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Volume 21, Issue 10

Amiano & Son Design-Build

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THE
EXPERT**



NEW CASTLE ARTISAN

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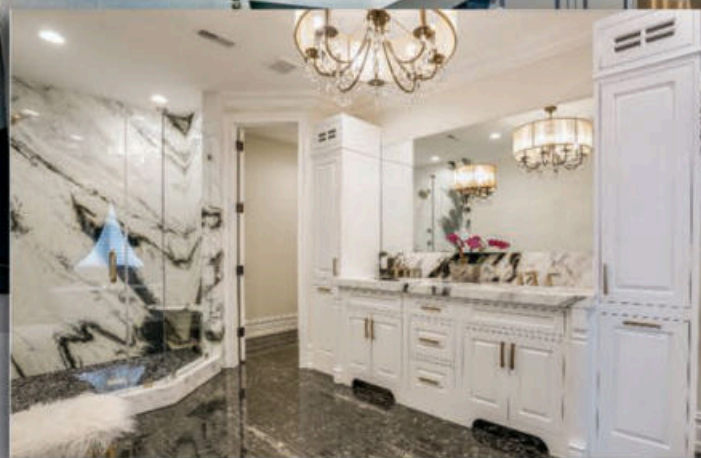


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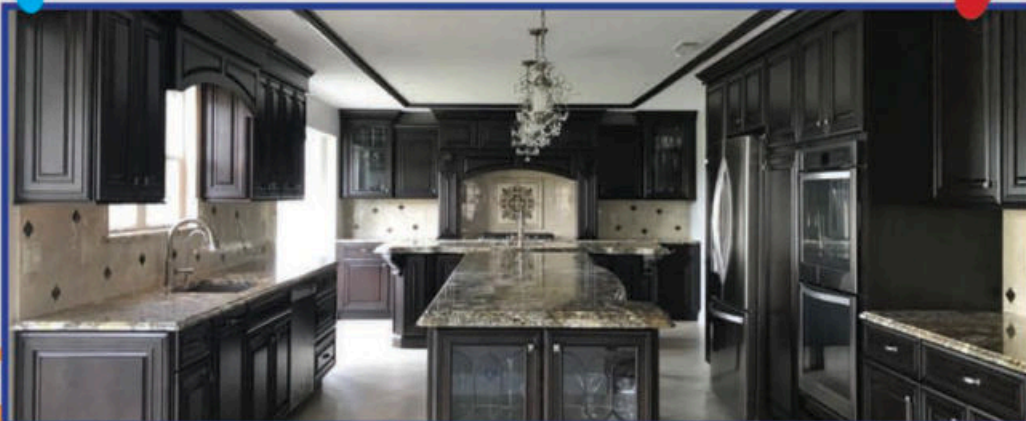
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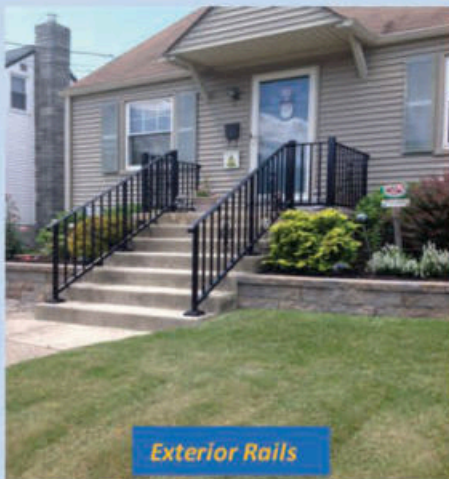
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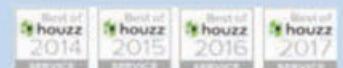
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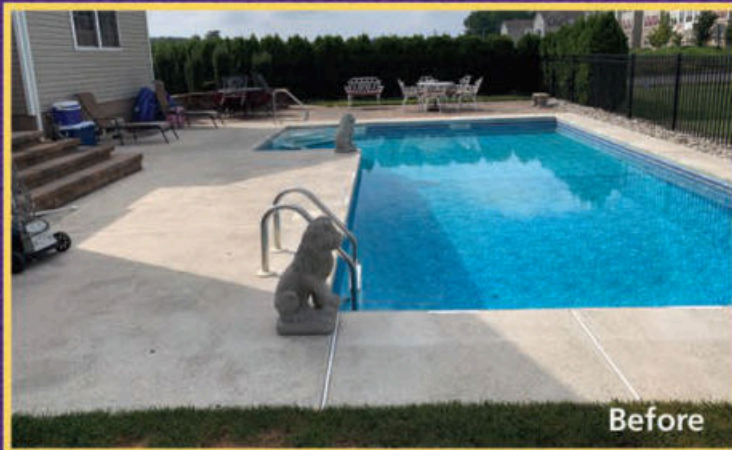


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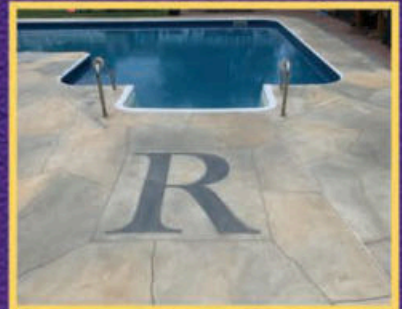
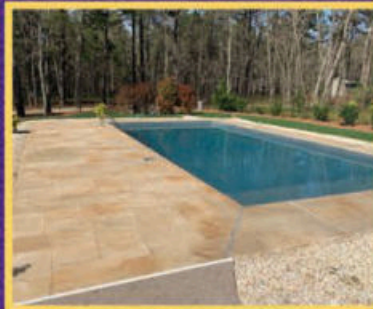
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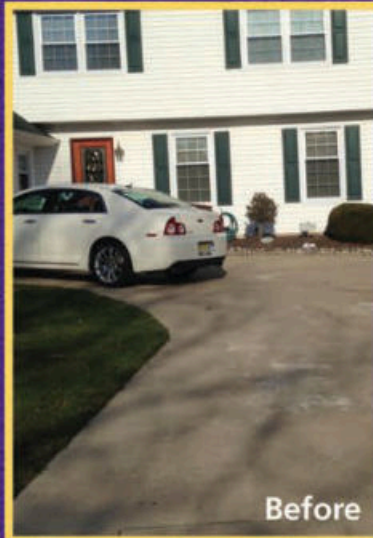
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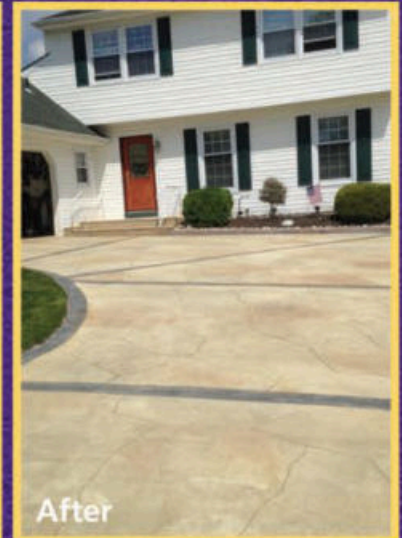
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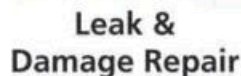


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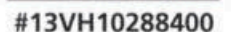


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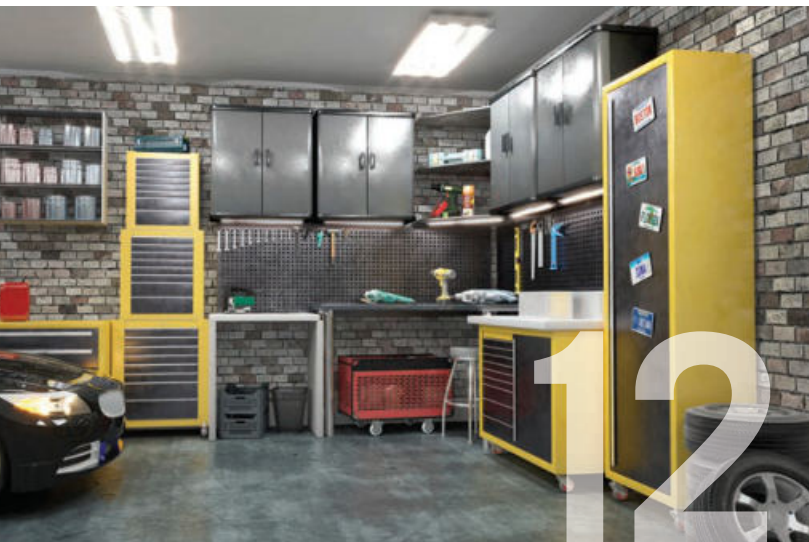


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Amiano & Son Design-Build is a full-service design and remodeling firm that has been bringing homeowners' visions to life since 1968. With two locations, including a 3,500-square-foot showroom, Amiano & Son helps reduce the stress of a remodel and streamline communication under one roof. To find out more about their services and how the showroom benefits customers, turn to page 31.

Cover image courtesy of Amiano & Son Design-Build



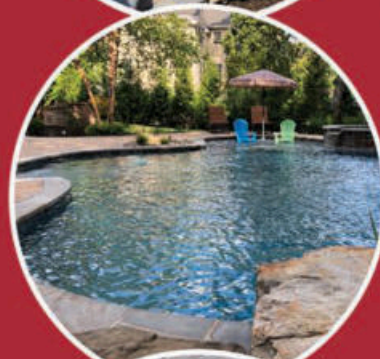
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ask the
expert

by Brittany Ann Morrissey

New Castle Artisan

OVER THE YEARS, HARSH WEATHER CAN CAUSE CRACKS AND OTHER DAMAGE ON A HOME'S CONCRETE SURFACES. Homeowners may put off repairs due to cost concerns, but replacing that concrete is not always the answer. Gwen Kunkel, owner of New Castle Artisan, can breathe new life into your existing surfaces—whether it's your driveway, pool deck, patio; practically any concrete surface around your home—with improved products and techniques. *House & Home* spoke with Kunkel about the economic and aesthetic value of concrete resurfacing.

WHY WOULD SOMEONE WANT TO RESURFACE CONCRETE VERSUS REPLACEMENT?

The benefit of resurfacing is instead of just fixing a problem like cracking, pitting or damage from mold, you can make a home improvement. Right now if you have concrete that's cracked or un-level, you can repair or replace it with new concrete, but you'll just have new concrete. It doesn't increase the curb appeal of your home. It doesn't increase the value of your home. With resurfacing, we add design and we carve the cracks into the existing pattern after we repair them, so you've got something that looks like you spent money to do a home improvement and not just a home repair. That makes it more valuable financially and aesthetically.

WHY DO YOU USE POLYMER CEMENTS?

Our polymer cements are the best alternative for exterior projects because they resist erosion. Applied properly, they do not peel, flake or delaminate. They are absorbed into the existing concrete, grow spines that expand creating a new cement surface that is incredibly durable as well as stain and chemical resistant.

HOW MUCH EXPERIENCE DO YOU HAVE?

We've been doing projects for 29 years in the South Jersey area.

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Resurfacing has been around since the 1960s. It is not new technology but I have personally had jobs down for over 25 years in South

Jersey. We offer a two-year warranty that can be extended. If the bond is done properly, it will last a lifetime with some routine resealing maintenance.

YOU ALSO RESURFACE POOL DECKS. HOW COST EFFECTIVE IS THAT?

The cost to rip out and replace a pool deck is usually considerably more than resurfacing. Being that most pools are located in the backyard, just the concrete can cost up to 35 percent more because they have to wheelbarrow it in, which is labor intensive.



Gwen Kunkel and brother Paul Randall of New Castle Artisan

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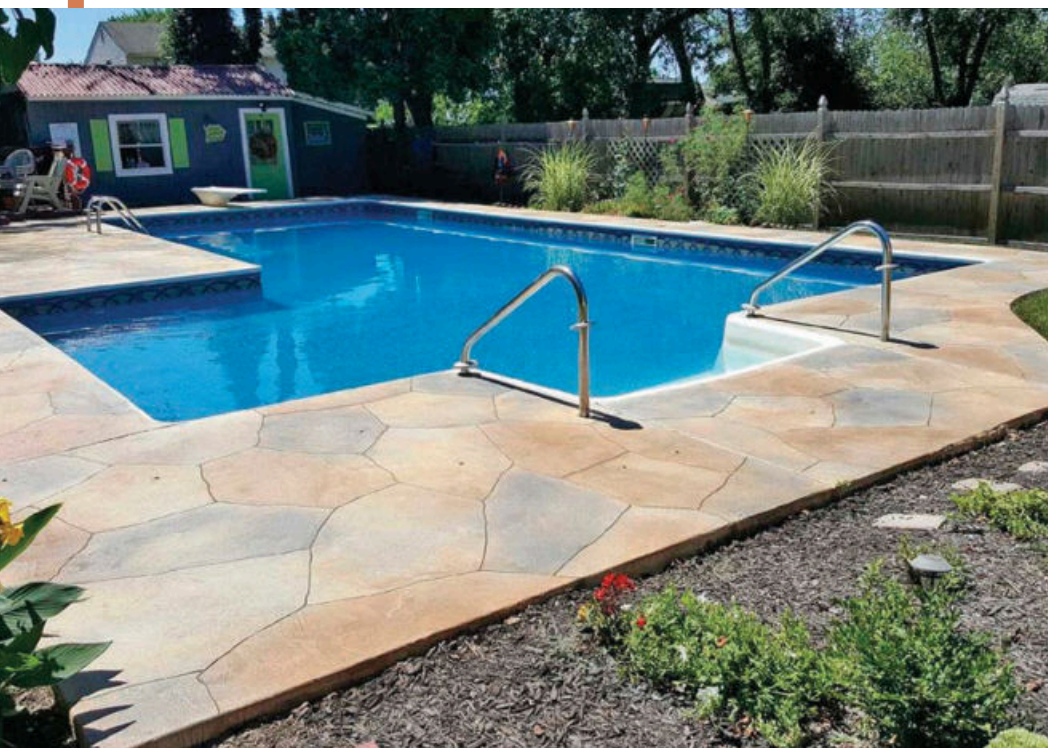
No. As a matter of fact, aside from it being beautiful, you wouldn't even know we were there. You don't have to take down any fences. We don't use any heavy equipment. Everything we bring is carried in and carried out, so your landscaping looks exactly the same.

CAN YOU TELL ME ABOUT YOUR FLOORING SOLUTIONS FOR GARAGES, BASEMENTS AND SHOWER ROOMS?

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WHAT ABOUT YOUR FIREPLACE SERVICES AND ACCENT WALLS?

In the winter when we cannot be outside resurfacing exteriors, we do like to take on fireplace and accent wall projects. In as little as one day, we can transform an old brick fireplace to look like a beautiful stone custom centerpiece for your home. The same with our accent walls that can be designed to match existing decor or we can create a new style completely. **H&H**



FORM AND F



Custom storage structures and **made-over garages** are heralding homeowners' desires to beautify and personalize every inch of their property.

UNCTION

BY

MADELINE
MACCAR



While the pool, patio and great outdoors of your backyard are still filled with the buzz and activity of summertime gatherings, fall will be here before we know it and it'll be time to put away all those warm-weather mainstays, from kiddie pools and flotation devices to outdoor furniture and lawn-mowers.

The pandemic has ushered in a home-renovation revolution like no one in the construction industry or its verticals has ever seen, thanks to lockdown keeping most people more housebound than they've been before. It's a trend extending to the storage spaces that keep our off-season pool accessories, yard equipment and other tools and toys safe, organized and all in one place.

But maybe your shed has become a forgotten corner of your yard that's badly in need of repair or an overhaul. Or maybe your stuff is spilling beyond the confines of your storage space. Or your garage has grown so cluttered that there's no longer room for a tricycle let alone a car.

Whether you need to reclaim or redo your home's dedicated storage options or it's finally time to construct a freestanding organizational structure that's customized to your household's unique needs, there is certainly no lack of options.

And it's partly because homeowners' approaches to adapting their storage utilities to their tastes and preferences have come a long way, according to Jake Stoltzfus of Barnco Woodworks, a builder of high-quality Amish-built custom pool houses, sheds, garages, carriage houses, barns, home bars and more.

"I've been in the business for 30-some years now and when I started, it was just a storage shed in the backyard," he says. "Now it's anywhere from a high-end playhouse to a man cave to a she-shed to sunrooms. We've built sheds with full electricity, heating units, A/C units. It goes on and on and on, and we've been seeing lots of different uses."

All those different options mean there's something for everyone, and it's all tailored to each customer. A growing family won't have the same needs as a retired couple does, just as someone wrestling back control from an overwhelmingly disorganized garage won't have the same goals as someone planning to break ground on a pool house for their new backyard swimming pool.

Lenny Kelman at Dream Garage Remodeling Co. helps people reclaim their garages from top to bottom, transforming them into inviting, organized spaces again. They design the storage and shelving, install it all and offer floor coatings to tie the whole project together.

"There's basically three ways organizing the garage can be done: overhead storage; cabinets and shelving if the ceiling is high enough; or it can be using the walls and hanging things from

them," Kelman explains. "You need to have a little bit of balance in the garage when it comes to shelving space and hanging space because you're eventually going to run out of corners."

Determining your needs comes with assessing your space and how you plan on filling it before you consult a professional. While experts can certainly help polish the roughest beginnings into richly detailed and perfectly customized final products, only you know your storage goals, preferences, budgetary limits and potential issues.

"One of the first things we usually do is to confirm that you're even allowed to have this kind of structure or work done, that it's allowed by your city or town's restrictions," says Jake Fisher. His company, B & L Woodworking, prides itself on providing quality storage sheds, handmade furniture, gazebos and more.

Calling in the experts means trusting a well-trained eye and experienced hand to help bring your vision to life, and it's certainly an involved process if you want it done right. It starts with visits to your property to assess your needs, determining what can fit the space or what obstacles need to be cleared and, depending on the project and its specs, either breaking ground and building right on-site or getting to work on a structure that will be delivered to your home.

That starts with getting to know you. Property visits and client conversations are especially crucial, as each storage solution and structure are custom-made not only to fit a space but also a homeowner's needs.

FORM AND FUNCTION

“The whole idea is to get everything in the garage off the ground so you can fit your cars, but everything is individual to each and every home and homeowner,” Kelman confirms. “It all depends on what they have in their garage at the time or what they’re planning for it. Like if the customers have bikes, you have to think about how you organize them so they’re not on the floor.”

B & L Woodworking’s team begin their jobs with a 3D visualizer, allowing clients to explore styles, sizes, exterior options, colors and more as they decide what they do and don’t want from their sheds. It provides an eagle-eye, all-over view of a proposed project—as well as its projected cost.



“One of the benefits is that they can design their own shed and see how everything works together,” Fisher says. “There’s fewer mistakes that way. The client places the doors and windows where they want them and adds the options that they want, then we get an email with that. It’s much better for communication that way.”

It’s a tool that Kelman, too, has found to be a tremendous asset and often impresses clients from the onset.

“The advantage is that they can actually see what the garage is going to look like at the end of the installation, including those bikes so they can see where exactly those will be

hanging,” he explains. “Most people are kind of shocked that they can actually see the 3D design of their garage from every angle.”

Specialized offerings do come at a higher price point and are completed at their own deliberate paces, and there are sometimes strict budgetary or time limits in play that call for a pre-made shed.

“Usually, someone gets [a pre-made shed] because of time, especially in the past year,” Fisher confirms. “Some people will move them with them when they move, other people will upgrade them. But they’re not necessarily a permanent structure.”

Stoltzfus recognizes that sometimes the “cheap-o, couple

hundred bucks” option is going to be your most realistic one. And with materials’ soaring prices and plummeting availability coming as no surprise to anyone who’s undertaken a home remodeling project in the past year, opting for something inexpensive in the short term might be the only way to go.

“They’re made cheaper, but that shed is going to save someone a couple hundred bucks,” he says. “It’s really, really amazing to look at lumber prices and where they went. They skyrocketed. Lumber went up 300%.”

Supply shortages and price hikes are still creating hurdles for all kinds of home and con-



struction projects. Unless you’re ready for some pauses in your project, prepared to pay a little more and wait a little longer, now is the time to get started, especially if you’re starting from scratch: You’re far from the only one inspired to spruce up your home storage right now.

“We’ve been in business for 33 years and I’ve never seen anything close to this pandemic—nothing even close—in our history,” Stoltzfus confirms. “Orders are backed up, we had hundreds and hundreds of build- ings behind because everyone is suddenly paying attention to their backyards all at once.”

Garages are benefiting from homeowners’ attention, too, and the flooring finishes that Kelman and his team offer complement the modern flair and diligent organization they’ve outfitted a garage with. But those flourishes don’t just add some aesthetic appeal to a typically utilitarian space: They also increase its durability and are tailored to the purpose they’ll serve.

“If it’s an epoxy floor coating, it will make the floor look much nicer and at the same time, the concrete underneath last much longer: If you wash it once a month, most likely, it will last you a lifetime,” he says. “When it comes to interlocking flooring, you see that a lot with show garages, where you have a couple of cars that you want to show off but you don’t take them out of the garage that

often. If you have kids and there’s a lot of movement in the garage, then interlocking floors probably won’t be the best solution for you.”

That same approach of beautifying and personalizing a functional element has made its way to sheds and stand-alone storage. With so many people installing pools throughout the pandemic, erecting their accompanying pool houses is a natural next step, and Stoltzfus has seen more and more orders for them.

“Pool houses are pretty hot right now,” he says. “We still sell a lot of sheds but people need a place to put their inner tubes and chairs now. And they want a screened-in place where they can sit by the pool without getting bit by mosquitoes.”

The ways these spaces have been reclaimed beyond purely functional purposes proves that they’re not just for seasonal storage and organization anymore: Sometimes, grown-ups need their own rec rooms and playhouse-inspired standalones.

“We’ve definitely seen a difference since the pandemic started but, especially in the last five years, people have been spending a lot more money on a shed than they used to,” Fisher says. “They want something that is a more elaborate type of structure, something that looks pretty. It’s not just a basic backyard shed: It can be a studio or something with a dormer on it, something with some fancy doors and windows.”

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FORM AND FUNCTION



“For sheds, it’s unlimited what they can be used for,” agrees Stoltzfus. “We’re even doing things like seaside bars with a counter and TV screen, a refrigerator by the pool. It’s pretty wild.”

With so many different homeowners’ tastes and wants still coming to life through their home storage projects, the prevailing commonality is that it’s all about making a splash and a statement.

“They’re attractive buildings now, not just things you throw in the backyard and close your eyes to and store your things in. Now it’s all about beauty,” Stoltzfus continues. “Everybody wants something better than their neighbors. People are spending a lot of money on their backyard storage builds to get that.”

And to ensure that your own brand-new or newly made-over home storage space is an eye-catching, optimally functioning part of your home, calling in the pros is the best way to go.

“People know what they like but we’ll help them determine what they need based on what they plan to put in their shed,” explains Fisher. “Typically, we wind up recommending that they go a little larger than what they have right now. You don’t know what you’ll be storing in it or what kind of space you’ll need later on.”

And even if you think you’re qualified to undertake your own home projects and want to save a few dollars by doing

it yourself, things tend to go sideways more often than not.

“We have the know-how because we’ve done it all before,” Kelman says. “When a homeowner tries to do everything by themselves, especially things they’ve never done before, they’ll most likely make mistakes. And those mistakes will cost them more money.”

Indeed, a good builder’s goal is a stress-free, expertly executed build that wins a client’s trust with a project they’re proud to add to their portfolio.

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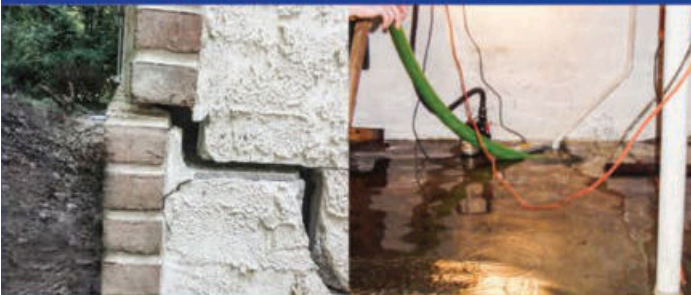
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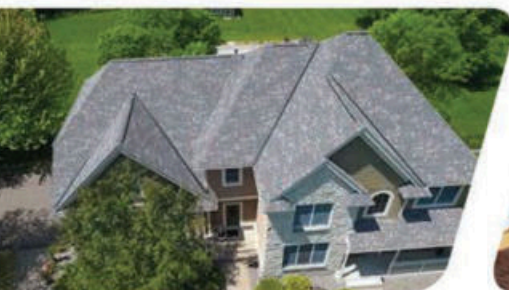
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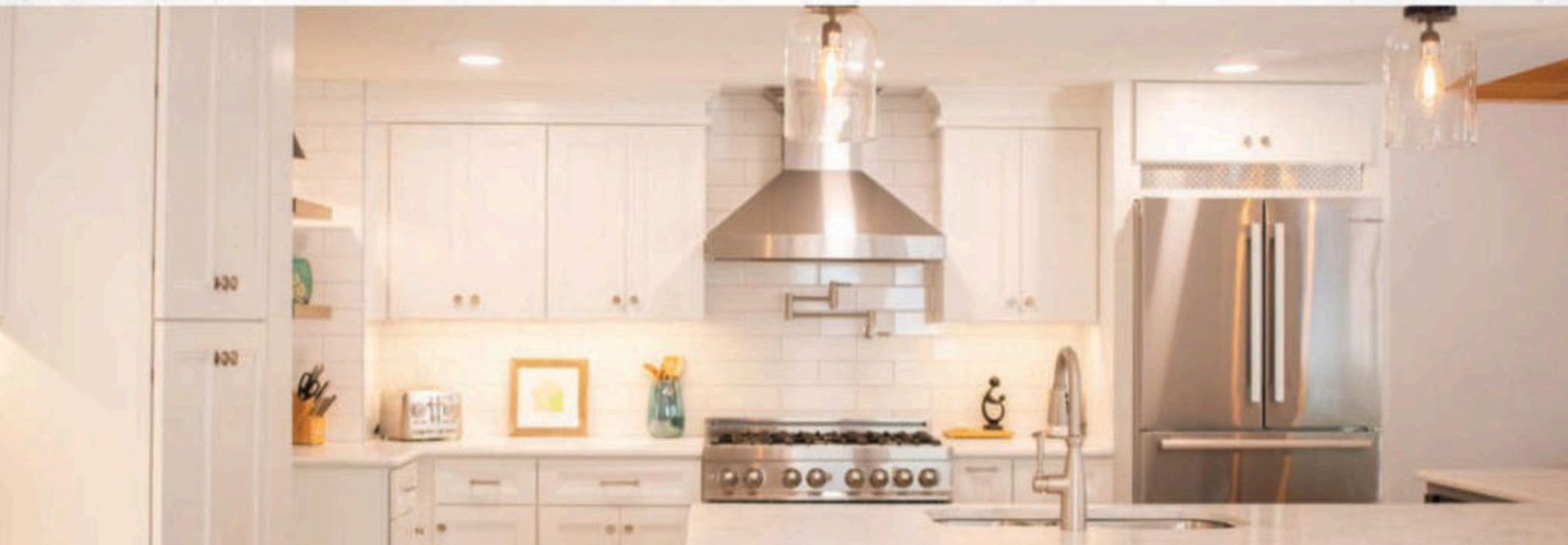


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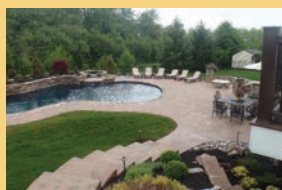
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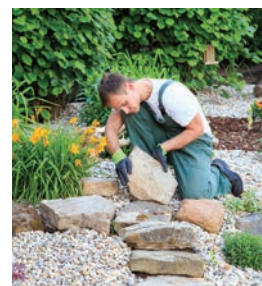
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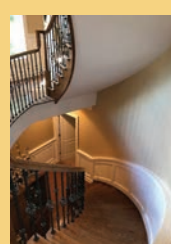
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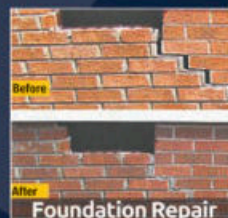
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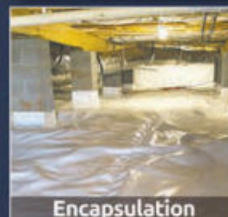
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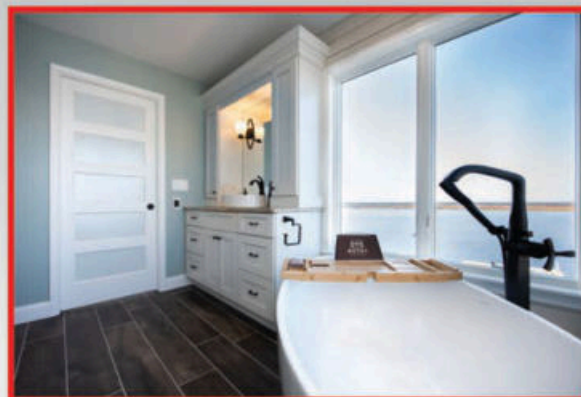
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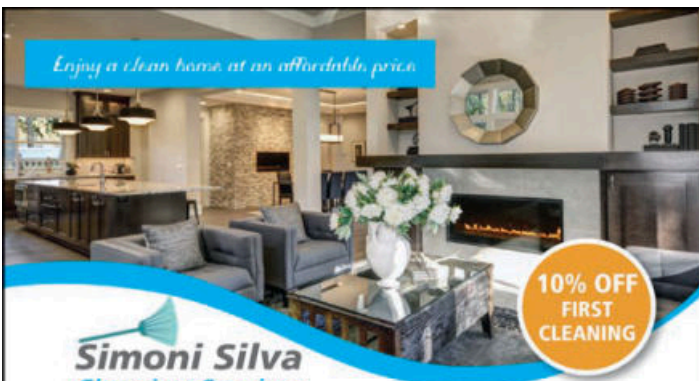
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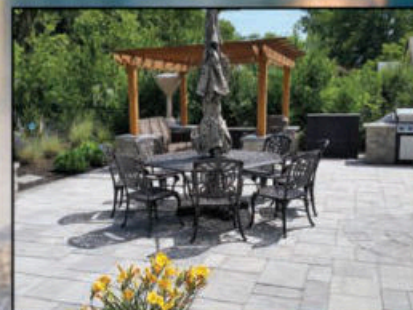
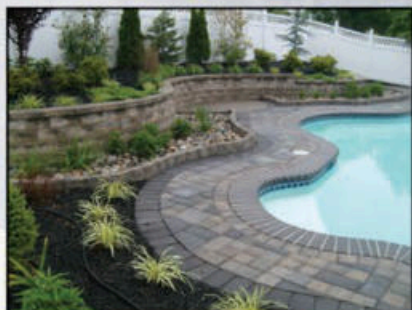
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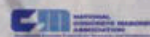
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All Under One Roof



Amiano & Son endeavors to take the stress out of home remodeling and renovations with its full-service kitchen and bath showroom and design center, skilled construction team and expert designers.

by **Madeleine Maccar**

Anyone who's remodeled their home, no matter the scale of the project, knows that it is a massive undertaking from beginning to end. Even before the work commences, a homeowner needs to select the flooring, tiles, cabinetry, plumbing fixtures and more that will make their newly redesigned spaces feel even more like home.

The selection process alone can become a daunting task if a homeowner is driving all around the region to find complementing, harmonious elements, as well as hiring the right builder and trusting that everything will come together successfully in the end.

That's why a one-stop shop that brings together designers and builders, kitchen and bath options, and a sprawling showroom can make the whole process not only less stressful but also downright enjoyable.

Enter Amiano & Son Design-Build, a full-service design and remodeling firm that has it all under one roof. Since 1968, the South Jersey team has been working with the region's homeowners to bring their visions to life. It currently has two locations, with a 3,500-square-foot building in Southampton being home to the showroom that allows clients to examine, compare and literally get their hands on the elements they want to bring together in their home.

"There's a stress-reduction factor when working with a showroom remodeler because you're able to be in one single location and work

with one familiar person throughout your entire design process," says Wendy Amiano, vice president of Amiano & Son. "You're not getting a lot of hands in the pot because you're working with one designer."

Rather than relying on a cherry-picked team of designers and builders who may lose track of details as they communicate things like measurements among themselves, working with the Amiano team means all the information about your home project stays in-house.

"When you're working with a remodeler who doesn't have a showroom ... you'll go to pick out your cabinets at one location. Then they're going to send you to another place to pick out your tile, and hopefully you have a sample of your cabinet door that you can hold up to the tile, or you're trying to match it to photos of your backsplash that might not be in the right lighting," she explains. "Our design team comes out to your house to take a look at the job on multiple occasions, and they also come out with a field member if there are questions on how a certain product could work in the remodel or how it will fit. Our designers work with our production teams."



Amiano says that while many clients walk in already certain of what they want, plenty more only know that it's time for something new.

"When they come into the showroom, we have TVs that are running with past jobs and we can pull up jobs that we've done as examples," she says. "Maybe someone is doing a kitchen remodel of their bi-level, so we're able to maybe pull up a couple other by bi-levels, take a look and see what works."

That expansive showroom is well-stocked with plenty of inspiration, ideas and items. You'll find different cabinetry lines and all kinds of fixtures, flooring, tile, tubs, toilets, glass samples for things like shower doors, countertop samples, sinks galore and edge samples for a truly custom room design. There are even exterior products, including Chicago brick, as well as ideas for other parts of the house, like mudrooms.

Amiano also has the software to render prospective renovations in a 3D "live mood board," which helps demonstrate how an array of colors, finishes and materials look in different lighting, from different angles and in a more realistic illustration than a 2D design.

All these time-saving services contribute to the convenience, expertise, proven track record and peace of mind that accompany working with a one-stop shop.

"At the end of the day, is not traveling all over the tri-state area to look at all different products worth it for you?" says Amiano. "Do you want to run around and be your own middleman while you're trying to make all of these decisions about the new kitchen you're going to spend a lot of time in with an untrained eye? Or

would you rather have that trained eye, who was also then coordinating with the actual field or production team of your project?"

The fact that Amiano sees a healthy amount of returning customers

is proof that the team's methods, attention to detail and respect for their clients' homes set them apart from the rest.

"We have a lot of repeat business because they enjoyed the experience so much," Amiano confirms. "They're able to peruse at their leisure and not worry about rushing off to somewhere else. We're giving them that convenience, and the feedback we get is tremendous." **H&H**

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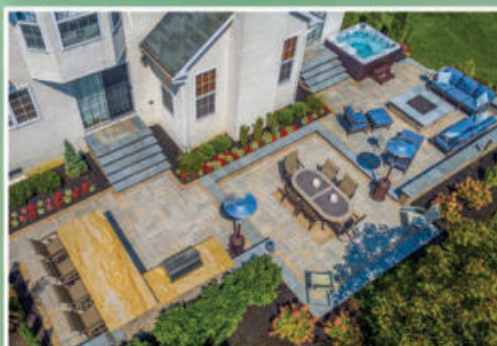
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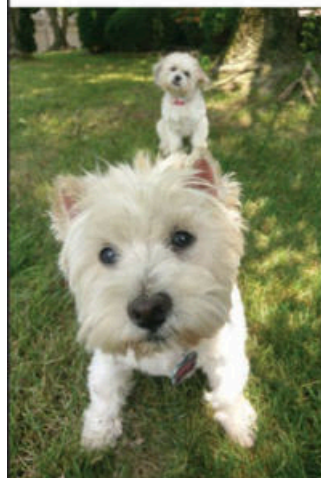
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