLY HOME SHOW GUIDE

Everything you need to know about this year's event *page 24*

INSIDE: BEST OF HOUSE & HOME WINNERS

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Amazing Decks

Extending the heart
of the home with a
stunning, usable
outdoor space

page 15



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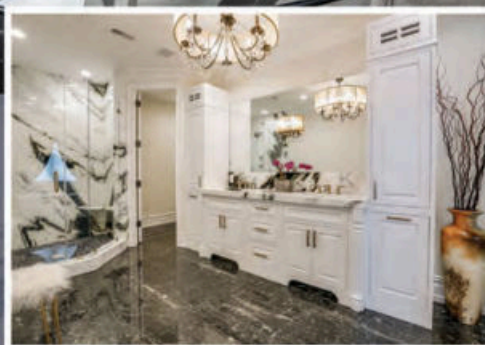
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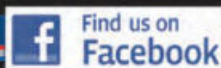
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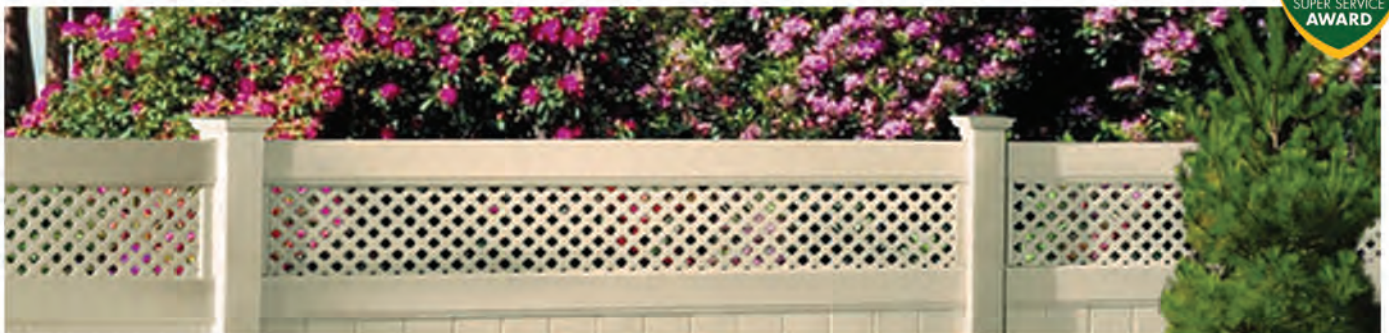


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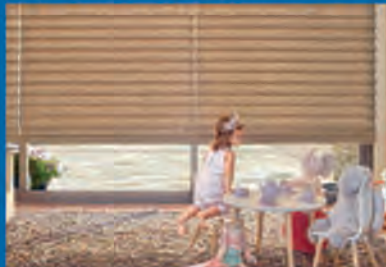
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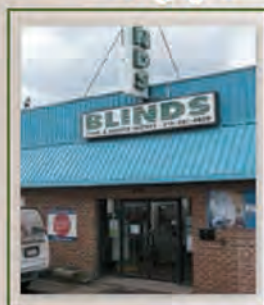
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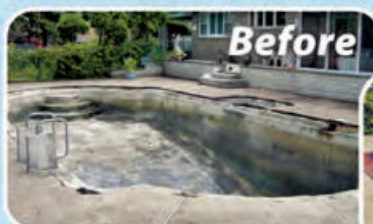
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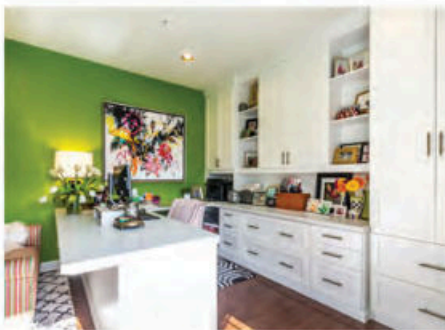
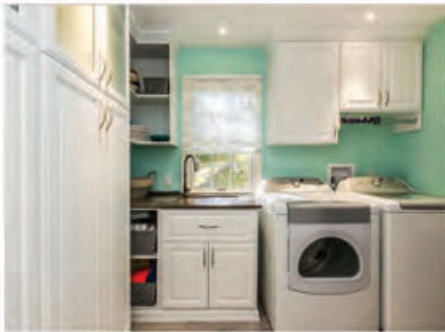
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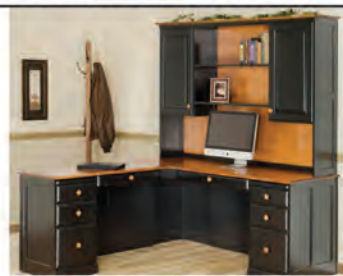
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Choosing the perfect stone takes careful consideration, and the guidance of someone who knows the product. At AAA Hellenic, customers can turn to professionals who have decades of experience designing and installing stone in kitchens, bathrooms, foyers, 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.

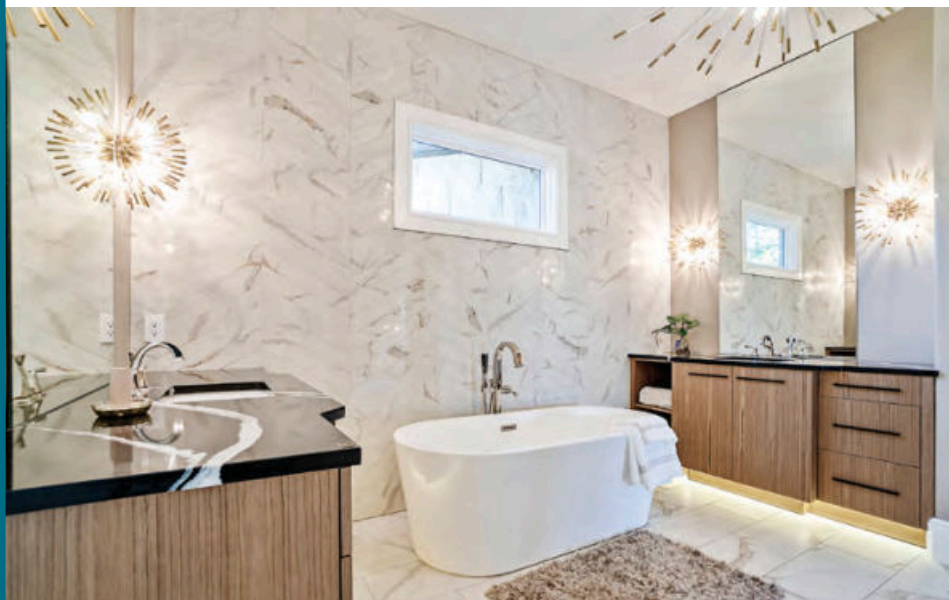
WHAT ARE THE NEWEST MATERIALS ON THE MARKET AND WHERE ARE THEY BEST USED IN THE HOME?

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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Beautiful Inside and Out

Using integrated design, the team at **Amazing Decks** can take the heart of the home and extend it to the backyard with a stunning, usable outdoor space.



As they approach their 32nd year in business, it would be easy for Amazing Decks co-founders Bill Wilson and Keith Fry to become complacent in their work or to rest on their accomplishments from three decades in the industry.

But anyone who encounters the pair soon realizes that the opposite is true. They continue to be passionate about designing and building backyard oases that their customers can enjoy for years to come, and they can draw on their vast experience to avoid common pitfalls.

"When you've been in business this long, it becomes easy, because we've already made the mistakes and we've learned from them," Wilson says. "We were part of this industry long before it became

what it is now. We watched it change from people just having a simple wood deck to now adding a space that can be amazing. It's a lot of fun and we love helping people out."

The philosophy at Amazing Decks centers on the idea of integrated home design. This comprehensive approach aims to extend the heart of the home to the outside, creating a large, livable space that can be utilized for everything from a big graduation party to a simple family get-together.

"There's a fine line between a project that gets used and a project that never gets used," Wilson says. "It would be heartbreaking at the completion to have a homeowner say, 'I wish we would have done this or that.' That's why the

design is crucial. It has to be inviting; people want something that feels personal and something that will help them relax."

To achieve this goal, Amazing Decks puts a great emphasis on the planning stage. While some potential customers will ask for estimates over the phone or through email, it is important for the designers to personally visit the site and get to know the homeowners.

They will ask questions regarding the size of their family, how often they entertain, whether they plan to add a pool, etc.

"We're interviewing them just like they're interviewing us," Wilson says. "Our initial meeting is very easy-going. We get to know the client and find out how they're going to use the space. Then we're able to tie everything together and design something in the backyard that they're going to use. It doesn't have to be expensive; it just has to be designed right."

Amazing Decks has often been called upon to fix mistakes by other companies that did not design a backyard space properly. Wilson and Fry are determined to

design a space that will not only work now, but in the future, should the homeowners want to add to the space or decide to sell the home.

The many successful jobs the company has completed also tend to stand out in the neighborhood.

"Our designs are unique," Wilson says. "We do a lot of curves—we have the equipment to curve boards, so a lot of our decks are free-flowing curves. We also integrate other materials, like paver patios or bluestone. Maybe the backyard doesn't just call for a deck; maybe it calls for a combination of the two. Even though we're a deck company, we have to be honest with the customer and tell them what will work best.

"We can do patios, walkways,

plantings, outdoor low-voltage lighting, grilling stations and fireplaces. Shade is huge as well—every outdoor project should have some sort of roof structure for people to sit under and get shielded from the sun."

As one of the first companies to install maintenance-free composite boards, Amazing Decks has a longstanding relationship with Trex, perhaps the most well-known name in the industry.

"That's not to say we won't work with another manufacturer, but we are primarily a Trex dealer," Wilson says. "We've been using Trex ever since we started the business. They always come out with new products, but the product we're using now is approximately 11 years old, the Trex Transcend line, and it doesn't seem like anyone has ever been able to compete with it.

"I like how durable it is; you can drag a chair across it and it won't scratch. If you spill something on it, you can just wipe it off. Some products will scuff and scratch, but Trex doesn't. If you look at a Trex deck that's five or six years old, it looks like we just installed it."

With the right materials and the right design, a deck built by Amazing Decks can make a major difference, both now and in the future.

"We had a customer who just bought a new house, and we had put the deck on his old house," Wilson says. "There were four other houses on his street for sale, so he was nervous about putting the house up. But it sold within two weeks of hitting the market. He had offers from every person who saw the house, and they all said it was because of the deck. That was a proud moment. It wasn't extravagant, it was just designed right." **H&H**

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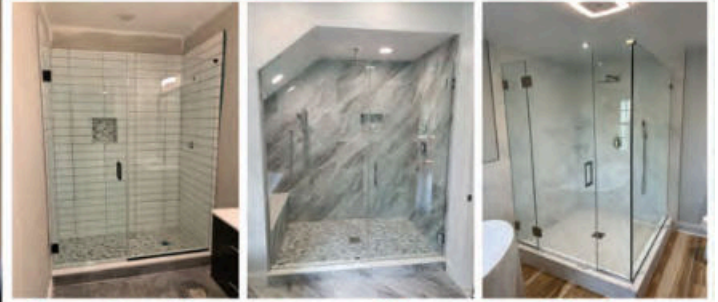


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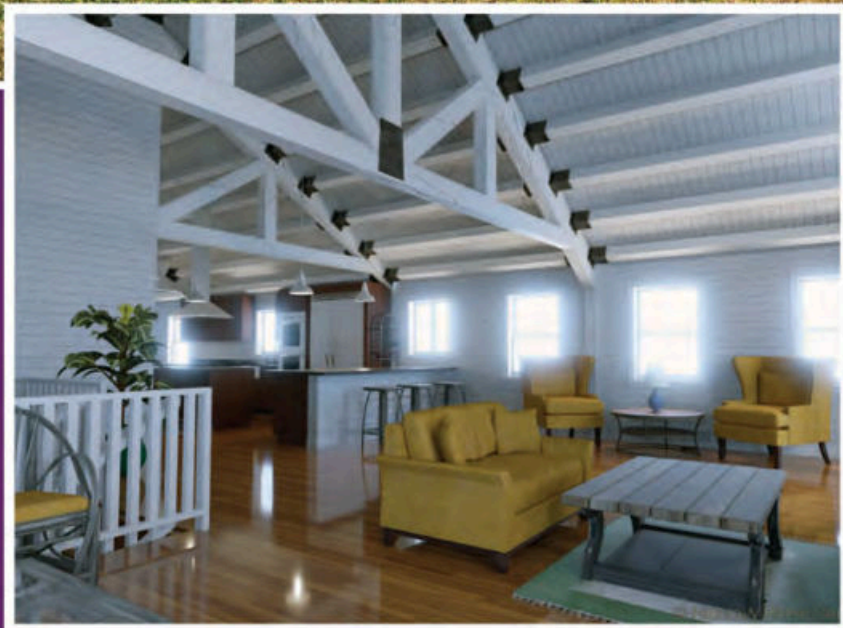
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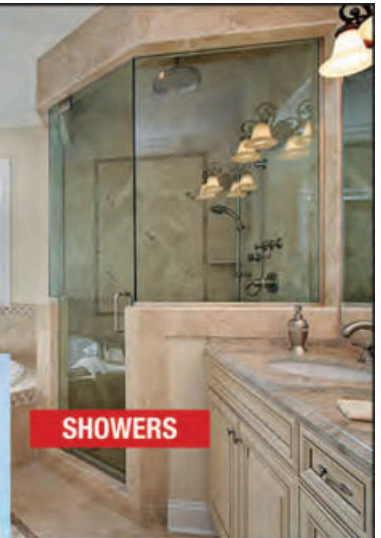
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Led by a desire to take care of their community by providing high-quality work, the team at East Coast Roofing, Siding & Windows treats every client—and the homes they love—with a respect befitting family. *by Madeleine Maccar*

Where the Heart Is

Your home isn't just four walls and a roof: It's a treasure trove of memories, a meeting place for your nearest and dearest, a collection of lovingly selected and generationally passed-down items.

When exterior repairs and upgrades are necessary, you want to trust your beloved home with contractors who will also regard it with the respect and love it deserves, which is the philosophy at the heart of every job East Coast Roofing, Siding & Windows proudly puts its name on. In fact, every member of East Coast's more-than-200-person team treats each client like they're guests in their home, according to East Coast President Jeff Kay. "We typically leave a property better and cleaner than we found it," he says while describing the award-winning customer service that East Coast has unfailingly offered for more than 40 years.

A "detail technician" will start the project with an on-site assessment that includes taking measurements, preparing material orders and staging the worksite. When it's time for the work to begin, a dedicated installation team takes over, headed by a project manager who will also serve as a client's constant point of contact.

"That's how they get that personal attention, and that level of organization is what makes the process a painless one," Kay says. "Sixty percent of our business comes from referrals, and I think that speaks volumes to the customer experience."

East Coast hasn't just earned recognition and rave reviews for how it treats clients, though. For more than 10 consecutive years, it's won The Press of Atlantic City's Best of the Press awards in roofing, siding, windows and contracting. "That is voted on by the residents of Atlantic County," Kay points out. He adds that East Coast has also won the nationally ranked Best of the Best Television with Rich Noonan for three years in a row.

To maintain those demanding standards, potential employees are painstakingly vetted to ensure their personality and professionalism meet the company's expectations for customer care. Once they're on the team, installers go through additional training to be certified as GAF Master Elite Contractors in roofing, CertainTeed Master Craftsman and 5-Star Contractors in siding, and ProVia Certified in windows and doors.

That additional education ensures they deliver manufacturer-specified results to ensure proper installation, as well as offer guarantees like the "Golden Pledge" warranty on every roof they do. That 25-year workmanship and leak-free guarantee and 50-year warranty is not only 100% pro-rated but also an offer only Master Elite Contractors can extend.

"We take our installation teams to GAF headquarters in Parsippany once a year to be retrained and certified: half the day's in the classroom, the other half is hands-on," Kay explains. "Only 2% of contractors achieve GAF Master Elite Contractor status, and we're also in the President's Club. Of the 2% of contractors who do reach the Master Elite status, only about 10% reach the President's Club."

That diligent professional training is paired with local, home-grown talent, all of whom keenly understand how the region's seasonal extremes can impact the lifetime and effec-

tiveness of their products.

"We're able to easily identify the most vulnerable areas of your roof, your siding, your windows, your doors based on the seasonality," says Kay. "There are installation techniques we follow that are specific to the Northeast."

East Coast takes its community responsibility just as seriously as the quality of its work. Their doors have stayed open all throughout the pandemic because homes didn't stop needing repairs, even when it felt like the rest of the world stood still. Rising inflation inspired its latest promotion where **HOMEOWNERS WHO HIRE EAST COAST THIS MONTH WILL HAVE NO MONEY OUT OF POCKET FOR 12 MONTHS AND WILL RECEIVE A REBATE CHECK ONCE THEIR PROJECT IS COMPLETED.** That's right, no payments or interest until 2024. No other South Jersey contractor offers this kind of wallet-friendly promotion.

It's the newest way the team is able to step up and give back: Longstanding outreach efforts include giving away roof replacements to locally active homeowners in need every holiday season and this past year marks the 14th year East Coast assisted two deserving families in New Jersey. To nominate a family, visit EastCoastRoofing.com/RoofGiveaway.

"At the end of the day, we do what we say we'll do, and we go above and beyond to help people," says Kay. "We live and come from a place of service." **H&H**





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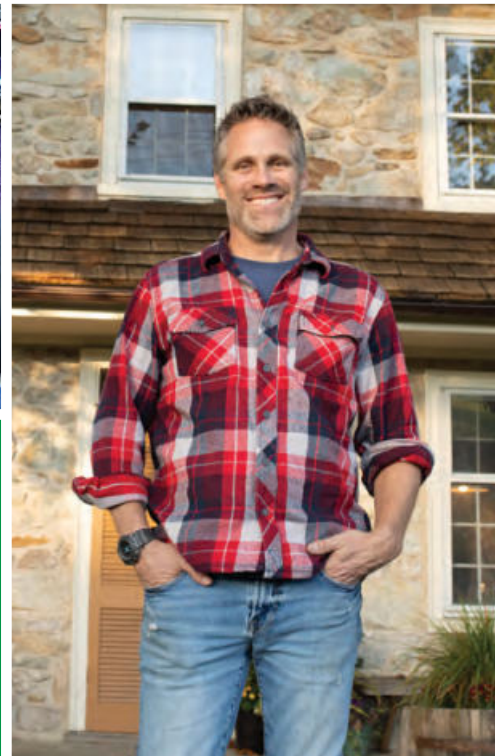
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Jenna Naffin,
Show Manager

Welcome to the 2023 Philly Home + Garden Show!

Hundreds of exhibitors and thousands of attendees come together for the Philly Home + Garden show each year. This is where you can enjoy presentations from home professionals throughout the weekend, connect with industry experts, shop for home-related products and services, and explore more than 200,000 square feet of exhibit space, which is certain to help inspire your next home project.

The Philly Home + Garden show has something for everyone! Each day there are multiple

hands-on DIY workshops run by local designers, artists, and crafters where you can get creative, and even take home something new for your home!

To enrich your visit, we've added some new workshops, unique shopping experiences, and a day of food trucks for you to enjoy on Sunday, February, February 26!

There's no better place than the Philly Home + Garden show to see all of the hottest home and garden improvement tips, trends, and products!

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Candle Making
- 11:00 am** **Bindi Desai of Desai Art**
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- 12:00 pm** **Kelli Watson of Casa Ancora Creative**
DIY Chalk Couture Sign
- 1:00 pm** **Amanda Pluck of little.tall.rulers, sponsored by Walnut Hollow**
Wood Burning Chaucerie Board
- 2:00 pm** **Kelly Elliott of AR Workshop Gilbertsville**
DIY 10x10
- 3:00 pm** **Ashley Szewczuk of Prettybitty Clay Co.**
Clay Earring Assembly
- 4:00 pm** **Nicole O'Malley of Contemporary Works**
Jesmonite Oval Trays
- 5:00 PM** **Eileen Stumpf of Gift with Gratitude**
Gift Basket Gifting 101
- 6:00 PM** **Jill Witt of My Sisters Hive**
Chalk Painting 101

SUNDAY, FEBRUARY 26

- 10:00 am** **Serene of Serene Sabun LLC**
Melt & Pour Soap
- 11:00 am** **Cassie Tyson of Pretty Fly for a DIY**
Macrame Mirror
- 12:00 pm** **Laura Zeo of Felt Like a Party**
Felt Bunny Banner
- 1:00 pm** **Miranda of Sundry Mornings**
Build Your Own Drink Infusion Kit
- 2:00 pm** **Danielle of Briscani Jewelry**
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- 3:00 pm** **Julie of Home Again Studios**
Concrete Towel Planters
- 4:00 pm** **Kelli Watson of Casa Ancora Creative**
DIY Chalk Couture Sign

Don't Miss These Special Philly Home + Garden Show Events!

The 2023 Philly Home + Garden Show is very excited to announce the Main Stage Guests and Speakers at this year's event! The weekend kicks off with Don Shump of Philadelphia Bee Company, and Joe Mazza, star of the hit series *Home Inspector Joe* who will both be speaking on Friday and Saturday. Jeff Devlin - Host of *Stone House Revival* & Founder of Sycamore & Stone Farm will appear on Saturday along with Chris Mattingly from *Backyard Eats*, and Jennifer Anderson from *Trellis for Tomorrow*. On Sunday, get expert advice from Colleen Falicki from *Back to Earth Compost Crew*, as well as hear from Mike Bennett of *Backyard Eats* and Jeff Devlin once again. For Main Stage schedule updates and more information please visit PhillyHomeAndGarden.com/show-features/speakers-celebrities.

CELEBRITY GUEST:

Joe Mazza - HGTV's Home Inspector Joe



**FRIDAY, FEB. 24, 6 PM;
SATURDAY, FEB. 25,
11 AM, 2 PM:**

If you're like us, you watch HGTV, DIY, and TLC home improvement TV shows for tips and tricks for your home. Come get tips live from Joe Mazza,

star of the hit series *Home Inspector Joe* on Friday, February 24, and Saturday, February 25.

CELEBRITY GUEST:

Jeff Devlin - Host of Stone House Revival & Founder of Sycamore & Stone Farm

SATURDAY, FEB. 25, 4:30 PM; SUNDAY,



FEB. 26, 1 PM

Host of DIY Network's *Stone House Revival* and licensed contractor with more than 20 years of building experience, Jeff Devlin will be in attendance to share his passion for designing, creating, and

building with attendees. Devlin will also have a 'pop up' shop filled with local handcrafted items and woodworking that is for sale along with a section dedicated to his Airbnb at Sycamore and Stone Farm.

STAGE SCHEDULE

FRIDAY, FEBRUARY 24

- 5:00 pm** **Don Shump with Philadelphia Bee Company**
*Bees & Beekeeping:
From the Suburbs to the City*
- 6:00 pm** **Joe Mazza - HGTV's Home Inspector Joe**

SATURDAY, FEBRUARY 25

- 11:00 am** **Joe Mazza - HGTV's Home Inspector Joe**
- 12:00 pm** **Doggie Fashion Show - Main Line Animal Rescue / PSCPA**
- 1:00 pm** **Don Shump with Philadelphia Bee Company**
*Bees & Beekeeping:
From the Suburbs to the City*
- 2:00 pm** **Joe Mazza - HGTV's Home Inspector Joe**
- 3:30 pm** **Jennifer Anderson from Trellis for Tomorrow**
- 4:30 pm** **Jeff Devlin Host of Stone House Revival & Founder of Sycamore & Stone Farm**
- 5:30 pm** **Chris Mattingly, Founder of Backyard Eats - Garden Like the Pros: The Key Elements to a Successful Food Garden**

SUNDAY, FEBRUARY 26

- 12:00 pm** **Doggie Fashion Show - PSCPA, Philadelphia Headquarters**
- 1:00 pm** **Jeff Devlin Host of Stone House Revival & Founder of Sycamore & Stone Farm**
- 2:00 pm** **Mike Bennett Lead Designer of Backyard Eats - Garden Like the Pros: The Key Elements to a Successful Food Garden**
- 3:00 pm** **Colleen Falicki with Back to Earth Compost Crew - 5 Easy Steps to Home Composting**

THANK YOU TO OUR SHOW SPONSORS AND PARTNERS!



PHILLY HOME + GARDEN SHOW

SHOW HOURS:

FRIDAY
February 24
11 a.m.-8 p.m.

SATURDAY
February 25
10 a.m.-8 p.m.

SUNDAY
February 26
10 a.m.-6 p.m.

WHERE:

Greater Philadelphia Expo Center at Oaks
100 Station Ave.
Oaks, PA 19456

TICKET INFORMATION:

ADULTS
(at the door): \$12
ADULTS
(online only): \$10
CHILDREN ages
12 and under: FREE

****Advance Adult Admission** will be at the \$10 discounted rate through 2/23/23. Starting opening day of the show the price will increase to \$12 online, same as box office pricing.

Buy online & save \$4

Enter the promo code

GUIDE

PhillyHomeAndGarden.com

Friday, February 24th is HERO Day!



Active and retired military, first responders, nurses, doctors, and teachers get one free admission ticket with identification.

Friday, February 24th is SENIOR DAY!

Presented by Luxury Bath!

Guests who are 60+ will receive a \$3 discount at the Box Office courtesy of our sponsor, Luxury Bath! Promotion offered at the box office with a valid ID.

FOLLOW US ON SOCIAL MEDIA:



facebook.com/PhillyHomeShows
Instagram: @PhillyHomeShows

You've Gotta See This:



FLORAL AND HARDY GARDEN MARKET AND SUCCULENT BAR

Nestled in our Garden Hall, shop our Garden Market offering one-of-a-kind décor and gift items to liven up your outdoors. At our DIY Succulent Bar, choose an exotic succulent, and from a variety of styles and sizes of pots - then

add your own fun toppings (rocks, stones, moss, etc.) to customize your own take-home succulent!



CONTAINER CREATIONS

Reduce. Reuse. Recycle. From functional to fantastic, these shipping containers turned into recycled rooms will inspire you to think about your space. These rooms created by Recon Recycled Shipping Containers are more than an eco-friendly space, they are recycled luxury.

WINE TASTING PRESENTED BY THE RENEGADE WINERY

Home is where the wine is. Stop by Renegade Winery in the Garden Hall or by the stage to sample wines from this urban winery and pick up a few bottles to take home!



DO YOU DIG IT?

You reap what you sow... so, we're going to help you grow! Stop by and learn more about edible landscaping, planting a children's garden (it's never too early!), and other horticultural interests. We've got experts to show you the ropes and teach you tips and tricks - whether you just bought your gardening gloves or your motto is "garden more, work less."

Partners: Backyard Eats, Rent the Chicken, Philadelphia Bee Company, Back to Earth Composting, Trellis for Tomorrow, Bloombox, and Master Gardeners of Montgomery County



INSPIRATIONAL DISPLAYS OF GARDENS, PLANTING IDEAS AND FLORAL TRENDS

Explore a hall full of gardens created by five of the region's top landscaping companies. Stroll through more than 4,000 sq. ft. of unique gardens showcasing new gardening techniques, inspirational ideas, and must-have products for 2023. Shop the flower shop, garden market, and succulent bar, and kick back and relax in our Wine Garden brought to you by The Renegade Winery.

Partners: AJR Environmental, A. Piazza Nursery & Landscape Solutions, Orbit Landscape & Design, The Renegade Winery, Floral & Hardy, Cameron Peters Floral Design



DESIGN YOUR DREAMS WITH ETHAN ALLEN

It's time to personalize your bedroom space, after all, it's your personal space! Whether your dream bedroom is a 5-star hotel-worthy luxury suite or a multi-purpose room for small-space living, you'll find inspiration to design your dreams. Stop by the Ethan Allen design corner in Hall A to get inspired and vote on your favorite design! Voters will be entered to win a \$100 gift card.



FOOD TRUCK RALLY

New this year! Plan to eat your lunch at the show on Sunday, February 26! We'll be featuring Captain's Market and Weber's Backyard BBQ Co. The trucks will be located outside the Hall A Main Entrance from 11 a.m.-3 p.m.



SET SAIL! BY HIGHWAY MARINE

Are you thinking of setting sail this summer?

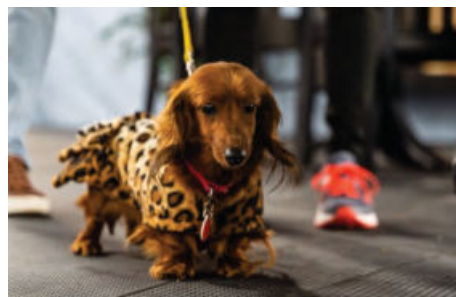
Looking for the perfect boat to liven up your weekend plans this year? Stop by the Set Sail! feature by Highway Marine to find the perfect fit for your water adventures!



POP-UP FLOWER MARKET

WORKSHOPS WILL TAKE PLACE THROUGHOUT THE WEEKEND

Shop a local area favorite in our pop-up floral market by Cameron Peters Floral Design. Take home beautiful, fresh-cut floral bouquets and arrangements made while you shop.



Back by popular demand:

THE BARKING LOT + DOGGIE FASHION SHOW

**SATURDAY, FEB. 25, 12 PM;
SUNDAY, FEB 26, 12 PM**

Come. Stay. Shop for a good cause. Don't forget your dogs and cats while shopping at the show- you can't go home to your furry friend without a new toy, treat, or accessory! Stop by The Barking Lot, our pet market, to spoil your four-legged family member and support the Pennsylvania SPCA. All vendors are donating a portion of proceeds back to the SPCA to support their mission to protect and improve the quality of life of homeless animals. **Join us for a doggy fashion show taking place on Saturday, February 25th, and Sunday, February 26th.** Adoptable dogs of the PA SPCA will be featured in our one-of-a-kind fashion show.

SPIRITED BACKYARD BY COUNTRY HAMMER MOONSHINE

Stop by the Spirited Backyard

to sample some of the finest flavors of moonshine (and purchase to take home!), play games and relax with friends while you shop at the show.



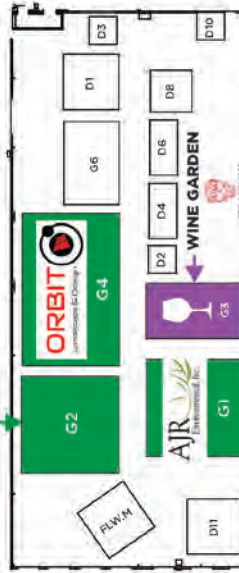
PHILLY HOME + GARDEN SHOW

FEB. 24-26, 2023

GREATER PHILADELPHIA
EXPO CENTER AT OAKS

PhillyHomeandGardenShow.com

@PhillyHomeShows @PhillyHomeShows
#PhillyHomeGardenShow #PhillyHomeShows



SHOW ENTRANCE
LOBBY



INFO DESK



CONCESSIONS

xfinity

THE SPIRITED
BACKYARD



MARKETPLACE EVENTS

2023 PHILLY HOME + GARDEN SHOW | EXHIBITOR DIRECTORY

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Basement Waterproofing Specialists

Family values and amazing, happy customers triumphed BWS to have the best year in the history of the company in spite of the pandemic.

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 are blessed with exceptional employees who really care about our customers. 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

9,000 likes and 10,000 followers on Facebook while competitors average under 500.

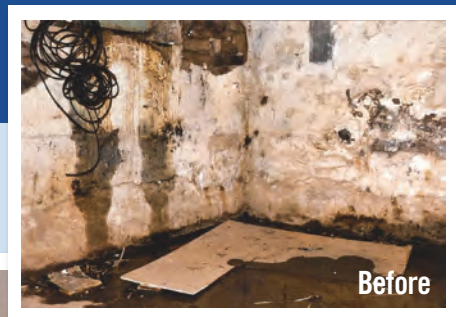
This award-winning service combined with extreme customer loyalty is the major driving force behind the company expanding while many are retreating. "Humble thanks to our amazing customers. We have been overwhelmed by so many referrals during the COVID crisis. Those referrals, plus Gov. Tom Wolf deeming 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.

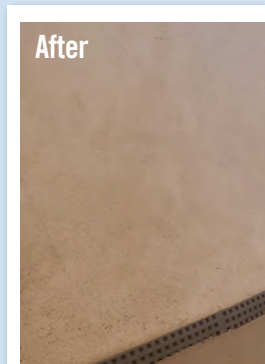
Basement Waterproofing Specialists' expansion is a bit historic, as well. Its new building, located at 109 River Road in Collegeville, was built in 1700, and was used as a hotel to help with the growing tourism to the area. The company plans to officially move into its fully renovated second home in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

Basement Waterproofing Specialists

Collegeville, Pa.
(800) 700-9171 | (610) 409-2600
BasementWaterproofingSpecialists.com



Before



After

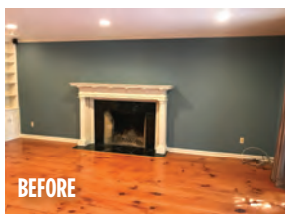


Entire Home

More Than \$1,000,000 ➔

**Rolf Schroeder
General Contractors**

Our client contacted us during their new home search. After finding one in a quaint, quiet neighborhood, they struggled seeing how it could possibly become their forever home. Although they absolutely loved the neighborhood/surrounding area, they were less than fond of the home's interior and landscaping. As you entered this 3,000-square-foot 1976 rancher, you began to ask, "Where is all the square footage?" The existing home lacked cohesiveness due to previous remodeling and DIY projects. Through our design/build process, the client appreciated the level of detail presented and immediately trusted we could achieve an open, cohesive space they desired.



BEFORE



AFTER

Residential Kitchen



AFTER

\$60,000 to \$100,000 ➔

LBK Design Build

With some demolition, we were able to give this client a whole new layout by rearranging the existing space. We extended the kitchen by removing a wall dividing it from their playroom. With their basement being finished, they were willing to give up that space to get the kitchen of their dreams. We moved the refrigerator location to give our client a better flow in the space, along with relocating the range to a new location to have better workflow and counter space. The new island houses the large farm sink to complete the work triangle.



BEFORE

\$100,000 to \$150,000 ➔

Brett King Builder-Contractor

A 1961 kitchen was dated, small, dark and no longer servicing our clients and their growing family. They desired a timelessly styled large kitchen and gathering spot with vintage touches throughout. The plan to provide an airy family-friendly space involved combining three sections into one. The dividing bearing walls were removed, and recessed beams installed, seamlessly opening the generous expanse with additional space.

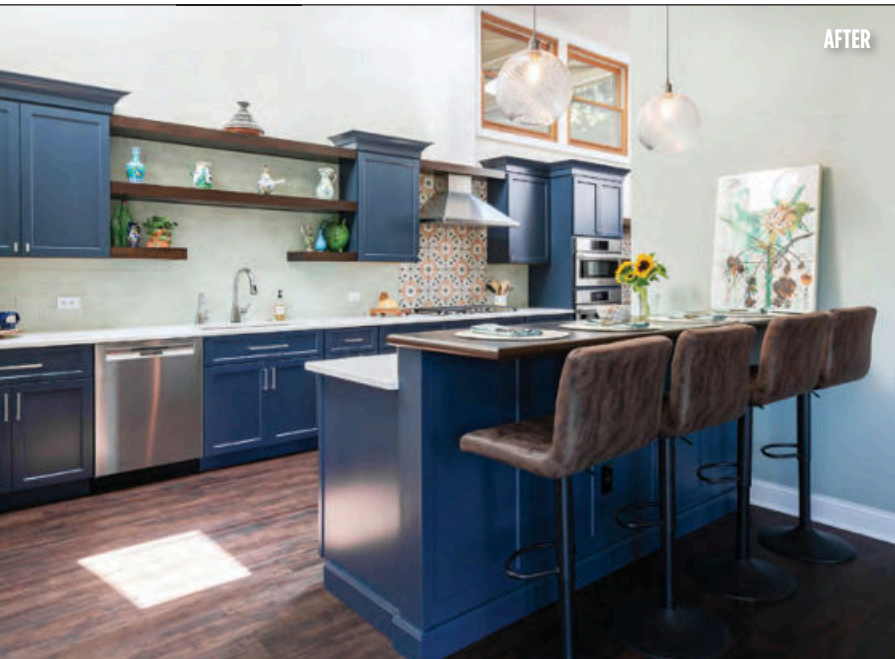
A brick floor unifies the remodel that is brimming with custom features wall to wall. Whether preparing or eating food, studying or sharing your day, the renovated kitchen has blossomed into their most favorite place to be.



BEFORE



AFTER



AFTER

➔ Over \$150,000

Harth Builders

The homeowners desired to update their 1950s galley kitchen that suffered from outdated, deteriorated cabinetry, and poorly organized, cluttered spaces that were disconnected from adjacent living areas and obstructed view lines within the narrow linear space. The transformed kitchen is both functional and fun with a touch of adventure in colorful

material selections, organized use areas and an increased visual and spatial connection to surrounding living areas. Rich toned wood paired with colorful patterned tile support the revamped kitchen's storage components and innovative spatial planning. Increased home enjoyment and efficient, functional use areas make this galley kitchen a homeowner's delight.



BEFORE

Residential Bath

\$25,000 to \$50,000 →

CHR Home Services

Our client was seeking a design, build and remodel company for their master bathrooms. We were pleased to assist them with goals that included upgrading the existing tub/shower with a modern soaking tub/shower and utilizing the adjacent room to expand the bathroom's footprint. In addition, we strived to maintain the historical integrity of the home by restoring and reinstalling the window and door trim while also creating a more open space with better mobility and introducing both natural and new lighting. The final product has a spa-like feeling for the master bathroom, giving our client many years of enjoyment for their family. This project also received special certifications for energy efficiency and its universal design.



BEFORE



AFTER



BEFORE



AFTER

\$50,000 to \$75,000 →

Gehman Design Remodeling

These clients were ready to update their outdated, claustrophobic master bathroom. One of the main things our client requested that we do is make the master bathroom feel bigger. As you can see looking at the before photos, creating an open feel for the space without moving walls would be a challenge. We suggested a free-standing tub, glass shower wall, floating vanity and a wall-hung toilet to create additional open floor space, as well as a recessed linen closet.



BEFORE



AFTER

\$75,000 to \$100,000 →

Heacock Builders

The client came to our company to renovate their second-floor bedroom to include a new master bathroom suite. The new renovation provides the craftsmanship and feel of a fine piece of furniture when entering the room. Tall storage cabinets frame the perimeter of the bathroom and allow the tub to be the focal point of the design. This concept maximized the walk-in closet storage without sacrificing floor space in the overall bathroom.



BEFORE



AFTER

↙ **Over \$100,000**

Brett King Builder-Contractor

After years of ownership of an 1850 stone farmhouse, this 50-year-old small family bathroom gets a major upgrade. Significant square footage is added from the adjoining bedroom closet and the original 7-foot ceiling is lifted to a dramatic cathedral. A generous two-person curbless shower highlights the space. Original exterior exposed stone is the backdrop for a trough sink and wall-mounted faucets. A twist on the timeless black and white palette sets the stage for custom-designed pieces, crafted in reclaimed white oak and artistically finished to give the appearance of antique furniture. The jaw-dropping result ensures comfort and visual delight.



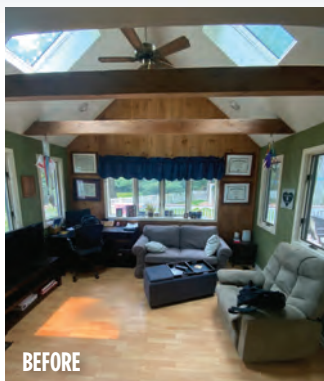
BEFORE



AFTER

*Interior***Under \$100,000****LBK Design Build** →

Our client expressed a need for more family space. They had an older sunroom that was added before they had purchased the house. The space was not useable for them as it was not insulated very well, so in the winter it was way too cold to use and in the summer it was too hot from the lack of insulation and a HVAC system. We were able to strip the space and insulate it to make it more enjoyable. We also added a mini-split unit to keep the space heated and cooled all year around for them to enjoy.



BEFORE



AFTER



AFTER

\$100,000 to \$250,000**LBK Design Build** ←

This project was one that started with an idea for the client. They wanted more natural light in the space and a better layout. They wanted the open-concept feel but with some separation to define areas within the space. We were able to remove a dividing wall and partially remove another load-bearing wall to give a much more open look to the space. Taking advantage of the ceiling heights, we were able to maximize storage in the kitchen space as well. The light, natural palette of colors really helped enlarge the space to bring more light in.



BEFORE

\$250,000 to \$500,000 →**Harth Builders**

The homeowners' cave-like kitchen was positioned in the dark at the center of the home, blocking rooms from each other. The kitchen was relocated and multiple bearing walls were removed to create an open first floor flooded with natural light and ready for entertaining. A working pantry conveniently connects to the kitchen with a 5-foot-wide double pocket door. A spiral stair directly connects the kitchen to the bedroom, shortening the path for breakfast. Bright colors and a consistent floor tie all the spaces together, making for very happy homeowners.



BEFORE



AFTER

Residential Addition

BEFORE



Over \$250,000

Heacock Builders →

Because the client lived in a converted guesthouse with a basement kitchen and no garage, they came to our company to design and build a new addition to bring the existing house up to a modern standard of living. The existing property lines and steep slopes provided many challenges throughout the project. But with careful planning and configuration, the project was able to provide the client a desirable first-

floor plan and room flow. The addition allows a better entry into the house and connects the new and existing rooms together through circulation and the use of natural lighting.

AFTER



Residential Detached Structure

BEFORE



Heacock Builders →

The client desired a pool house to an existing pool, but was restricted because of the local zoning codes. The new pool house is designed to be on the second floor of the existing garage with spec-

tacular views to a golf course that adjoins the property. The final product is a spectacular space that is flexible and blends traditional features and modern design. A cantilevered balcony allows guests to view the pool and the surrounding landscape. The interior features a cozy gas fireplace, great room and bathroom, which provide for the vision of entertaining guests around the pool and holidays.

AFTER



AFTER

Residential Landscape Design/Outdoor Living



\$100,000 to \$250,000

Rolf Schroeder General Contractors

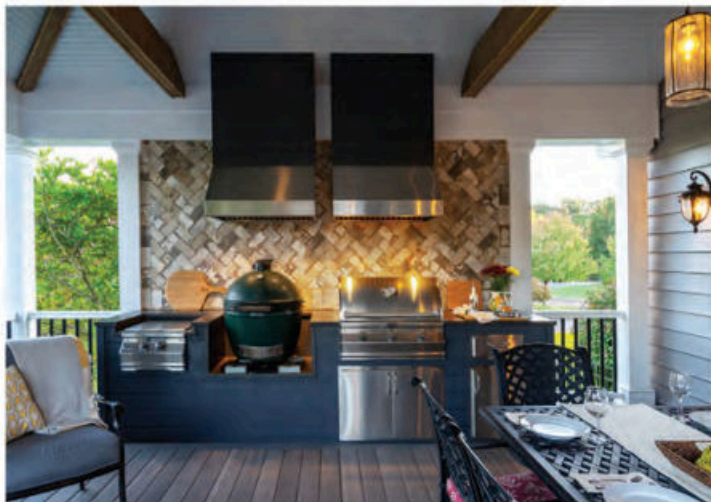
The owners of this '90s-era home love spending time outdoors relaxing and entertaining family and friends. Although the existing deck and patio offered space, it was dated and lacked cohesiveness with the house, which had been recently remodeled. The clients came seeking a new outdoor living space that would simply scream "Wow," along with the ability to enjoy the outdoors during inclement weather and extend their outdoor season. The clients also expressed their love of cooking outdoors. The final result is a beautiful outdoor living space, carefully crafted, not only meeting all the clients' requirements, but also well exceeding them.

BEFORE



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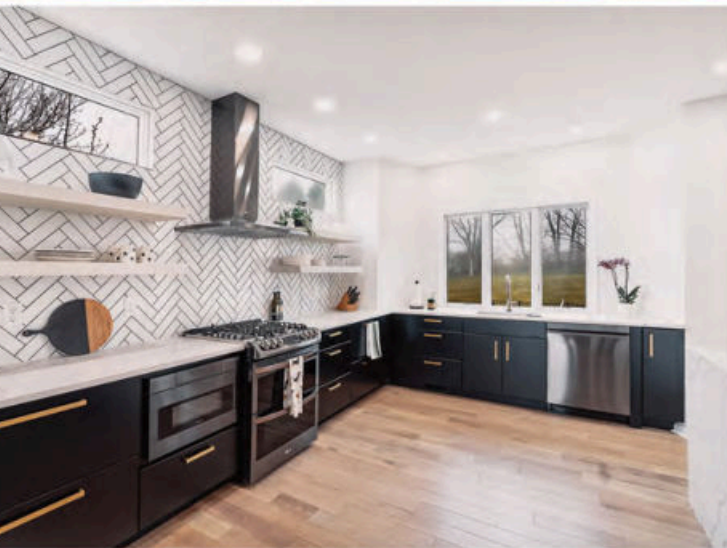
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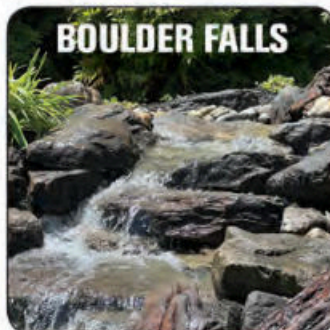
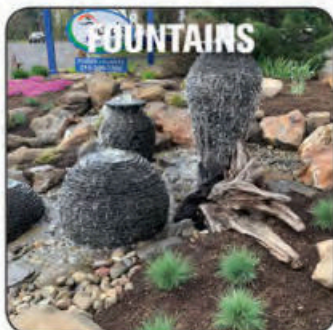
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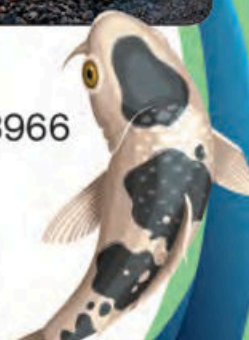


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A Breath of Fresh Air

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 KraftMaid 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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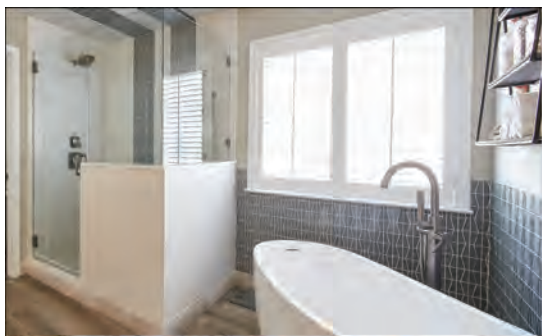
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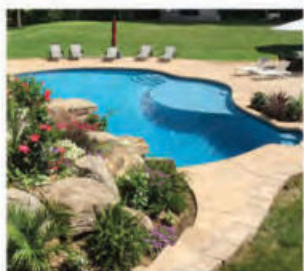
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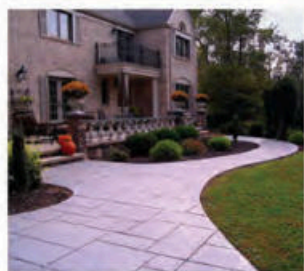
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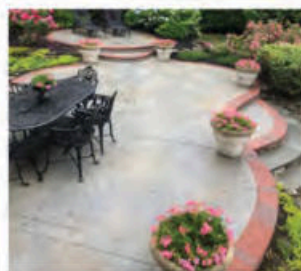
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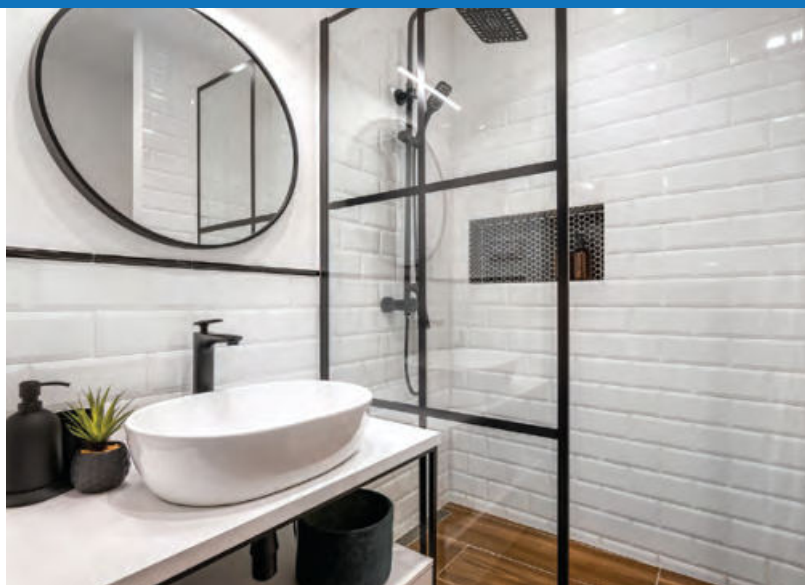
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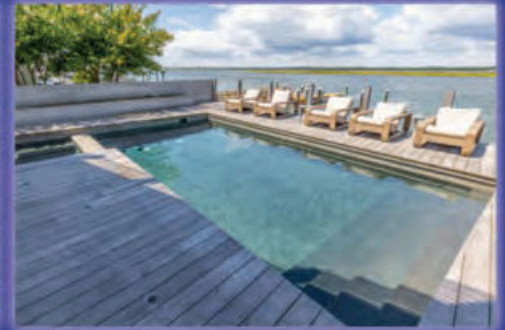
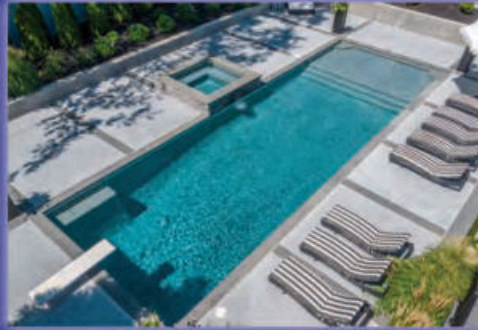
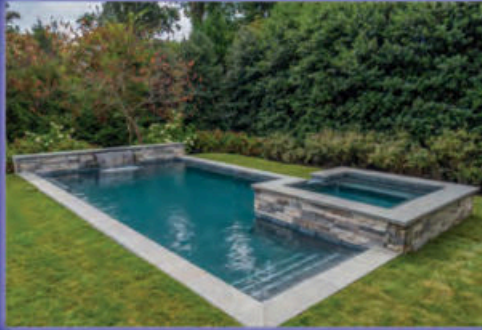
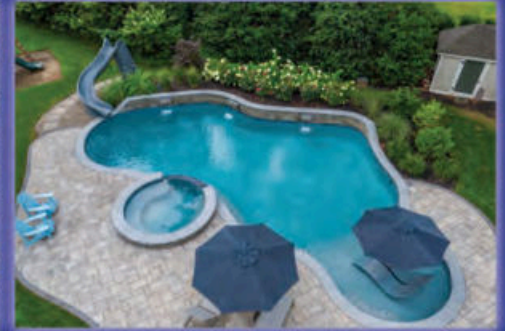
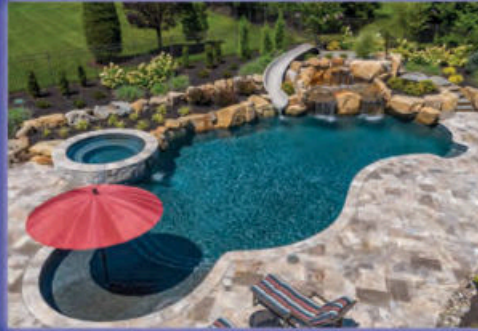
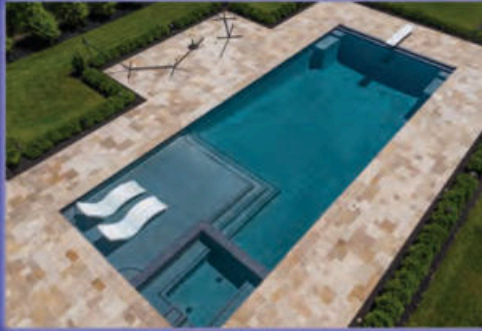
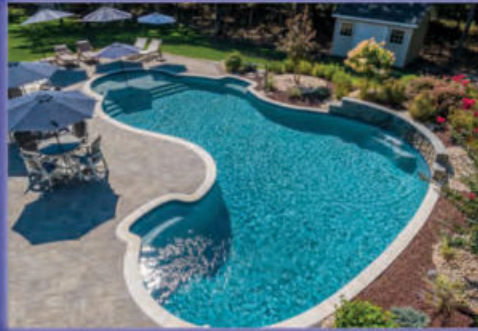


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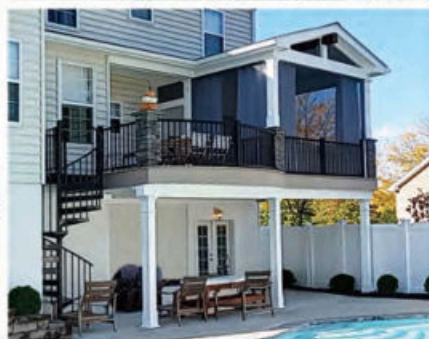
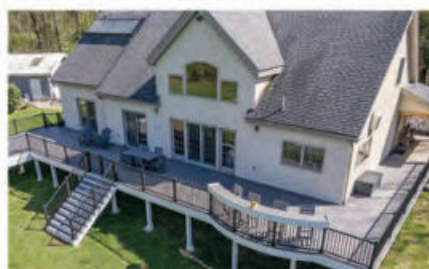
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