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Helping homeowners turn their visions into reality *page 11*

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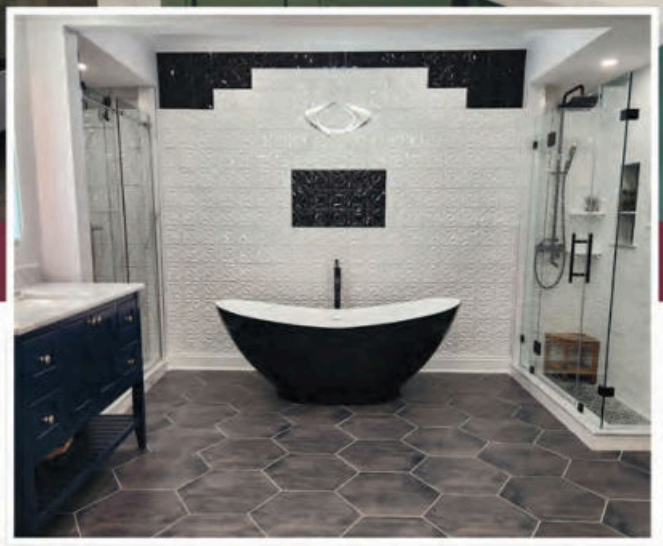
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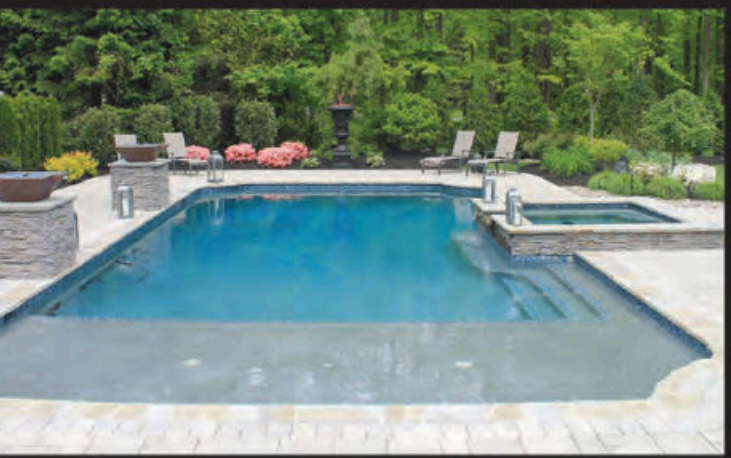
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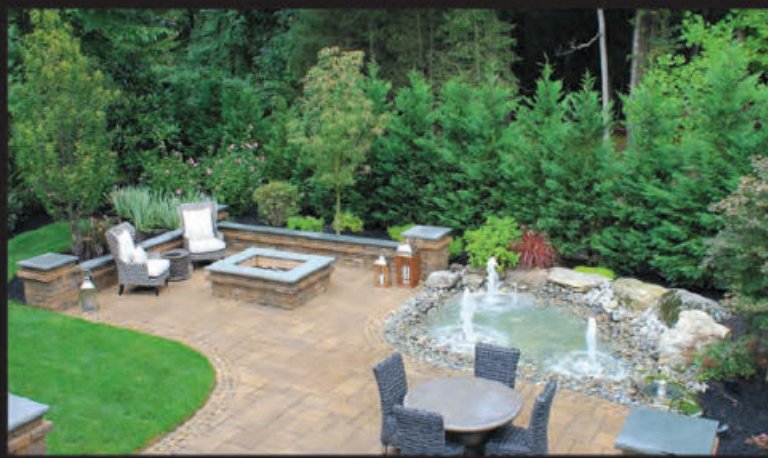
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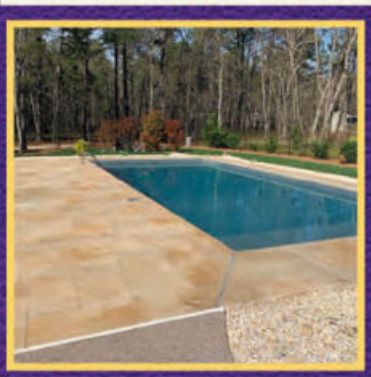


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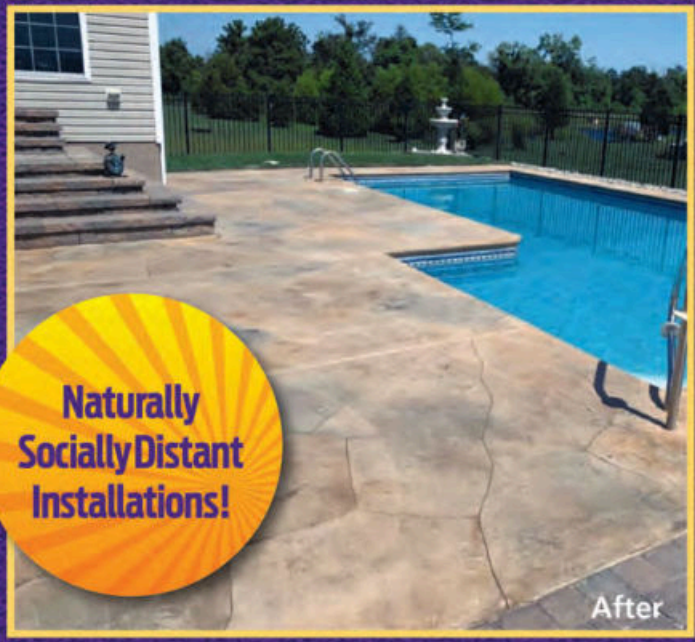
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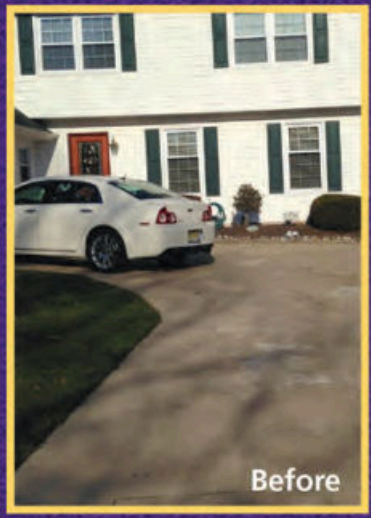
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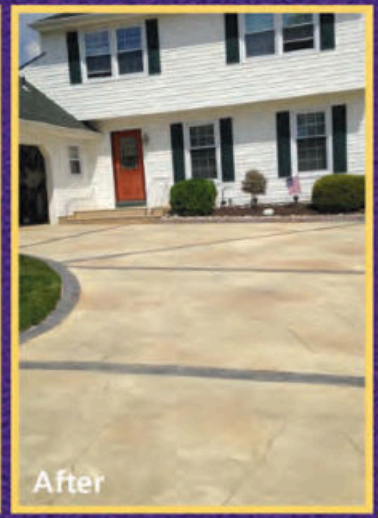






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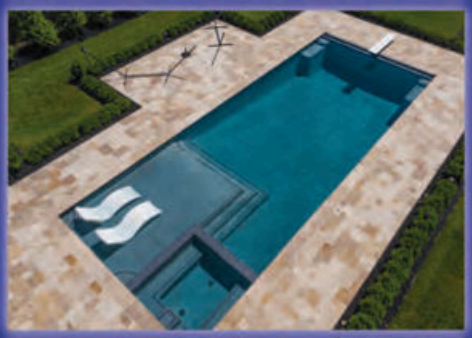
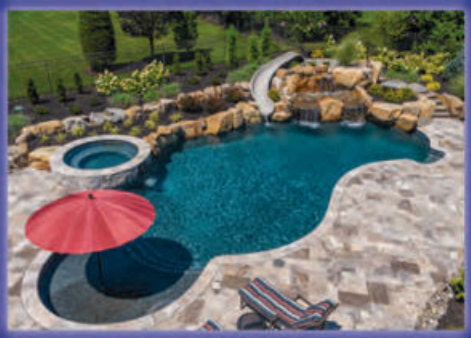
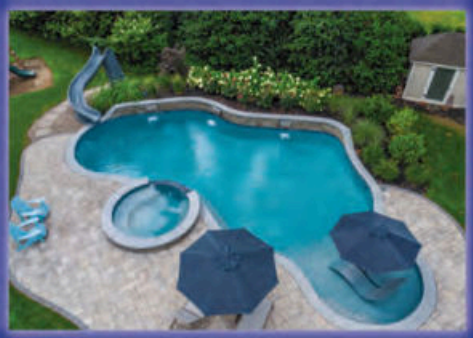
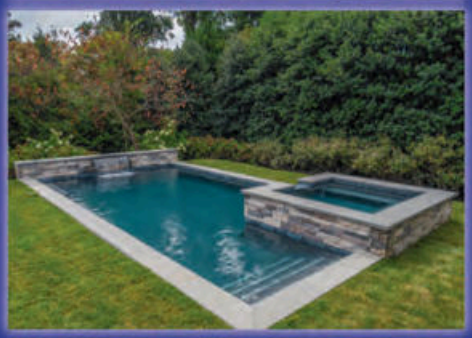


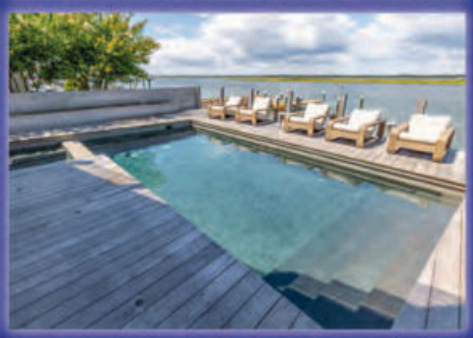


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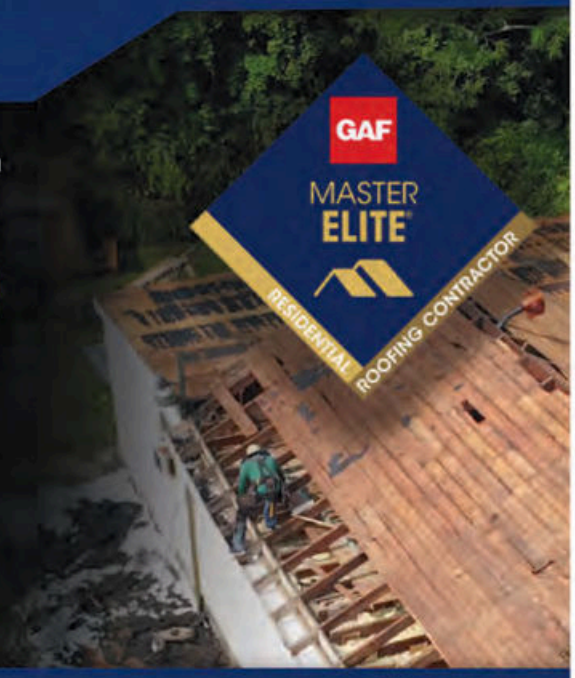
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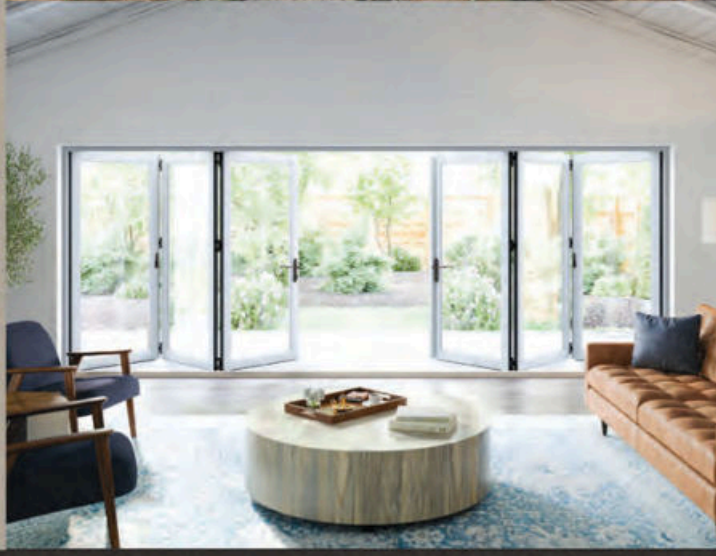


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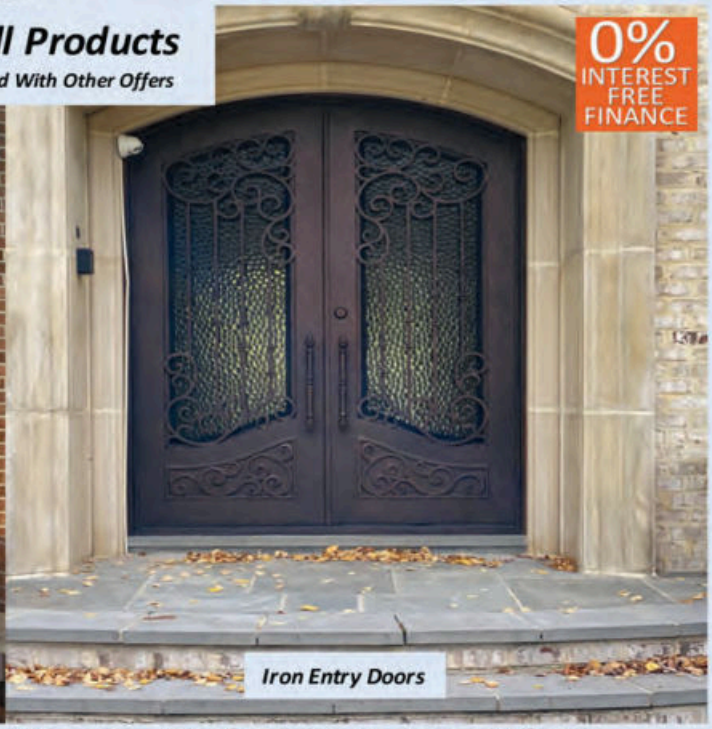
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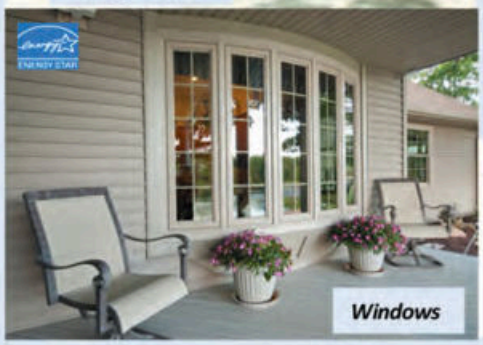
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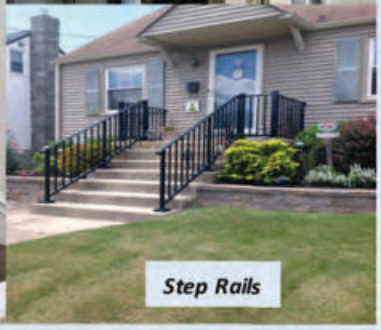
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No Compromises

While challenging market conditions leave many prospective buyers settling for less, others enlist **Blue Tree Builders** to help guide them into the next chapter of their stories.

by **Bill Donahue**

MOVING TO A NEW HOME ALWAYS COMES WITH ITS SHARE OF CHALLENGES. Given current market conditions, however, finding a new home to move to has become downright onerous.

"It's no secret the market out there is in an interesting season right now," says Brian Iwano, founder and project manager of Cherry Hill-based Blue Tree Builders. "There's very little availability, which in turn can't meet overall demand. Adding to that difficulty is how demand has changed. What many buyers are now looking for largely just doesn't exist in the market right now."

All things considered, the advantages of new construction should be readily apparent.

"You get to make it what you want," he says. "Even the best existing homes out there right now will require some work in order to make it your own. Building new affords you the opportunity to check all the boxes. Really, though, whether you're buying a builder's spec home or are going down the road of a custom build, there's nothing like the smell of a new house."

As a full-service design-build firm, Blue Tree Builders collaborates with homeowners in South Jersey to design and construct homes perfectly suited to their family and lifestyle. Whenever the company takes on a new project, Iwano and his team first gain an in-depth understanding of the client's specific goals, and then guide the client through each step of the process. Iwano describes the process as "fluid and organized," led by a capable team of specialists who strive to leave no detail overlooked and no question unanswered.

"It's our job to learn about you and your project," he says. "While it's very helpful for you to be prepared with a wish list and some design direction, it's our job to bring it all together for you. Don't feel like you need to have it all figured out, but being prepared and being able to make decisions will help the process go all the more smoothly."

Whereas each project has its unique attributes, Iwano suggests most clients who choose new construction want the same thing—namely, floor plans that combine openness and flexibility.

"People today are looking for open but defined spaces that can flex and change as families grow and change," he adds. "People are also looking for additional living spaces such as reading rooms, offices and sunrooms, all of which can be used as additional bedrooms or living spaces as families' needs change over the years. The 'starter home' concept has become a thing of the past for many people. Buyers are opting for bigger and more permanent homes that will allow their families space to grow and gather."



Iwano cites a recently completed ground-up rebuild for a client whose home was destroyed by a fire. Although Iwano and his team were constrained by the local housing association for the overall size and exterior finishes, they succeeded in reconfiguring the interior layout for greater openness and functionality.

Since its founding in 2006, Blue Tree Builders has grown considerably in both size and capability. The company is big enough to access top-tier suppliers, resources and materials, but small enough to remain nimble, accessible and attentive. For example, Blue Tree Builders offers one point of contact and handles the entire process from "concept to completion."

"We value relationships and prefer to work with people who share that mindset," Iwano adds. "Our ideal clients value our expertise and trust us to have their best interests at the forefront. It's important for us to know the overall build budget upfront because that allows us to make informed, intelligent and efficient accommodations that serve the client, project and property's ultimate value. Building your forever home is a huge undertaking, and we don't take that lightly at all."

Iwano welcomes prospective clients to visit the Blue Tree Builders website to learn more about the process and the team, as well as to see examples of its work.

"Building gives us great joy," he says. "It makes us tick. The opportunity we have to design and deliver gathering spaces is what it's all about for us. Building new is an experience your family will remember forever, and a legacy that will probably pass through generations." **H&H**

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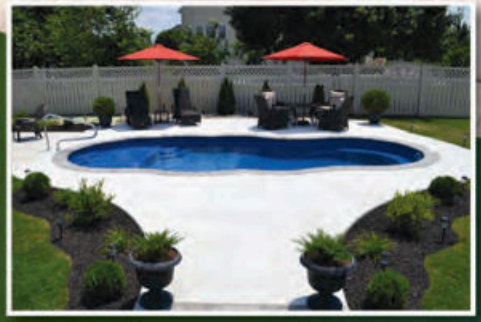
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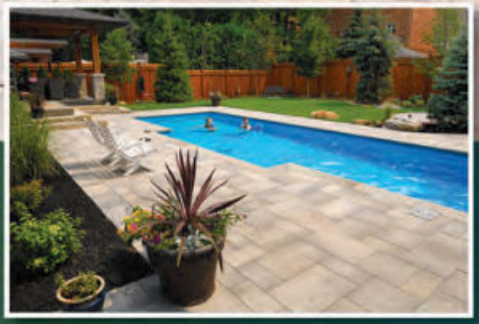
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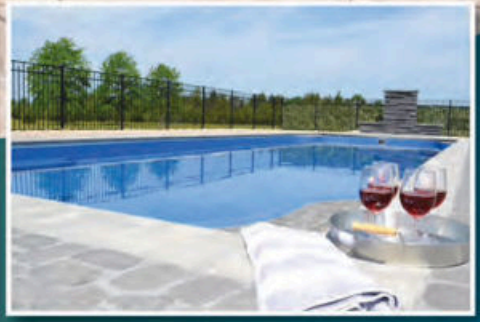
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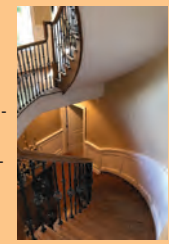
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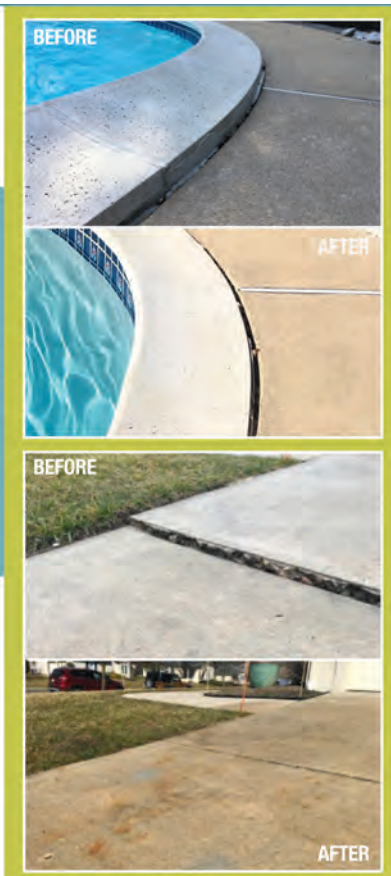
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REVOLUTIONIZING

Garages can often be the dirtiest parts of a living space, as well as the most neglected. Many people use their garages for storage, and sometimes reorganizing can seem like too much of an undertaking. This is exponentiated by dirt tracked in from vehicles or shoes, which inevitably causes the flooring to deteriorate. Ultimately, a garage's utility and appearance are just as necessary as any other type of home renovation—especially when walking through it cannot be avoided.

Transforming a garage can result in numerous finished products: from storage spaces with streamlined organization systems, to an additional room that functions as a living space, or even just creating enough room to park vehicles. Whether one envisions a new workout room, or a man-cave makeover to invite friends over to watch a game, local experts are there to provide services from top to bottom. As an added perk, a renovated garage can increase a property's value.

In speaking with garage makeover professionals, the two most common problems that people experience with their garages are flooring that is too difficult to clean, and clutter. They all agree that the before-and-

When renovating a house, **one of the most neglected areas is the garage**—yet, it is often a high traffic area—used as an entryway and an exit that is walked through multiple times a day. Thankfully, local companies are here to help turn a garage from an eyesore into another space that **feels like home.**



YOUR GARAGE

BY CARLY MURRAY

after transformation results in an awe-struck customer.

"They're pretty excited, which is surprising. It's a garage, right? They're delighted that the main house is clean because people aren't tracking all the dirt from the garage in the house," says Reid Murray, owner and president of Floorguard.

The main priority in seeking a renovated garage floor is its durability, as traditional gray is generally the customer's color preference. Furthermore, any patterns are typically subtle. For those who want a bold statement for the first impression of their home, there are options for blue, black, red and even glitter embellishments. Straying from the conventional is rare when it comes to garage design, but it's exciting to know the extent of customization that can be achieved to convert an ideal vision into a reality. Though appearance is important when considering a garage renovation, it is not the only element for which to account.

Especially in a home with children, garages contain many potential hazards. Flooring with a sealant will be more visually appealing, and it is safer and less likely to cause slipping. According to experts, the traditionally considered epoxy is losing traction for garage flooring. Additionally, since the pandemic, the price of epoxy has increased.

"Epoxy is very hard, but it does not have much flexibility. Therefore, with the concrete movement in garages from temperature change, the concrete will move slightly with the temperature change and this could cause epoxy to crack since the epoxy is not flexible—and another reason for using the polyaspartic versus the epoxy is it has a better heat threshold, which means it won't melt or peel from the hot tars. And last of all, epoxy is not UV-stable which means with direct sunlight, it will start to yellow or fade. … Polyaspartic is totally UV-stable, which means it will not fade from direct sunlight," says David Smucker, owner of Duramax Concrete Coatings.

"The texture from the flakes gives it a natural slip resistance. And we can also add to that with an additive in the top coat, which gives it more of a sandpaper feel. So

REVOLUTIONIZING YOUR GARAGE

we can very much control the final texture as far as slip resistance," he adds.

As an alternative product to epoxy, Joseph Paul, president of Apex Concrete Coating Solutions, recommends "the combination of the polyurea base and the polyaspartic top that really sets us apart from most of our other competitors. It's the best combination of garage flooring currently on the market."

Murray says the installations at Floorguard also contain a polyaspartic topcoat with textured flakes.

"People are delighted with the product. I like to say it's all about us, but the product and material, which—we make our own chemicals, and we make them in the United States and we've been doing it for 30 years—but the product is great. The finished product is really terrific," he says.

There's no excuse to delay getting started when using the right materials. According to Paul, "We're not hampered by cold temperatures or extremely high temperatures for installation. We do work all year round. Air temperature can be a big issue with the epoxies."

Once a company is selected and an inquiry is made, a garage can be modified with minimal stress on the customer's end. Professionals are available from start to finish, taking care of each necessary step. "We go in and measure the garage, see what they're looking for, create a design and then we proceed from there," says Aaron Lewis, owner of Closets For Less.

"We handle it from start to finish, we've got a network of outside sales reps who are designers that meet with the potential customer, consult them on their needs and their wants with the design, and then sketch it out and use their experience and our product portfolio to best use the space to accommodate the goals of the storage area," says Dave Schaefer, general manager of Innovative Closet Designs.

And with the perfect storage solution, tripping on clutter can be avoided, too. For further safety, it can also prevent clutter from collapsing or creating an avalanche. Organized storage options come a variety of ways, and different lifestyles call for a unique choice for each household. One would be amazed at how a compatible storage system can completely condense disorder into newly available space.

"Lately, everyone wants to have a nice floor and they want to get organization systems. Some customers want cabinets to have everything enclosed. Some customers don't mind having shelving, or they actually prefer having shelving so they can see everything," says Lenny Kelman, owner of Dream Garage Remodeling, Co.

Storage systems can be functional, trendy and even protected—meaning locks can be added to ensure security. Whether protecting valuable items from theft or keeping items like power tools and chemicals out of the reach of children, there is a storage solution for each customer's needs.

"We have the ability to give people what they want. … We can offer cabinets, slatwall, the door-front Monkey Bar shelving and overhead storage. So basically, everything that you may think of that you may want for a storage purpose … in most cases, it's a combination of things," Kelman continues.

Perhaps reorganizing can allow for a perfect workshop, with all of the tools in a designated place and easily accessible. Maybe a garage's makeover into a livable space will inspire further evolutions of utility like a private space to play loud music or video games comfortably without disturbing the rest of the house. Ultimately, with unfathomable new space, the options are endless. Schaefer notes that he has even made room for dog-washing areas.

"Thanks to our flexibility and being able to customize or to accommodate specific requests or goals in the design, we're able to accommodate more imagination or creativity to accomplish the client's requests," he says.

Clutter can be removed with a proper shelving or cabinet system without having to get rid of items completely. Making those tough decisions does not have to be part of

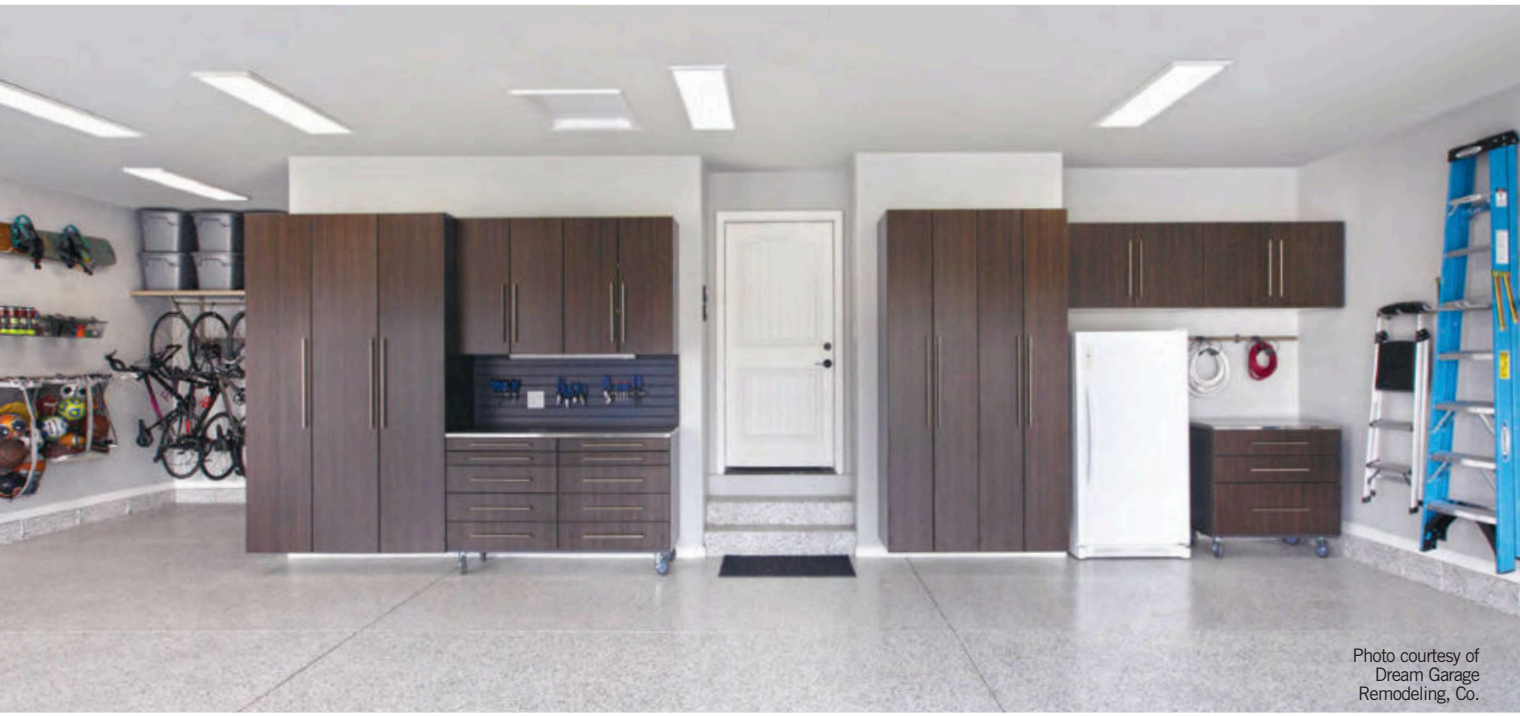


Photo courtesy of Dream Garage Remodeling, Co.

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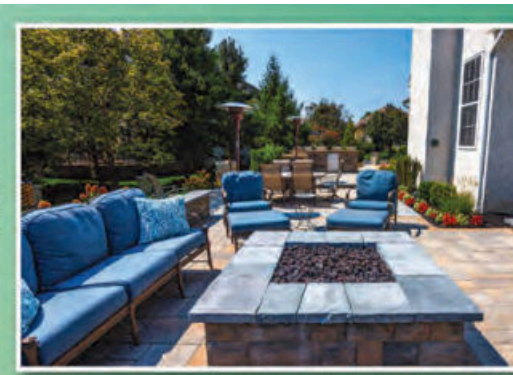
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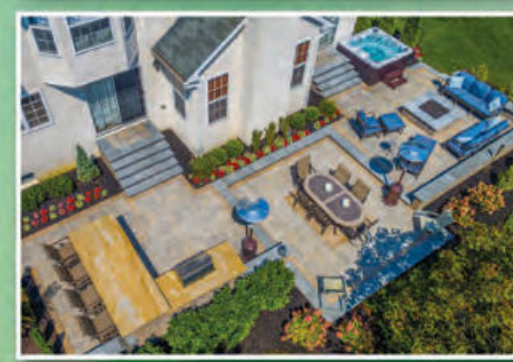
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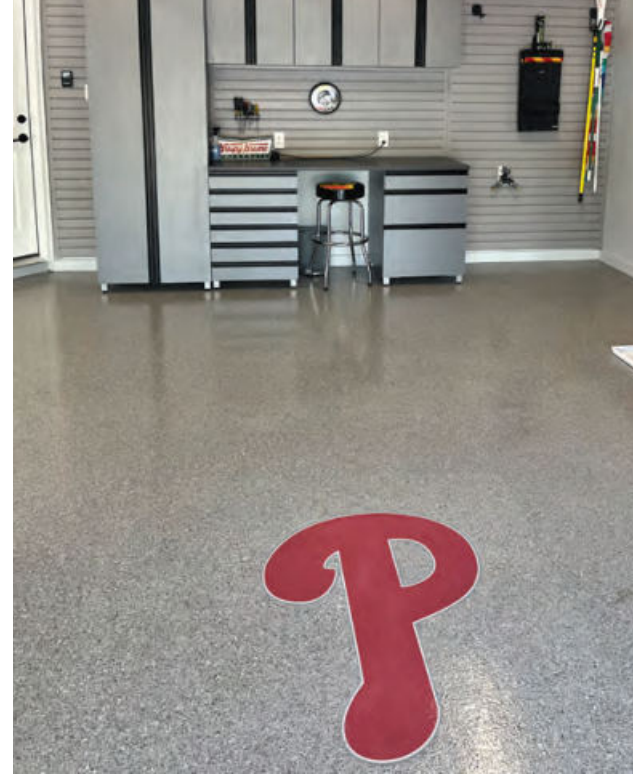


Photo courtesy of Closets For Less

the renovation process, with the added benefit of the ability to locate everything conveniently. For instance, many people have seasonal decorations that need to be out of the way for the rest of the year—and still available when needed.

"We offer cabinetry, we offer slatwall, we offer HyLoft—which is an item that hangs off the ceiling for them to be able to store their big Christmas trees and bulkier items off the floor and not use up cabinet space because they're only used once a year," says Lewis.

With a local service professional, a garage will be considered for optimal design and practicality from the ceiling to the floor. And the results of a carefully planned renovation will help this once-neglected space match the appeal and allure of the rest of the home while boosting property value. **H&H**

RESOURCES

Apex Concrete Coating Solutions
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ApexConcreteCoatingSolutions.com

Closets For Less
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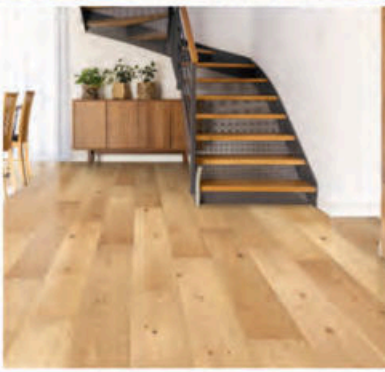
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H&H profile

Building Relationships

Two South Jersey locations help **Amiano & Son** bring South Jersey's construction visions to life with a people-first philosophy to doing business.

by **Madeleine Maccar**

Amiano & Son has been serving South Jersey's construction needs since 1968, or for three generations of Amianos. In that time, the company founded on the strength of Louis Amiano Sr.'s masonry has grown with new team members, new technology and even a new location.

But one thing never changed as its services expanded to include home additions, full-home remodels, kitchen and bathroom renovations, and outdoor-living concepts: Relationships come first.



That people-first perspective deepened as the company developed a distinctly family feel. Louis Amiano Jr. assumed his father's president role in 2009, his wife Wendy joined the team to handle marketing and client relations, and their daughter Sophia is bringing her color-certified interior-designer's eye to the company as she attends the University of Wilmington. The Amianos' nephew, Joe Clymer, is also part of the team and has worked his way up to sales manager.

Being family goes beyond blood, though.

"We have a staff where everyone is on the same page because we're so close and connected," Wendy says. "If anything happens to one of our people, they have this whole family who's there for them."

After years of "doing everything in the company," Wendy says her husband eventually wanted to spend less time working in the business as a jack of all trades and more time working on it as an owner. "Lou Jr." has since surrounded himself with people he trusts, with millennials accounting for much of that 19-person team.

"Our staff is very millennial-heavy," Wendy notes. "We have people like Keith Blose, who worked his way up to field manager and still jumps into any role we ask him to. We're at the point where we have longevity with our younger staff. I look at our team and I get excited about the future."

As he planned his transition, Lou Jr. started working with Clymer, who thrived under that guidance. And when Amiano & Son expanded beyond its Southampton office and showroom to a second location at the Shore two years ago, Clymer was the obvious choice to lead it.

"Joe started off in the field right out of high school. When there was a crawl space to go in, we sent Joe," Wendy laughs. "Then he self-trained on interior design, he was doing sales here and there, and he had a real knack with people. Now he's an award-winning salesperson with a strong future."

Treating employees like family and developing their strengths is how Amiano holds onto top talent, like accountant Mary Beth Brodtman, who has been with the company for more than a decade and Wendy swears is so integral that "we all feel it when she's out on vacation." It's also how the company assures its staff is organically invested in the company's future.

"We work hard to retain our younger employees because they're the future of this company," Wendy says. "The benefit to the client is that they're working with a team that's knowledgeable, detail-oriented and proactively trouble-shooting even before the onsite project starts."

What Amiano does is deeply personal work, and the team takes that responsibility seriously. Wendy describes an internal quality-assurance process that engages clients throughout every phase. Pre-construction meetings set expectations; site visits establish familiarity; project managers oversee a project throughout its duration; Blose ensures nothing is left unexamined, right on down to contracts and budgets.

"It took a long time to perfect our process," Wendy admits. "We learned throughout the years that communication with clients is extremely important. We've set up on a cloud-based system so that anyone on a job can take a picture and upload it so the client can see what's going on in their home at all times."

And it's not just about delivering top-notch service. Amiano is discerning in the products it uses, too, interviewing suppliers to ensure everything from the tile and siding it stocks to the tried-and-true brands it builds with to the budget-conscious options it offers all deliver the quality Amiano promises. That's where working with other builders, remodelers and construction-industry peers is especially advantageous.

"You'll always get what you pay for but this industry is constantly changing," Wendy explains. "The Builders League of New Jersey really helps bring everyone together, and Lou's constantly learning something new through NARI (National Association of the Remodeling Industry) and NKBA (National Kitchen & Bath Association)."

That always-evolving education, as well as tapping into its team's range of expertise and soft-skill professionalism, is all part of what makes Amiano & Son special.

"The feedback I get is that everyone loves working here, everyone wants to come into work," Wendy says. "Our clients know that they're working with professionals who really care about the job—which is someone's home—and not just the sale." H&H

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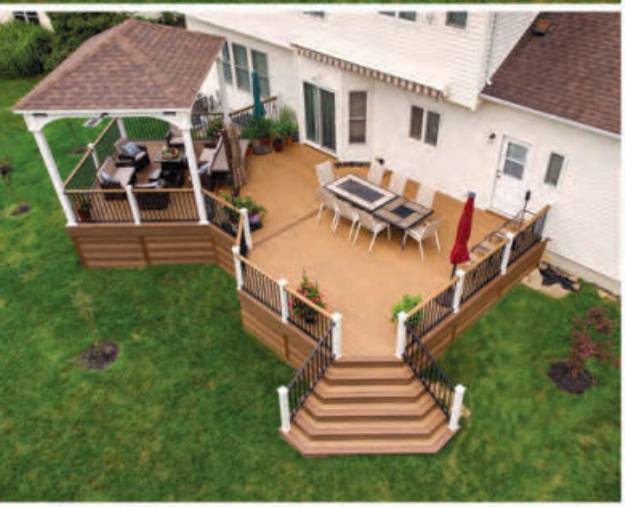
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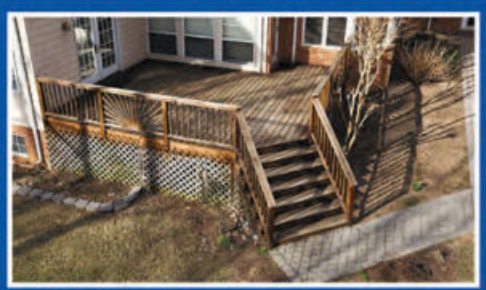


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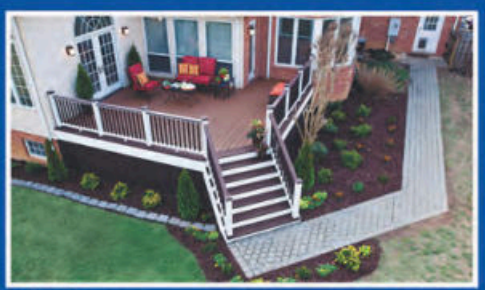
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When you need work done on your home—expected or not—you want to know that you can trust the contractor you've hired to get the job done well. After all, you're not an expert on what's involved in services like roofing, siding or windows and you don't want to get taken advantage of as a result. Because of that, it's important to choose a company that you can feel confident is reputable.

But how exactly do you know a company can be trusted?

One important factor in choosing the best contractor is longevity. Only a company that performs great work is going to be able to stick around for the long haul. That's exactly the case with Emmons Roofing & Siding, a company that has been offering expert care for South Jersey and the Jersey Shore area since 1996. They are a well-known name in the region—and for good reason. Their success was built upon a reputation of honesty, integrity and good work.

In fact, the company is an Owens Corning™ Platinum Preferred Contractor. That's not a designation that any old company can have. Platinum Preferred Contractors are in the top tier of a premier network of roofing professionals. In order to achieve this title, they must have passed a workmanship inspection, been professionally screened for financial stability and customer service, and continue to adhere to stringent guidelines set forth by Owens Corning. Fewer than 1% of roofing contractors in the United States are Owens Corning Platinum Preferred.

"It's a title that backs up our already strong reputation," says Stephanee Kelly, co-owner of the company along with her husband Matthew. "Only the most reputable companies are able to earn that designation."

Besides being able to feel confident that you've hired a contractor you can trust, this designation benefits homeowners in a more tangible way as well. That's because Platinum Preferred Contractors are able to offer 50-year warranties on their work—much longer than other companies can offer. According to Owens Corning's website, "because we stand behind these warranties, we need to make sure that we are backing up the best roofers in the business."

AN INSIDE LOOK

And while Emmons are trusted experts you can count on for your exterior projects, their skilled interior remodeling team has also built up a solid reputation thanks to its more than 30 years of experience providing fine craftsmanship and exceptional customer service.

In fact, the family-owned company has grown, as several talented remodeling industry professionals have recently joined Emmons to help serve its more than 6,000 existing customers.

And Emmons' interior expertise is not limited to kitchens and bathrooms, as they also provide full-service remodeling and construction services for additions, interior renovations, porches, decks, windows, doors and basement finishing. The design team works with clients as a trusted advisor to help them make the right decisions on products, materials, colors and selections using a proprietary Curated Design Concept, which is an industry first. It's an easy way to quickly get a custom-designed project without the heavy cost of a design-build process.

It's all part of the company's desire to make remodeling one's home easy and affordable with exceptional financing programs and realistic pricing. The high level of expertise that Emmons brings to each and every project is backed by a 5-year warranty and a lifetime service guarantee, further illustrating why they continue to be leaders in the field.

CHOOSING WISELY

At the end of the day, your choice in finding the right contractor can be the difference between good, quality work and a big headache. Kelly says that the last thing Emmons wants to see is people in their local community get taken advantage of by unscrupulous roofing, siding and window contractors.

"You should be able to feel confident that you've chosen a contractor that you can trust—not one that is going to leave you with problems to fix after they've gone," she says. "At Emmons, you are not only investing in a new roof, new siding or new windows—you're investing in peace of mind." H&H



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EMBRACING The Outdoors

The latest trends in outdoor structures help to enhance your living experience.

by **Kristen Jorgensen**

As the world continues to embrace the significance of nature and its positive impact on human well-being, outdoor living spaces have gained immense popularity. Homeowners are increasingly turning to outdoor structures as a means to create inviting, functional and aesthetically pleasing spaces that blur the lines between indoor and outdoor living. The latest trends in outdoor structures not only amplify the beauty of your property, but also offer numerous benefits, enriching your overall living experience.



These days, outdoor structures are no longer limited to just one purpose. The current trend revolves around creating multi-functional retreats that cater to various activities. A single space might serve as a yoga studio in the morning, a workspace during the day and a cozy movie theater at night. These adaptable outdoor structures add versatility to your living space, accommodating diverse interests and hobbies.

In this article, we explore some of the most cutting-edge trends in outdoor structures and delve into how they can enhance your daily life.

The perks of pergolas, pavilions and more

The lines of demarcation between indoor and outdoor living continue to blur as more homeowners gravitate into backyard spaces to whip up dinner for friends, light a

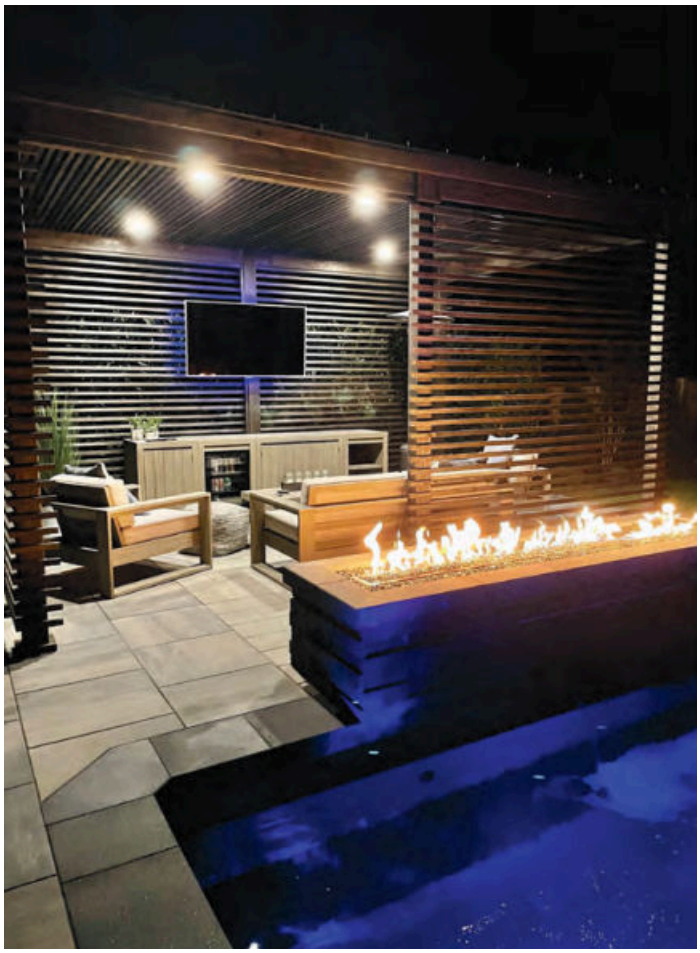
small bonfire or put in a few hours of work while sitting on a shaded patio.

"The benefits of adding an outdoor structure to your yard provide you with a comfortable outdoor living space. Bring the party outside, relax poolside or just enjoy the outdoors. Most structures also have a storage space component—store the party supplies, hide the pool filter and chemicals, or use as a bonus shed to hide lawn equipment," explains Kristi Reading from Buxton's Backyard Structures.

When considering what direction to plan for when it comes to upgrading your outdoor space, Reading offers a few suggestions. "Homeowners should consider the size and purpose of the outdoor structure. If you are just looking for an outdoor bar—what size bar area and what size storage area would be beneficial? It's important to get something that will work for your needs.

"Another thing to consider is how you want it to look. Are you trying to match your house or make it stand out? There are lots of options from painted wood, vinyl siding, faux stone siding, hardy plank, board and batten, or log cabin. There are so many options to customize the perfect structure for your home," Reading continues.

For homeowners with pools, poolside pavilions are the ultimate trend in enhancing outdoor living. These structures offer shade and protection from the elements, making poolside relaxation a comfortable and enjoyable experience. Pool pavilions can be designed to include lounging areas, mini-bars and changing rooms, providing a perfect blend of leisure and convenience. "Homeowners want shade from the sun in the summer and the ability to keep using their outdoor space with heaters or fire when the temperature drops. Pavilion-style structures and pool houses are very popular for this reason," says Karen Frederick from The Louvered Roof Company. "Something to think about when you're





H&H OUTDOOR STRUCTURES

investing in an outdoor structure is natural light and airflow. Do you want to be completely inside with closed doors and air conditioning, or do you want to have that vacation feeling where you can still be outside and feel the air but have protection from the elements? There is a lot of room for personalization when designing a pavilion."

Pergolas have also quickly climbed the ladder of popularity with homeowners because they can be ideal for an outdoor space that's used frequently. Whether over a porch, yard or garden, pergolas help the outdoors feel more hospitable for long days outside. "The kitchen is typically the heart of the home, so extending that to the outdoors with a pergola allows the homeowner to have more usable entertaining space," Bill Wilson from Amazing Decks says. "A pergola or retractable awning can provide shade, allowing homeowners to enjoy a meal outdoors, and help to create a warm and inviting space from early spring through Thanksgiving."



One thing to note, pergolas aren't meant to keep the elements away completely, but to visually designate and decorate pools, seating areas or yard features. The overhead beams offer places to hang plants, lighting or even swings. Pergolas are also perfect for anyone who enjoys being outside but wants to avoid strong overhead sunlight. Some homeowners use outdoor curtains to add a bit more privacy, and because they are stylish and affordable, pergolas are a no-brainer for anyone looking to create a serene space.





The coop craze

After the pandemic was declared, people began to panic-buy the essentials from grocery stores, which included everything from toilet paper to eggs. With more time being spent at home, people invested in gardening and becoming more self-sufficient in general, thus also creating an uptick in the ownership of chickens. "We have sold a lot more chicken coops since 2020 than in recent years [and] it hasn't really slowed down. Folks love the comfort of knowing they're getting fresh, organic eggs right from their backyards," explains Reuben Zook from Mainline Outdoor Living.

Deciding to own chickens is only half the decision. The other part of that equation is

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providing the appropriate outdoor housing structure to support a safe—and aesthetically pleasing—environment for both the chickens and human residents alike. "[We] offer an assortment of sizes and styles for anyone who wants to own chickens. Coops can start as small as 15-20 square feet to as large as a couple hundred feet. There really is a lot of personalization that comes along with owning chickens," explains Zook.

Sustainable structures

As environmental consciousness grows, sustainable outdoor structures are also gaining traction. Living walls and vertical gardens not only add a touch of greenery, but also provide insulation and promote biodiversity. Moreover, eco-friendly building materials and solar-powered lighting solutions are being integrated into outdoor designs, reducing the environmental impact while adding to the overall appeal of the space.

Final thoughts

As urbanization continues to rise, the importance of outdoor spaces cannot be understated. The latest trends in outdoor structures offer homeowners the opportunity to transform their yards into captivating and functional extensions of their house. Whether it's al fresco dining areas, cozy outdoor living rooms, sustainable structures, multifunctional retreats, poolside pavilions, or outdoor showers and spas, these trends enhance the living experience by fostering a deeper connection with nature and promoting overall well-being.



Reading concurs: "There are so many additions that you can add to your structure. From a fully finished interior, flooring, roofing, fans, lights, bars, windows, dormers, porches, screens, French doors, sliding barn doors, weathervanes and more. There is no limit to what you can have."

So embrace these trends, and let your outdoor oasis become a sanctuary that enriches your life in countless ways. H&H

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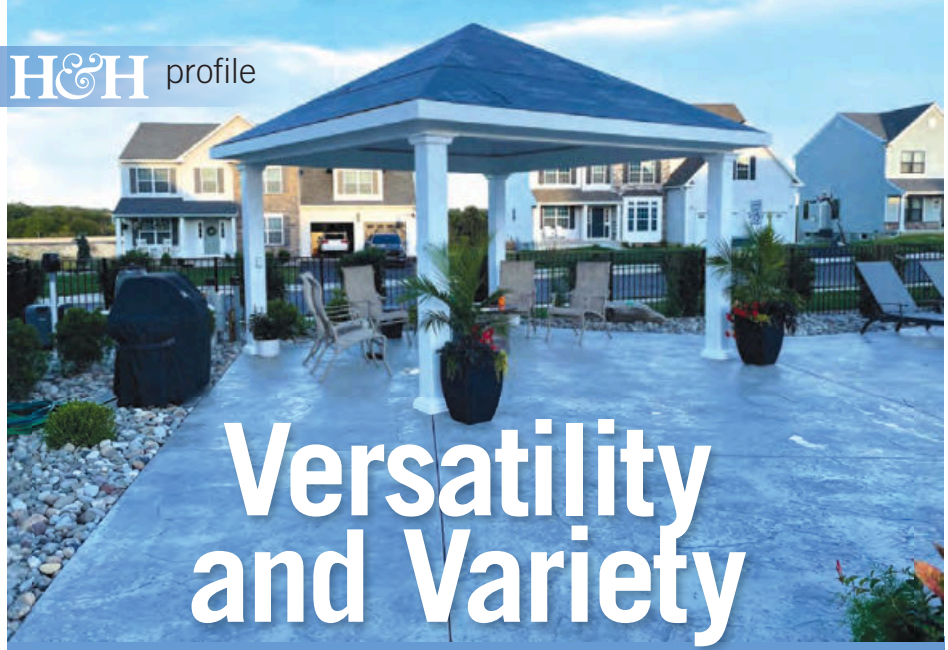






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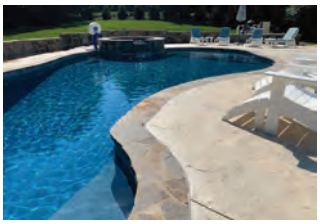


Versatility and Variety

At **Architectural Concrete Design**, clients can expect a skilled team that treats each project as a partnership and understands how to enhance a home's curb appeal.

by **Madeleine Maccar**

In his five years with Architectural Concrete Design (ACD), Adam Myers has learned that clients are often surprised by their options.



"A lot of people are still unaware of what they can do with concrete," says the company's director of residential sales. "They'll pull pictures from Pinterest or Google and say, 'I love how this looks but I don't know how to get there.' … That's where we can come in and make them aware of any material limitations and how decorative concrete can give them a similar look in their backyard."

That commitment to educating customers separates ACD from the competition. Whether the team is working on a customized pool deck, driveway, patio or walkway, one thing remains the same: Every job is rooted in respect.

"It should feel like a partnership from the beginning," says Myers. "We want the homeowner to understand we're listening to them. Their first form of contact comes from the office, they'll be contacted quickly by our design team. From that point, it's setting up an appointment, getting some face time, and having a design professional walk around your yard with you and really listen to what your vision is. Very few hardscape contractors open up a conversation like we do at the design phase."

Transparency supersedes netting a sale, he adds. "The designer doesn't leave until they understand exactly what the homeowner wants. Every decision we make throughout the process can easily be justified or explained because we're doing everything in the homeowner's best interest."

Getting to know each client and their expectations, lifestyle, property, budget and vision allows ACD to deliver completely customized results every time. And with concrete options that go beyond pavers to offer a seemingly infinite multitude of finishes and color combinations, the team knows exactly how to deliver an elegant, impressive final project guaranteed to last.

"With stamped concrete, we have versatility of color, texture and pattern selection—I'm confident you can find a fit for any home," Myers says. "We've done projects on new-construction homes that are incredibly modern-looking, all white and black; we've done 5,000-, even 10,000-square-foot driveways; we've done 300-square-foot patios with a designated space the client wants to look decorative, but the space is so limited that you have to be really intentional about what you pick. … It's incredibly adaptable, and you can't get that look with any other paving material, only concrete.

"That's one of the coolest parts of being in this space: There really are no limitations on the product," he continues. "The designers can be creative, the guys in the field can be creative, it's something new every day."

Designers' creativity and homeowners' visions must work hand in hand, though, for a smooth installation phase. Collaboration and communication are critical, ensuring clients know their voices are heard and that the ACD team can get the job done in a timely fashion while also meeting their high standards.

"We want that mutual respect where the homeowners know the feedback and perspective we're offering all work toward the same goal: making sure they're getting something they're going to love for 20, 30 years," Myers explains. "It should feel like we're working with you.

"Homeowners are encouraged to be onsite during the first building phase: They can see what we're doing, and we can inform them immediately of unforeseen changes our installers may need to make. After breaking ground, there's always a chance something unexpected happens—you want someone experienced in your corner to best handle that. We know how to navigate those circumstances, come up with effective solutions and illustrate that to the homeowner."

ACD's expertise and a variety of options mean the team always knows how to arrive at the design that perfectly complements a home and is in harmony with the project's surroundings. Working with the existing colors, patterns, textures and materials already present onsite is a win for the homeowner, since they won't need to redo their whole yard's aesthetic to still have the space "flow," even with a brand-new concrete project.

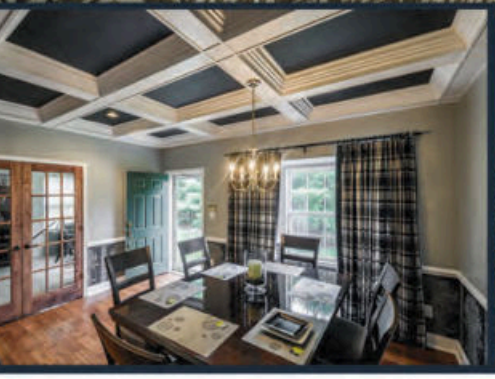
With ACD's 30th anniversary coming, it's a milestone the entire organization is proud of. But it's not just the company that can boast longtime success in delivering dazzling results, as much of its team has called ACD home for over two decades.

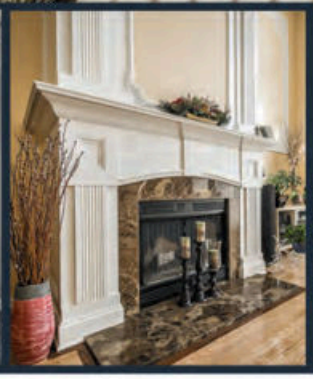
"What really sets us apart is the installers and their experience," Myers notes. "We have multiple guys who have been here for over 20 years—I don't know too many places that can say that. With concrete, our guys are physically crafting the product in the field so it's a new product every time—that's why it comes down to the guys forming and making that material. This is an industry where there's a direct correlation between the installers' experience and the product's quality." **H&H**

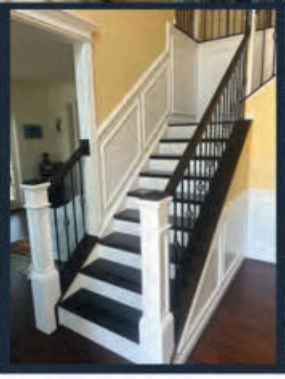


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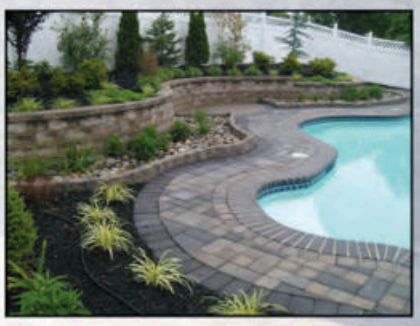
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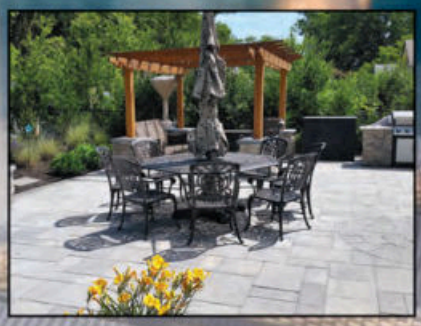
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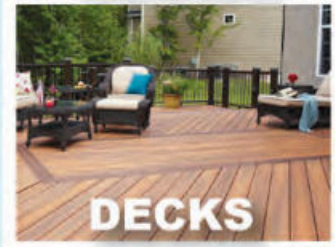
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