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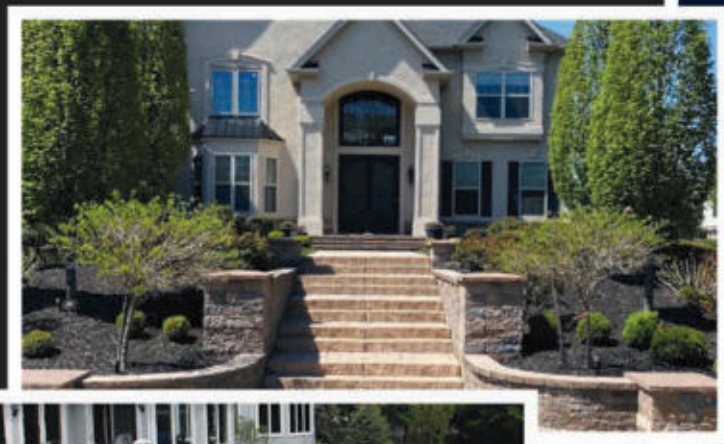
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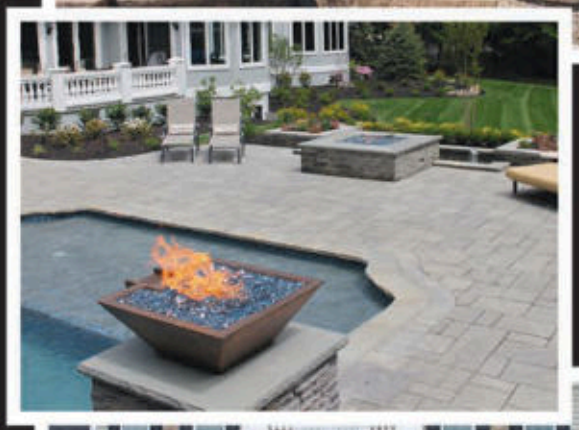
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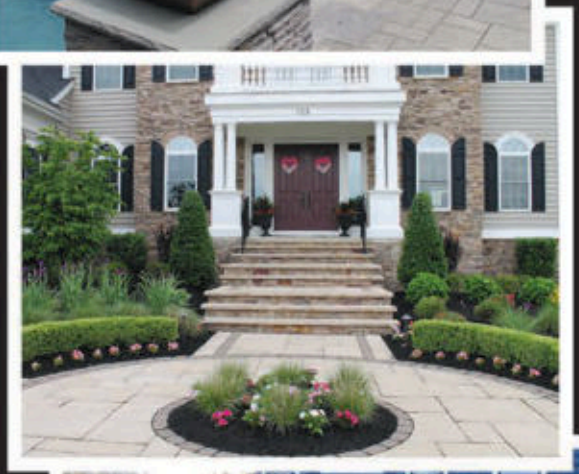
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H&H profile

By Liz Hunter



Creating a Serene Summer Space

Let the experts at **Gill's Landscaping** take care of your outdoor space while you enjoy the weather.

Summer is in full swing and chances are, you want to spend every spare moment outdoors. Wouldn't it be nice to simply enjoy your outdoor space without having to worry about keeping it looking good?

Enter Gill's Landscaping. An industry leader in South Jersey for more than 30 years, Gill's Landscaping has carved out a niche as the consummate full-service landscaping and maintenance company in the region, transforming yards into lush landscapes with blooming flowers, perfectly manicured trees and shrubs, tranquil ponds and accent lighting as a finishing touch.

Whether you require a comfortable garden or an outdoor entertaining space complete with a kitchen or a poolscaping project, Gill's can tackle projects large and small, including landscaping, irrigation, hardscaping and more.

One of the biggest differentiators with Gill's is the fact that they don't subcontract any work. "From start to finish, from design to the final piece of mulch, your project is done 100 percent through Gill's," says owner Brian Gill.

"Unfortunately, a lot of people are misguided by the 'fly-by-night' operations that offer to do the job 'at a great price,'" he continues. Gill's Landscaping's customer-oriented design process is meant to produce the best long-term implementation of a customer's vision. That's how they consistently produce results they can be proud of today, and customers can be proud of for many, many years.

Gill's offers free consultations with certified horticulturalists and landscape designers to help clients with the details of the space. They suggest ideas that can make the space unique to a homeowner's style of house based on their expertise. "It's important that our customers are never left out of any step in the process of their project," says Brian Gill. "Collaboration with the client is key."

Ed Swietanski, Gill's sales manager, says, "We first want to meet with the client at their home and walk through the property. We'll discuss their vision for the space and bounce around ideas. This initial meeting should not be one-sided. We want the customer's interaction. It's important to know what they like, and probably just as important to know what they don't like. We're here to solve a problem, which might be adding curb appeal or replacing plants that have not grown properly. We'll put together a plan with materials we know will do well on your particular property."

Gill's wants to create a successful harmony of plantlife and outdoor living areas.

"Our goal is to create visual interest throughout the year," says Swietanski. "We don't want to create a static landscape that never changes. We try to choose materials that will bloom at different times. You might have a rose bush blooming in the summer, but then in the fall something else is providing that life and color to the yard.

"We're also doing a lot of hardscaping, replacing walkways with paver materials from Techo-Bloc or EP Henry. LED night lighting is also another popular feature that is becoming more economical and adds visual interest at night."



One of the most important aspects of any landscaping project is the materials used. Gill's ensures that each customer receives only the highest quality plant and bedding materials, says Swietanski. "Inferior materials and mulch can lead to gardens with a short life expectancy and beds filled with unsightly weeds. Repair and replacements for shoddy work end up costing the customer more in the long term."

Gill's prides itself on educating clients on the best flower, plant and tree options for their specific property to ensure they will last for years to come.

"We treat every yard like it's our own," says Brian Gill. "Curb appeal is everything, especially if you're thinking of selling your home, and we will use the best quality products and plants that will thrive for decades."

Swietanski adds that it is important for anyone considering hiring a landscaper to check they are certified and licensed. Gill's Landscaping maintains a New Jersey Home Improvement Contractors License, DEP Pesticide License and an IANJ Irrigation license to ensure quality service and much-needed expertise.

That experience truly sets Gill's apart. "We have a full staff in the office to answer calls or questions, and Ed and the guys in the field are dedicated and knowledgeable." The company makes sure all of its staff take continuing education courses and are properly certified in all aspects of the job.

Gill says he attributes much of the company's success to hard work and determination, but he puts a bigger emphasis on the commitment and dedication of his staff. "For any business to succeed, you need to surround yourself with good people," he says. "My staff is the backbone of this company and my customers always have nothing but good things to say about them and I truly appreciate everything they bring to the business." H&H

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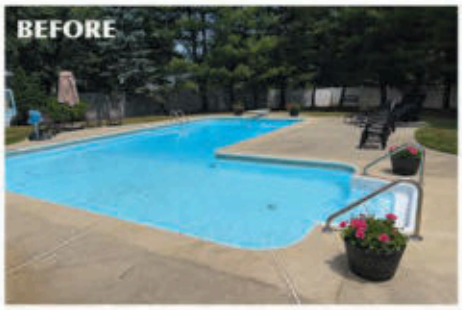
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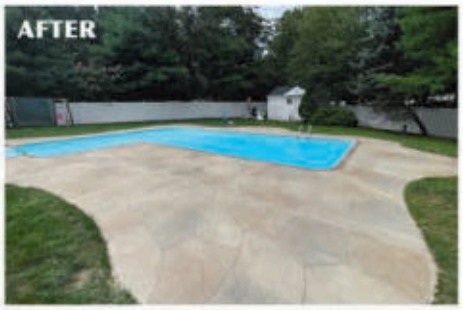
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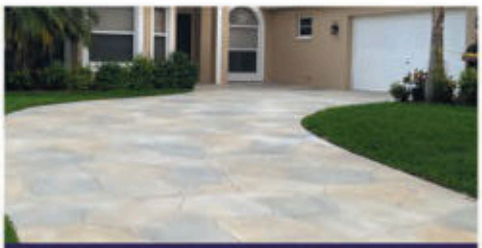
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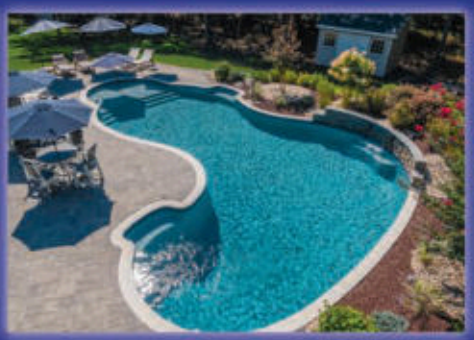




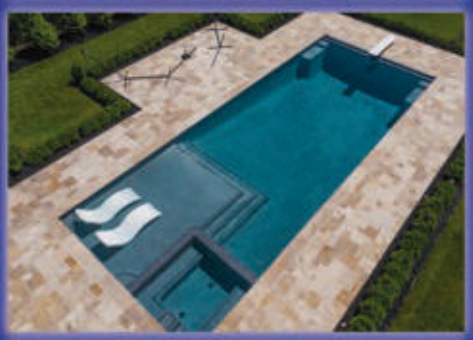
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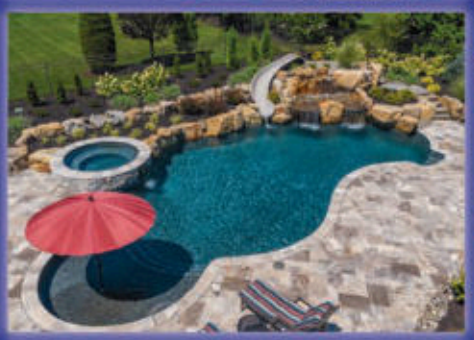
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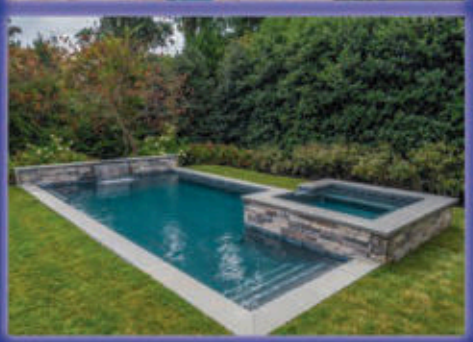




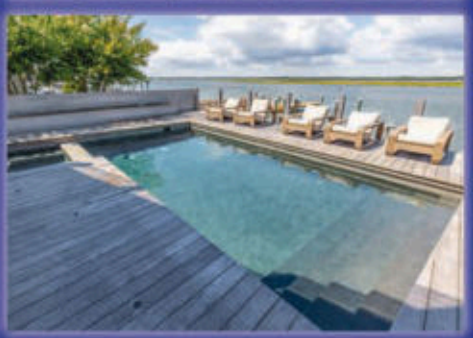












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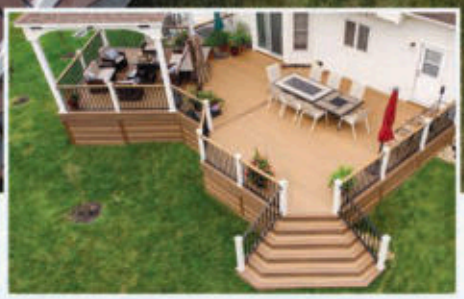
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Matt Cosentino, Madeleine Maccar, Carly Murray

CONTRIBUTING WRITER
Kristen Jorgensen

CREATIVE DIRECTOR
Hank Alspach

PRODUCTION MANAGER
Brian Mikulski

DESIGNERS
Alex Bianco, Jay Urbaniak, Lisa Zollinger

ACCOUNTING DIRECTOR
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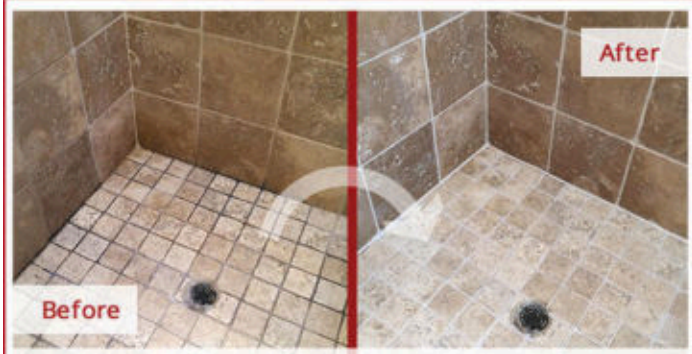
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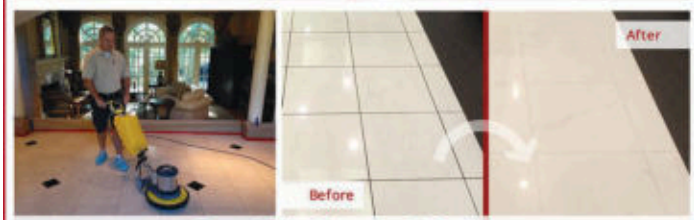
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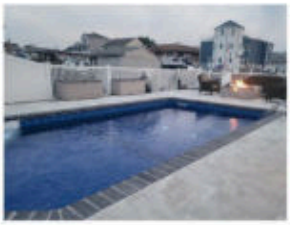
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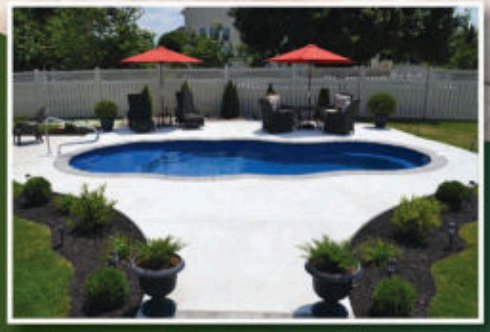
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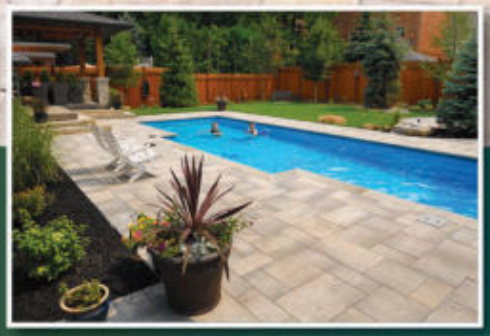
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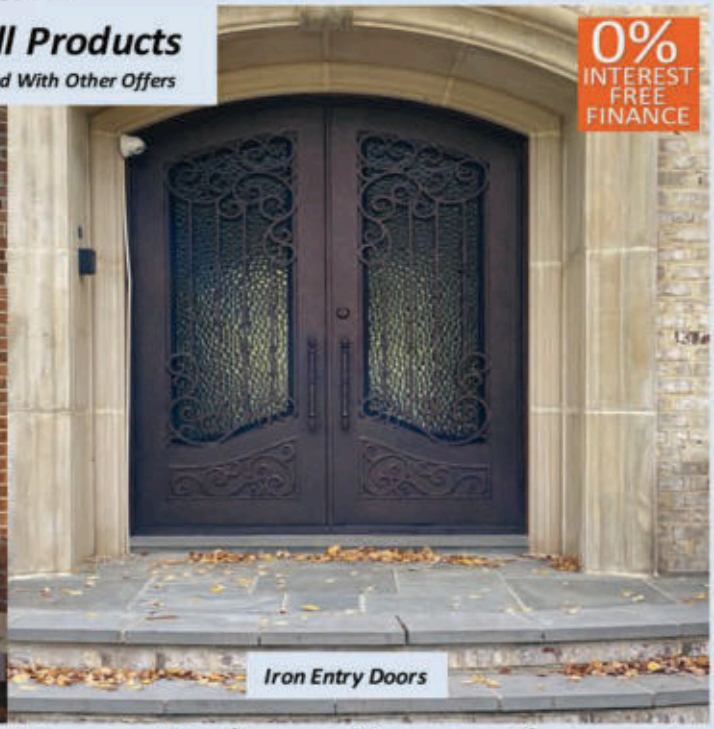
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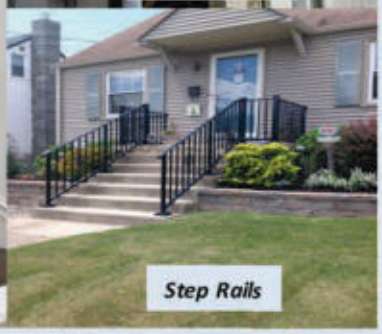
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From pavers and pools to decks and landscaping, working with the talented team at Evergreen Pros means that you can have it all with just one call.

With the extreme heat waves that have blasted our region this summer, there's no question that many local residents have leapt at every opportunity to cool off in a refreshing pool belonging to a family member or neighbor. Undoubtedly, the thought has at least crept into their minds that having one on their own property would be a welcome addition for their own enjoyment and for guests as well.

Believe it or not, now is the time to get the process going to ensure a full summer of entertainment next year, whether it's relaxing poolside with a cocktail or watching the kids splash around.

"We are still accepting pools for this year, but even if you want it for next summer, start the process now," says Nick Erman, the co-owner of Evergreen Pros. "It's beneficial for several reasons, No. 1 because it's first come, first served. It also takes time to get all the permits, and some towns now require a variance, which can take two to three months. Planning now is absolutely the best route to go. If you're thinking about it, then sit with us and we can start designing it and getting the permit approval."

That kind of foresight is just one reason to work with Evergreen, a company that thrives on being truly comprehensive backyard experts and walking with the client every step of the way from design conception to site cleanup, all performed by its own hand-picked team. When it comes time to conceptualize a project, Evergreen uses SketchUp, a 3D modeling software that allows its design team to create and manipulate designs of pools, outdoor kitchens, paver patios and much more.

"No one wants to be calling 10 different contractors so, whether we're putting in a pool, patio, kitchen, irrigation, all the way down to planting the sod, it's a one-stop shop," Erman explains. "From the irrigation and the pavers to the shrubs, you're dealing with one person, the main project manager, through the entire project."

Evergreen can even handle amenities like firepits and water features along with the landscaping and fencing. And if all of that is not in a homeowner's budget right away, they are happy to work in phases over several years to make it more affordable.

The ability to trust one contractor was the appeal for one recent customer who came close to hiring a company that only focused on the pool.

"A local pool company told him he was going to have to GC (general contract) his project," Erman says. "They weren't offering him any help with the pavers, the concrete or the landscaping. He decided to go with us instead because we do the entire backyard. Someone who is working a 9-to-5 job doesn't have time to GC their entire project. We can control everything for them, and they can just sit back and watch it progress."

It's not just convenience and streamlined communication that the Evergreen team offers by being total backyard experts, though: It's harmonious, thoughtful design and far-ranging expertise, too.

And while Erman is proud of the talent comprising Evergreen's team, they never rest on their laurels. A constantly-changing industry that's always touting new trends and technology means that ongoing education is critical.

"Our guys are trained every year through certifications," he affirms, noting accomplishments like Evergreen being named an Interlocking Concrete Pavement Institute-certified paver installer. "We're very much up on today's building techniques with installing pavers, pools and porcelain, all the way to building fireplaces and firepits and everything else. That continuing education for our workers makes sure they're at today's level with their installation techniques."

An education-first approach extends to Evergreen's clients, too. A new state-of-the-art showroom that opened last year features various samples of pavers from top brands like Techo-Blok, Cambridge and Belgard, as well Italian Porcelain Pavers from International Porcelain Company. Visitors can also see outdoor grill islands, firepits, sitting walls and much more on display. The team can also detail the advantages of fiberglass pools, such as durability and less maintenance.

"We're very big on educating our customers," says Erman. "Not only do we educate them on the pools themselves and why they should choose fiberglass, but we educate them on what this body of water needs to be taken care of, including the chemistry involved."



After all, being at the top of their game means nothing without earning clients' trust, which Erman, who spent 27 years in law enforcement, knows all too well.

"There's a loyalty and a trust factor: People know they can get scammed by contractors, so we tell them right upfront that we're prior law enforcement, all we know is trust, honesty and integrity," he says. "People don't give us access to their homes because we're contractors, they're giving us that access because they can trust us."

For the Evergreen team, customer service that dazzles is all part of delivering the "Wow!" factor they strive for with every job.

"If the client isn't satisfied, I'm not satisfied," says Erman. "We want the husband and wife to both have tears in their eyes because they're so happy. It has to be everything they've ever dreamed of." **H&H**

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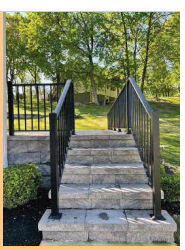
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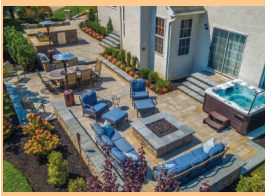


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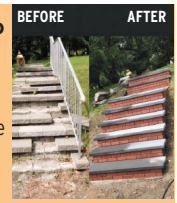
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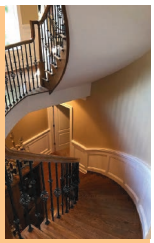
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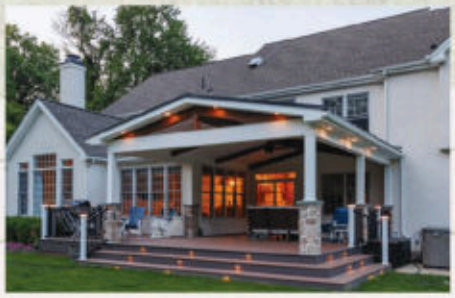




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The Allure of Backyard Resorts

TRANSFORMING YOUR OUTDOOR SPACE CAN HAVE A RIPPLE EFFECT

by Kristen Jorgensen



IN RECENT YEARS, THE CONCEPT OF A BACKYARD RESORT HAS CAPTURED THE IMAGINATION OF HOMEOWNERS LOOKING TO CREATE A PERSONAL OASIS WITHOUT THE NEED TO TRAVEL. This growing trend offers a luxurious escape within the comfort of one's home, blending elements of nature, relaxation and entertainment. Whether it's a lavish poolside retreat, a cozy garden nook or a fully equipped outdoor kitchen, backyard resorts provide a unique way to enhance your lifestyle and increase property value.

"Backyard resorts are what people want to envision as their small personal paradise. Some homeowners like soft and calm spaces while others opt for a more lively space with pops of color," shares Tammy Panetta from D. Panetta Contracting.

Outdoor Kitchens and Dining Areas

An outdoor kitchen extends your living space and makes entertaining guests a breeze. High-end appliances, such as built-in grills, refrigerators and pizza ovens, can turn your backyard into a culinary haven. Pair this with a stylish dining area complete with comfortable seating and ambient lighting for unforgettable al fresco meals.

Outdoor cabinetry is another way to showcase your design style and add a luxe touch. "Natural stone or stainless steel, and sometimes Trex options, are what we typically see used for outdoor cabinetry," says Panetta.

Designed to withstand the elements, these cabinets are typically made from durable materials like stainless steel, marine-grade polymer or treated wood, ensuring longevity and resistance to weather conditions. They provide ample storage for cooking utensils, dishes and ingredients, keeping everything you need within easy reach while maintaining an organized and tidy appearance.

"Cabinetry choices for outdoor kitchens comes down to personal style but due to function, [we] typically install stainless steel cabinets that are specifically for outdoors. Stainless steel cabinets are durable, they resist rust and are very easy to clean which is why they are a great choice. These pieces sit in a frame surrounded by stacked stone which gives it all the look and style of an outdoor kitchen," explains Karen Frederick of the Louvered Roof Company.

But some clients prefer to bring the look and feel of their interior kitchen to the backyard for a cohesive approach.

"Sometimes people ask for outdoor cabinets that have a more traditional or rustic style because they want the space to flow from their interior kitchen. In these instances, the cabinets would be treated wood, marine-grade polymer or HDPE," Frederick says.

With a variety of styles and finishes available, outdoor kitchen cabinets can complement any design aesthetic, from sleek and modern to rustic and

The Allure *of* Backyard Resorts



traditional. Additionally, custom options allow homeowners to tailor their outdoor kitchen to their specific needs and preferences, enhancing both the functionality and visual appeal of their backyard resort.

Landscaping and Greenery

Thoughtful landscaping is crucial in creating a resort-like atmosphere. Incorporating a mix of lush greenery, flowering plants and trees provides not only shade but also some much-desired privacy. Hardscaping elements like stone pathways, retaining walls and decorative water features can add structure and elegance to the space as well.

Another durable option is synthetic foliage according to Frederick. "Synthetic turf between pavers is a good low-maintenance option for clients who want a more natural look but don't want to spend time trimming grass or weeding. It's a nice look for a courtyard-style patio or pathway to another destination area on the property," she says.

Light Up the Night

Backyard lighting is a transformative element that enhances both the functionality and ambiance of your outdoor space. Thoughtfully designed lighting can extend the usability of your backyard well into the evening, making it perfect for entertaining, dining or simply relaxing under the stars.

"Lighting plays a big part in creating your resort backyard. Options such as string lights, lanterns and LED fixtures can create a warm, inviting atmosphere, while strategically placed path lights and spotlights can highlight landscape features and improve safety. Incorporating dimmable lights or smart lighting systems allows for customizable lighting scenarios to suit different moods and occasions," says Joe Oakes, president, First State Building & Design. "And now with advanced technology, it's even more convenient that lighting can be controlled right from your phone or iPad."

By blending aesthetics with practicality, backyard lighting not only elevates the overall look of your outdoor area but also ensures it remains a welcoming and enjoyable space after dark.

Comfortable Lounge Areas and Entertainment Zones

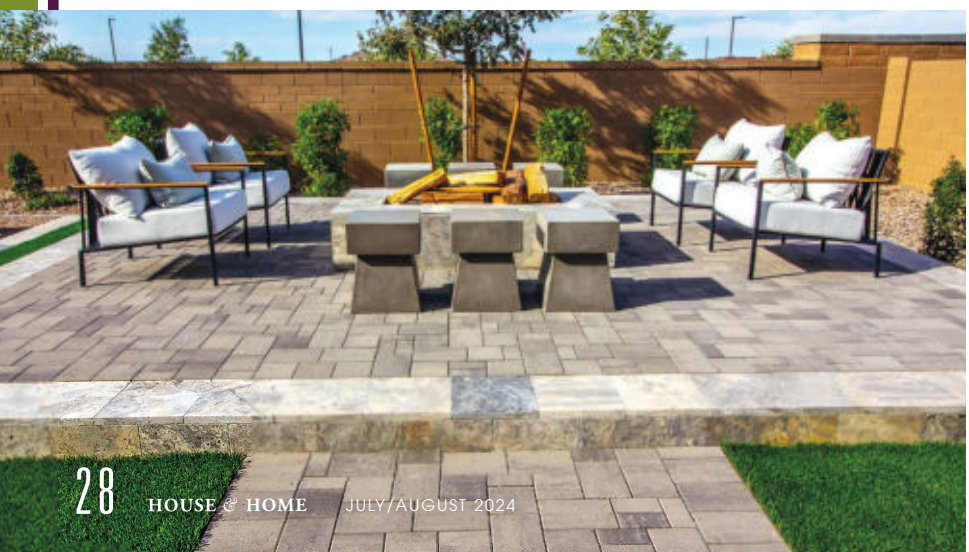
Comfortable seating is essential for relaxation. Consider investing in high-quality outdoor furniture such as lounge chairs, hammocks and daybeds, or adding shade structures like pergolas, gazebos, or retractable awnings that can protect from the sun and make the space usable throughout the day.

"To get the feeling of a resort-style backyard, consider adding products that connote that sense of luxury you get when you are staying at a beautiful hotel," says Frederick. "Canopy-style coverings over an outside area allow you to use your deck or patio when the temperatures get too hot outside. People sometimes have to retreat back inside because it can get unbearable, but by investing in a cover you can stay outside and stay cool."

There are a variety of ways to achieve this, from retractable blackout fabric to aluminum structures with motorized louvers which allow homeowners to adjust the amount of shade during the day. What's more, motorized screens on these structures provide even more shade and protection from insects throughout the course of the evening.

Pergolas have also quickly climbed the ladder of popularity with homeowners because they can be ideal for an outdoor space that is used frequently. Whether over a porch, yard or garden, pergolas make 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," says Bill Wilson of Amazing Decks. "A pergola or a retractable awning



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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.

One other option that is offered to homeowners to add a nice finishing touch are porcelain pavers imported from Italy. "The pavers won't fade over time and they are resistant to temperature change, mildew and moss, among several other benefits," says Nick Erman, co-owner of Evergreen Pros.

Erman adds that another popular choice for homeowners these days are swim spas. Evergreen offers options from industry leader PDC Spas. Designed to help with hydrotherapy needs, the collection features both a 15-foot model as well as a dual zone, 19-foot version. And with seating for up to 10, you'll find therapy bench seats, sculpted bucket seats and a "captain's chair, assuring your next soak will provide unmatched comfort," he says.

Lastly, to truly capture the essence of a resort, you'll want to include areas designed for entertainment. This could be a firepit or fireplace for cozy evenings, an outdoor cinema setup for movie nights, or even a game area with options like bocce ball, table tennis or a putting green.

"It's important to keep aesthetics in mind when making your decisions, even little details like speakers that look like natural rocks to blend into the landscaping go a long way," says Frederick.

Creating a backyard resort is an investment in both your property and your quality of life. With careful planning and thoughtful design, you can turn your outdoor space into a personal paradise that offers relaxation, entertainment and beauty year-round. Whether you're dreaming of a tropical escape or a sophisticated retreat, the possibilities for your backyard resort are limited only by your imagination. H&H

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H&H profile

All Under One Roof



Amiano & Son takes the stress out of home remodeling and renovations with its full-service kitchen and bath showrooms and design centers, 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 stunning showrooms in Southampton as well as Ship Bottom on Long Beach Island. Both showrooms are open to the public and are full of samples and displays to serve as inspiration for a homeowner's next project. Clients can 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 or construction 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," Aminao 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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When it comes to finding the right contractor for the job, **Emmons Remodeling** offers clients both expertise and peace of mind.

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 Remodeling, a company that has been offering expert care for South Jersey and the Jersey Shore area since 1996. They are a wellknown 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."

Emmons Remodeling has been providing interior remodeling service throughout New Jersey and Pennsylvania for more than 30 years. The company has built its solid reputation on craftsmanship and exceptional customer service.

As the family-owned company grows, it has expanded the team that is available to help design and build your projects. Several talented remodeling industry professionals have recently joined Emmons to serve its over 6,000 existing customers and help expand the growing number of satisfied customers throughout South Jersey.

And the expertise is not limited kitchens and bathrooms. Emmons provides full-service remodeling and construction services for additions, interior renovations, porches, decks, windows, doors and basement finishing. The design team acts as your trusted advisor to help you make the right decisions on products, materials, colors and selections.



They make it easy using a proprietary curated design concept, which is an industry first. It's an easy, affordable way to quickly get a custom designed project without the heavy cost of a design-build process.

You can always trust Emmons to provide exceptional value and design with quality project outcomes. Now with Krista (lead designer/project planning manager), Rebecca (project design consultant), Frank (construction project manager) and Pete (director of operations) teaming up with seasoned vice president of construction Chris Kelly, key project manager Eric Gilham and 20 trade professionals, you can rest assured that your project is designed and built right. A five-year warranty and a lifetime service guarantee back up the claim of quality and craftsmanship, while providing you with peace of mind that you made the right decision.

The experts at Emmons are always ready to help you with kitchen, bathroom, additions and deck solutions. They make remodeling your home easy and affordable with exceptional financing programs and realistic pricing. Trust Emmons with your next project.

After all, the Emmons' mission statement is: "Our customer's experience builds our business and defines our reputation, which is one of trust, reliability, integrity and value for every customer we serve."

Choosing Wisely

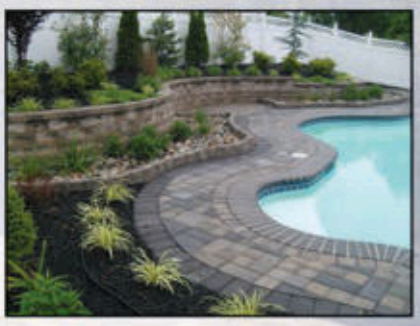
At the end of the day, your choice in roofing, siding and window contractors can be the difference between good, quality work—and a big headache. Stephanee says that the last thing Emmons wants to see is people in their local community get taken advantage of by unscrupulous roofing, siding and window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

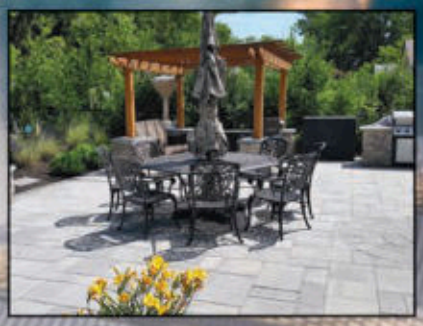
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More Than a Pool

Swim-Mor Pools & Spas elevates backyard atmospheres with quality custom designs

by **Kristen Dowd**

Swim-Mor Pools & Spas partner and general manager Mike McCool recognizes that there is a lot more that goes into a new pool than there used to be.

"The backyard has transformed over the last 10 years or so away from being just 'your yard' and into another room of your home with the same care and detail put into it," McCool says. "Because of this the design of your pool has become more than just a pool but the focus of the outdoor living room. There is a lot of coordination with creating what a customer's backyard haven is going to be."

Fortunately, the family-owned South Jersey business is more than up to the challenge of bringing a customer's backyard pool vision to life. In its 55 years of business, Swim-Mor Pools & Spas has helped to create thousands of backyard paradises throughout the region.

And what's more, they make the process as easy as possible for their customers.

"We're a start-to-finish gunite custom pool company—the design, the build and the service afterward," McCool says. "We have our own crews that handle the work which helps us control quality and makes the process go smoother."

There are six designers at Swim-Mor Pools & Spas who can help guide customers on a new pool design. The company's countless photos and 3D drawings can provide inspiration, and the final design is what best suits the backyard, according to McCool.

"Size, setbacks, elevations. We're here to help you work through that," he says.

Finding the right pool

"The first step is to give us a call. From there we'll set up an appointment to come out to your home," McCool says. "That way we can see all the aspects of the property. What the contours of the yard are. What the access is like. Even the best location based on where the sun rises and sets."

The timeline to get started is largely based on the homeowner and how decisive they are, McCool adds. Once everything is confirmed, things move to contract and Swim-Mor Pools & Spas starts working on permits.

"Time is of the essence. Permits can take from two weeks to several months, all depending on the municipality," McCool says.

Pool popularity

Prior to March 2020, business was strong for Swim-Mor Pools & Spa. That was only boosted when the COVID-19 pandemic hit the region.

"The pool business was never busier than it was in COVID," McCool says. "The lockdowns forced people to stay at home and they immediately focused on the backyard."

Although that business boom has settled down a bit, things are still busy. But pool trends, according to McCool, have held fairly steady.

Hampton-style pools have long been a customer favorite, but equally popular are the freeform designs, which can be customized to fit into any backyard environment.

"Through COVID there have not been many significant changes in the industry," McCool says, "other than the increased popularity of adding more bells and whistles to the pool."

Natural stone is popular for the coping along the pool's edge, McCool says, as well as darker finishes in the pool. A majority of Swim-Mor Pools & Spa customers are using a salt sanitation system and automated controls in their new pools, as well as choosing to add water features—waterfalls, fountains, deck jets and plenty more. The company also offers many in- pool fixtures for lounging—bar stools and benches that can tie into your outdoor kitchen or can run inside the pool, along with table areas, sundecks for your lounge chairs and custom fire features. Color LED lighting packages come with every pool, too.

The majority of customers also choose elements to lengthen their pool-enjoying season, such as heaters and spas. "It will extend your pool season by a few months," McCool says.

Why Swim-Mor Pools & Spas?

Being a local family-owned independent business makes Swim-Mor Pools & Spas a smart choice for customers, according to McCool.

"We're not national. We're not a franchise. And we do not try to sell everything. Our expertise has been building custom gunite pools for 55 years and that's what we focus on," he says.

Save for a few aspects that are legally required to be outsourced to independent licensed contractors, Swim-Mor Pools & Spas uses all of their own crews for the pool construction, which McCool says is unique for the pool business.

In addition to building new pools, Swim-Mor Pools & Spas also specializes in renovating gunite pools. The experienced team can handle everything from your standard renovation of replacing your coping, tile and plaster finish, to adding features such as raised water features, sun decks, and even spas that were not originally built with the pool. McCool says, "Even though your pool may not have originally been built with the more current popular features doesn't mean that Swim-Mor cannot add them now."

The 2023 pool season is already underway for the business, which thanks to the mild winter meant they were able to start construction early. Pool openings and service will ramp up from mid-April to Memorial Day.

But, for those looking to add a pool to their backyard this summer, it's not too late. "We're still building for this year. We're still selling for this summer," McCool says. "But don't waste time. Get in!" H&H

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Restoring from the Inside Out

New Castle Artisan transforms aging concrete into beautiful surfaces that will last.

by Liz Hunter

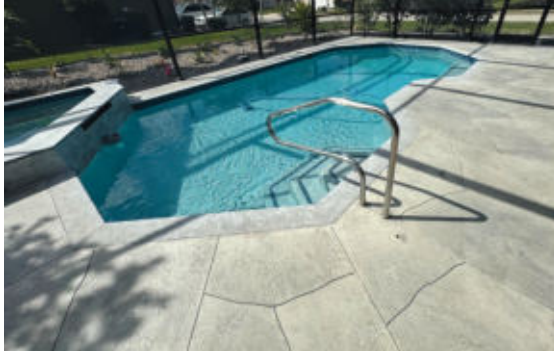
Most home improvement projects come with their share of hassles, from permitting to disrupting daily routines and creating additional unforeseen projects. For this reason, homeowners often put them off. However, New Castle Artisan has a better way.

Family-owned and-operated for more than 30 years, New Castle Artisan is helmed by Gwen Kunkel and her brother Paul Randall, who have a combined 50 years of experience in the industry. Its sole business is concrete resurfacing, a technique that can breathe new life into many concrete surfaces, whether it's your driveway, pool deck or patio. With summer on its way, now is the perfect time to have New Castle Artisan assess your needs with a free inspection and estimate.

Concrete projects can be invasive on a property, and pouring new concrete doesn't guarantee the same problems won't occur down the line. "Instead of the usual repairs made to cracks, tripping hazards and other issues, our resurfacing allows us to hide all of the repairs in a beautiful, custom upgrade," Kunkel says. "You avoid all the hassle and mess of the demolition and repouring. With resurfacing, we add designs and carve the cracks into the existing pattern after we repair them, so you've got results that are more valuable financially and aesthetically."

Projects typically take three days to complete and don't require township permits—another headache avoided. Kunkel also says one day of bad weather won't set the project back either. "Each day is independent of each other, so if it rains one day, we extend the project one day. We don't need three consecutive sunny days."

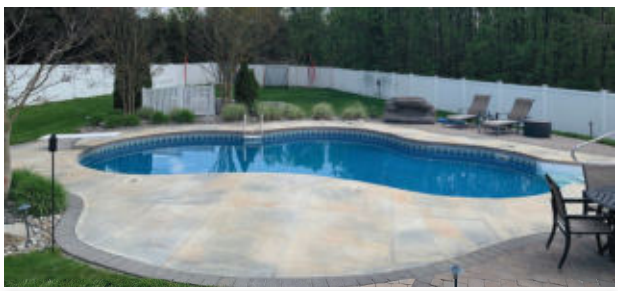
Polymer resurfacing has been used since the 1960s, and if applied properly, adds beauty and aesthetic value without the expensive cost of installing all new concrete. What's more, it will last a lifetime with some routine resealing maintenance. "We use polymer cements because they resist erosion. They 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," says Kunkel.



One of the most important aspects of the product used by New Castle Artisan is that it's naturally textured to be slip resistant, making it an ideal choice for pool decks.

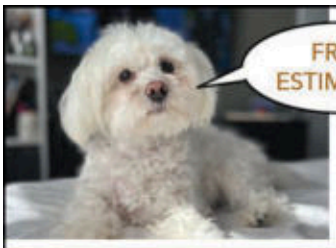
Resurfacing a pool deck also comes with significant cost savings. "Pool decks, as they age, can have movement, creating cracks and unlevel pads. The heavy equipment required to bring new concrete into a backyard is labor intensive, which makes the cost higher," she says. "On top of that, your landscaping and grass are damaged, your fence has to be taken down—our process is no mess. We use small pieces of hand equipment that can be carried in and out, causing no impact to your landscaping."

There is also a level of artistry with New Castle Artisan's resurfacing. "Our products are applied by hand for a look that can be customized to your liking. We can add colors and then finish it with rock hard sealants to make it look appealing," says Kunkel. "We utilize design to incorporate the repaired cracks into a pattern that can be managed. Should cracks reappear, they are blended within the design. If you try to repair other products, like pavers, you'll never be able to match the color after five years. ...We've perfected this method, not only providing quality installation, but an investment that can always be remedied or managed." **H&H**



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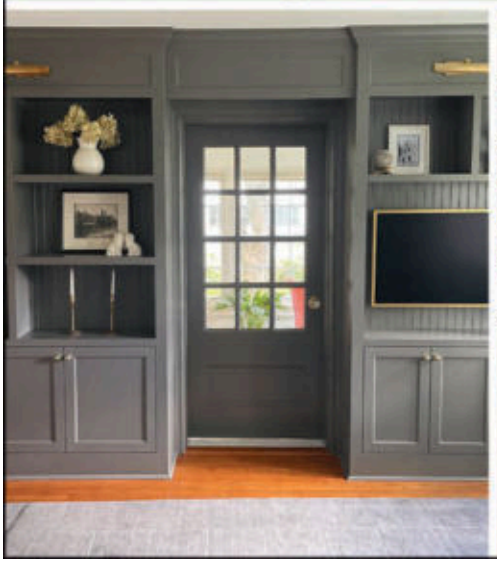
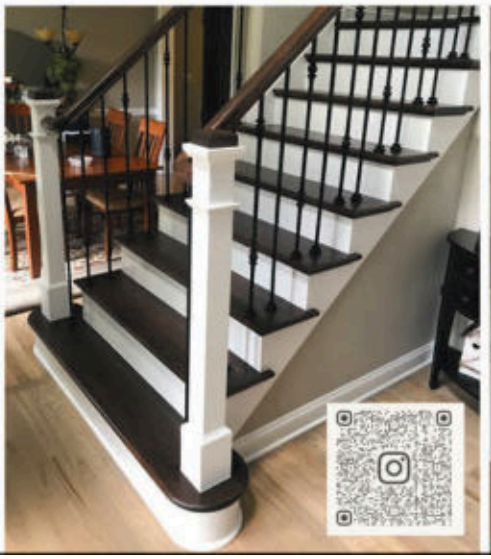
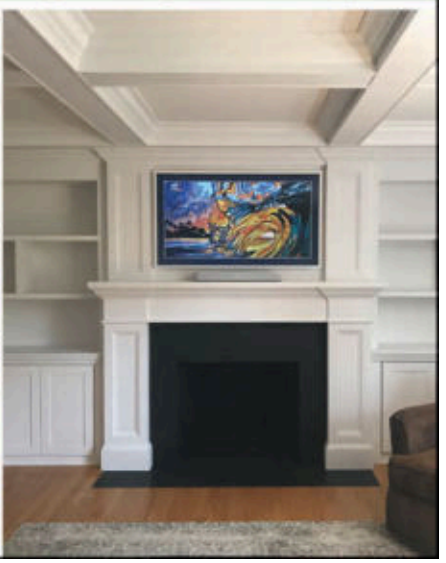
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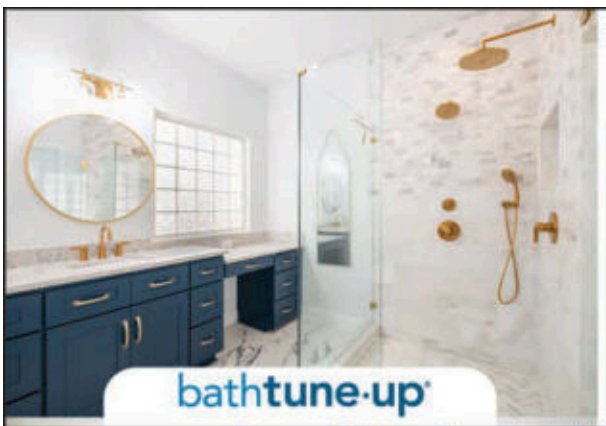
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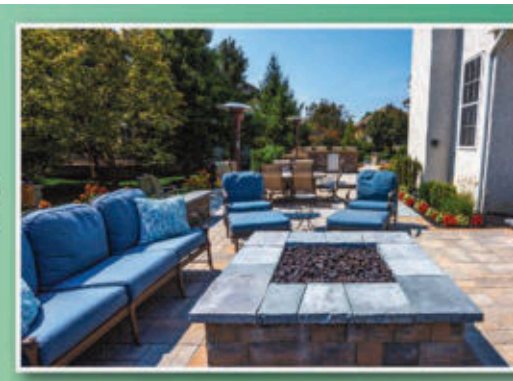
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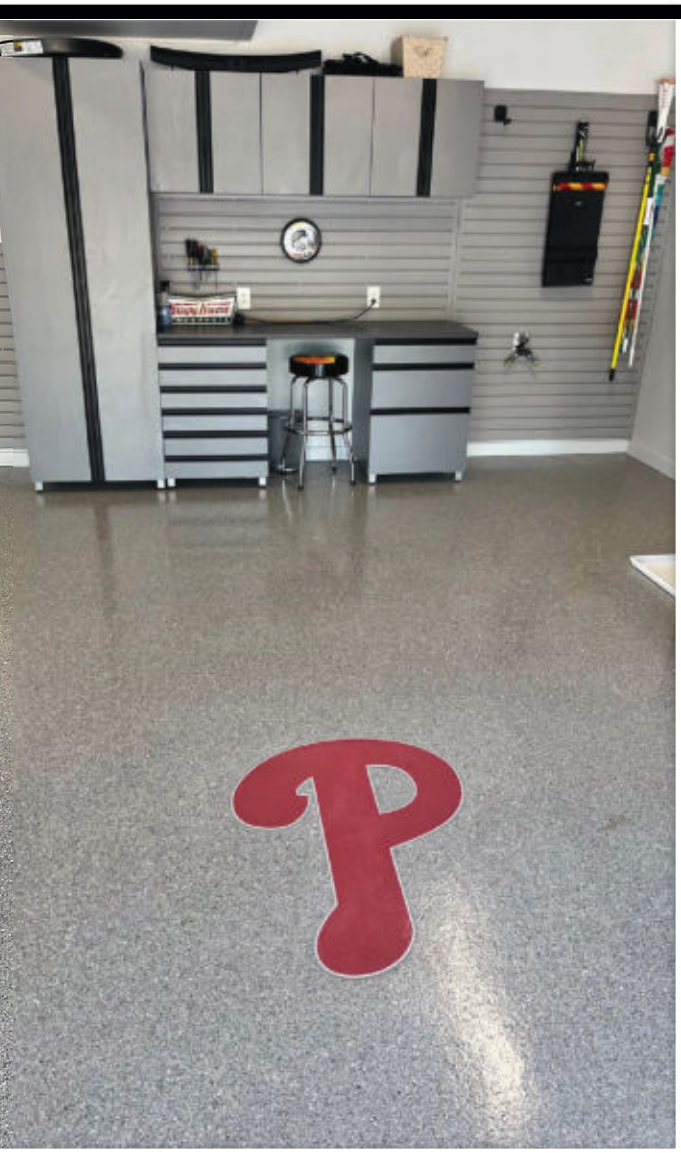
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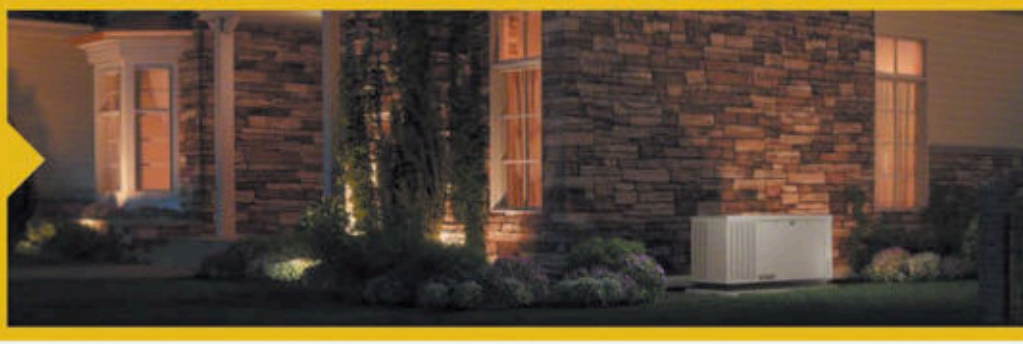
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