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Volume 20, Issue 4



East Coast Kitchen & Bath

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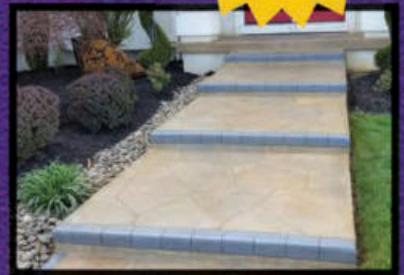
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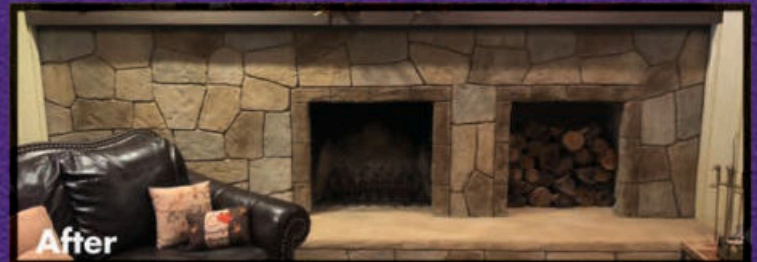
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The list of questions about a remodeling project is endless. Before investing time and a considerable amount of money, homeowners want to feel comfortable with their chosen remodeler, the design vision and the budget—among others. This month on page 22, professionals chime in with their advice on trends, technology and more.



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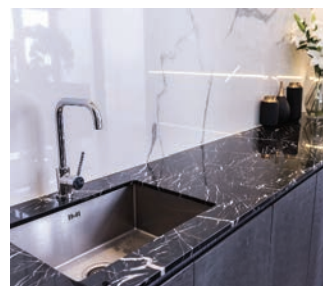
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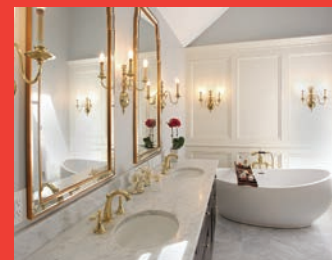
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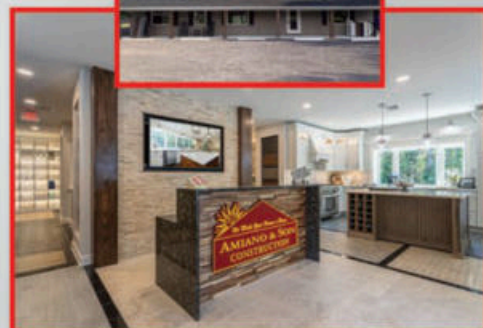
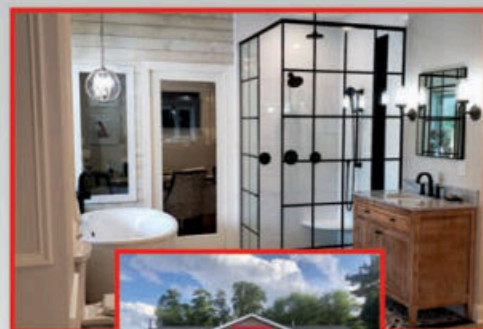
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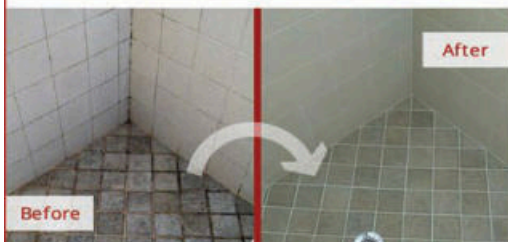
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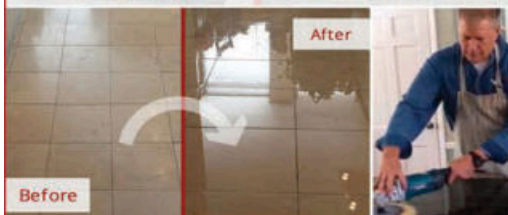
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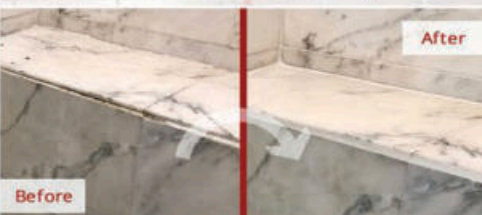
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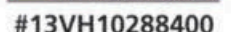
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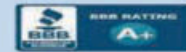
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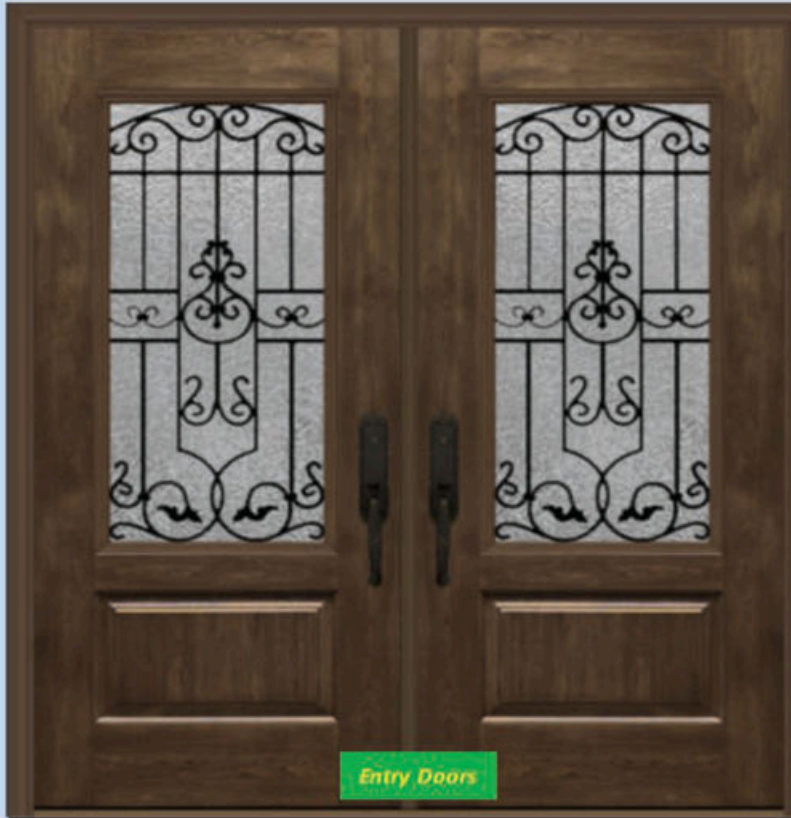


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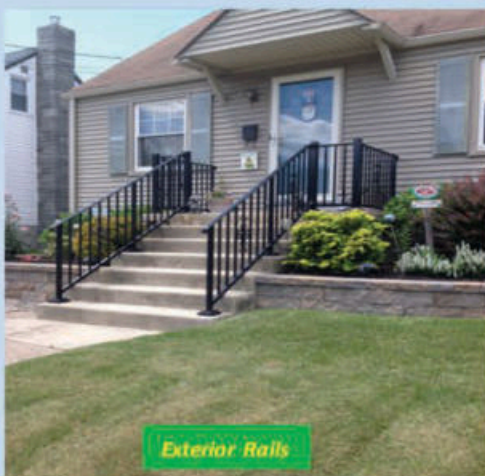
Replacement Windows



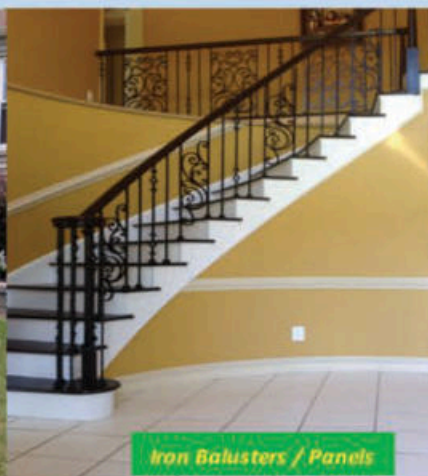
Garage Doors

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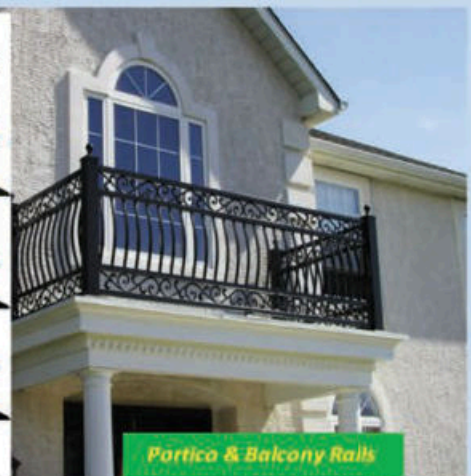
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In Good Hands

East Coast Kitchen & Bath provides personalized design guidance and exceptional products for your remodeling projects. *by Liz Hunter*

Your home is personal. Whether you just recently purchased it and are looking to start a family or if you've raised your children and are expecting grandchildren—your home is the foundation for your life. When approaching a project such as a kitchen remodel, homeowners are putting something special into the hands of the professionals, and here in South Jersey, they are in good hands with East Coast Kitchen & Bath.

A small, family-owned company, East Coast Kitchen & Bath has a team of five designers who have a combined 100 years of experience. Showroom manager Meredith Scott is joined by Tanya Hopson, Ken Osborn, Jonathan Smallwood and George Cramer, all of whom have at least 20 years' experience.

"Our target market is small, custom builders and remodelers and retail clients," says Scott. "We don't do huge tracked housing projects and that allows us to take better care of customers."

East Coast Kitchen & Bath services a majority of kitchen products with cabinets, countertops and hardware, as well as some vanity products for bathrooms. The company does not offer any plumbing fixtures. In business for seven years, the sign outside reads "wholesale," which should be even more reason for those in the general public to stop in. "We've had people come in asking if we're open to the public and we are. You can walk in any time and look around our

showroom, but of course we recommend making an appointment with a designer who can discuss your ideas, styles and colors with you," says Scott. "We're passing on the wholesale pricing to our customers and it's very aggressive. We offer kitchens from inexpensive builder grade to full custom and everything in between."

There are tons of styles on display in East Coast's brand-new showroom—traditional, contemporary, frameless, European and full custom—and of course many shown in the trending whites and grays. "Right now, kitchens have been simplified. They are cleaner looking, with recessed panel doors and light colors without glaze—very simple, no heavy moldings and open shelving is popular rather than heavy cabinets," conveys Scott. "Quartz is becoming more popular for countertops and people want lighter colors."

East Coast's staff states some of their cabinet brands have a turnaround of three to five days. Brands available include East Coast Kitchen & Bath Cabinetry, the company's own value-based line with a quick turnaround; CNC Cabinetry, Cubitac and Fabuwood, a local stock line allowing clients more customization at a value; Mid Continent and Homecrest, middle-of-the-road brands with plenty of colors and semi-customization choices, available through a domestic factory; Urban Effects, a frameless, European style brand;



Evolve by R.D. Henry and Candlelight, completely custom brands with custom finishes. All of these lines also have bathroom vanity styles available, adds Scott.

The designers truly enjoy getting to know their customers and seeing a project come together; Customers are always encouraged to look at magazines or online for visuals to present to a designer, and it's recommended that they come out to measure the kitchen for accuracy. "We all have a background in interior design as well as kitchen design," notes Scott. "The designers gather information to make it all come together—how do they cook, what kind of appliances do they need (basic or more chef-like), do they want space for the kids to do homework at the island in the kitchen, maybe they want a small office station in the kitchen—we spend time getting ideas and with any budget we can present a lot of different lines for any price point and put them right where they need to be."

These services are especially beneficial for smaller remodelers and builders who don't have the time to get bogged down with these details. "We welcome their customers and we'll be the ones spending time with them, holding their hand as they make these decisions and coordinating the details of tiles and flooring. Small builders don't have the staff for that," states Scott, who adds that East Coast Kitchen & Bath does not provide installation services.

East Coast Kitchen & Bath invites customers to visit its showroom Monday through Friday between 9 a.m.-5 p.m., and on Saturday from 9 a.m.-1 p.m. Alternate hours are available by appointment. **H&H**



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The More you know

Planning a kitchen and bath remodel

BY DANIEL SEAN KAYE

There's a lot to keep straight when you're beginning a renovation. From budget to preferences to where to begin, this is a whole new world for many homeowners. That's why asking some questions of professionals is such a help. Their knowledge and experience can save you countless hours and tons of money. Here are some of our experts responding to questions about these major projects.

Q: *I want to hire a professional for my renovation but don't know where to begin. What are important things to be aware of when looking to hire someone?*

"When you're looking to hire a professional to redo the space, I suggest people focus on what I call 'the Five Ps:'

- **People:** Make sure you like them, that you feel they listen to you and that you can work with them.
- **Process:** Ask them, 'What's your start to finish plan? Who'll be the contact? Who'll get permits?'
- **Portfolio:** See if they've done projects like yours. Not just that they've done many kitchens but what sort of quality is the work?
- **Past clients:** You should be able to talk to those people to get their feedback and insight. And to see the projects the professional did for them.
- **Price:** Make sure they fit your budget. Free estimates can dupe you, and you'll find yourself saying, 'That wasn't included!' Approach it as if it's you, the customer, working WITH the firm versus a budget. Look for the firm that can do the most with your budget. Tell them your budget and ask, 'What can you do for us?'

NICK KORNEA, *Owner*
LUXURY BATH & KITCHENS
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Image courtesy of Amiano and Son Design-Build

Q: *My kitchen renovation hasn't gotten beyond the wishes phase but I know budget is really important. How do I know if I have the right budget for what I want?*

"For any renovation, what a client should consider first and be comfortable with is their budget. Cabinetry is really affected by budget—you can go with stock, semi-custom or custom lines and all have different ranges of costs. Stock might limit you on things like door styles. Choosing a unique door style or finish—or maybe adding special storage for things like cutlery—might be upgrades, but upgrading can be good. The best thing to do is to do your research. Look at what's out there in the market. Look into styles, colors, components. If you show your professional a backsplash or aspects of another job you like, it will help them better understand. They can work off your inspiration."

JOSEPH CLYMER, *Design-Build Specialist*
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Q: *I am beginning a renovation and am not sure I am thinking right about where to begin. If I don't know what I want, how can the contractor?*

"When you work directly with customers, you need to find out what they want in their renovation. That's the main object. If clients seem vague, it's important to have some measurements, some idea of the budget and to know the things they might want, such as appliances. I suggest putting together a wish list, but to also tell the client that there are always trade-offs. If you want a 48-inch Wolf range, you might need to give up counter space in order to stay within budget. What's the most important thing to them? Is this their forever home? Have them look at magazines, Pinterest and online. They should ask themselves: Why do I like this? What do I not want? What draws my attention?"

MEREDITH SCOTT, *Lead Designer and Showroom Manager*
EAST COAST KITCHEN & BATH
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Image courtesy of East Coast Kitchen & Bath



Image courtesy of Kohler

Q: *What are some cool, new tech ideas I should know when it comes to my renovations?*

“The kitchen and bath industry has put a real emphasis on developing technology-forward products in the past couple of years to appeal to a new generation of home buyers and renters. New ways to interact with your kitchen faucet include touch activation, hands-free activation and even voice control. You can also activate shower presets by voice, or an app, or even ask your Alexa-enabled mirror what the weather forecast is while you’re getting ready. This trend ensures our kitchens and bathrooms won’t be left behind as our homes get smarter and smarter.”

JACK MONAHAN, *Manager*
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Q: *What are some sensible questions to ask myself when it comes to a kitchen renovation?*

“When taking on a major home renovation project like a kitchen or bathroom, there are a seemingly infinite number of factors that can go into the decisions. One area that doesn’t get talked about enough is the functionality of the kitchen. Unless you are immediately selling your home, this should be your main focus. Any designer worth their salt can design something that looks good.

“Most people aren’t just looking for a pretty kitchen. They want one that works in an efficient way given their situation and/or lifestyle. Beyond just the aesthetic look of the kitchen, does it give you that extra storage you wanted to avoid the clutter? Have we been able to increase your countertop space so that it makes cooking, and especially prepping to cook, easier and more efficient? Are the new doorways/openings in the best places to maximize the flow and movement in the kitchen? The questions only get more specific from there.

“The point is—make sure you go into this process with specific goals and identified areas you want to see improve. This is where the designer should be the most help. It is our job to think of the things you haven’t thought of and help implement the ones you find useful to you and your family.”

DARYL HOLCOMB, *General Manager*
HOLCOMB CABINETRY
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Image courtesy of Holcomb Cabinetry

Q: *I am excited by the potential of my kitchen renovation. Can you suggest one area to really think about, maybe one that most people don’t consider?*

“You can’t build a good kitchen without a good floor. You need a strong and attractive base to remodel on. It can be a good inspiration. A fifth wall, so to speak. Throughout the first floor, if you have all the same type of flooring (generally hardwood) it opens up the space. You can ease through the area. Having different floors in rooms really makes the spaces feel cut off from each other. Hardwood adds warmth. In kitchens it plays off wood cabinetry, as well as stone for countertops and backsplashes. And with the same flooring, you can change colors, furniture, etc., and still keep it all connected.”

CHRISSY SABOL, *Co-owner*
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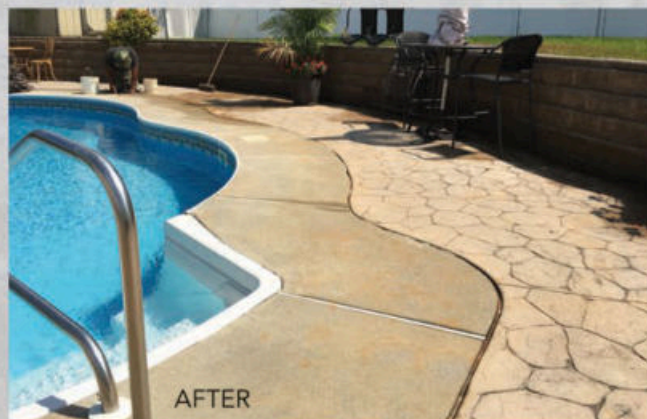
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Q: *I expect my bathroom renovation to give me everything I want. What is one thing that is outdated, that I know I do not want for the space?*



Image courtesy of Hometech Renovations

“For bathrooms, you want to be sure not to over or under design. This can start with your wish list and a professional can offer ideas on the perceived value of the items. For example, for a while master baths had large builder-grade tubs. But in all my years in the business I have put in maybe one or two of these as a new installation. People never use them. They take forever to fill. The water gets cold

quickly and there’s no easy way to clean them. So we look for real value of items and see that people want larger showers—a human car wash—with hand-held body sprays and digital controls that are like programming a water feature. You can add worthwhile amenities—storage seating, radiant heating, whatever truly adds to their enjoyment of the space.”

DAVE CERAMI, *Owner* | **HOMETECH RENOVATIONS**
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Q: *I don’t really have a vision for my kitchen renovation. I want to be open-minded to design ideas but still want the area to represent me and be functional. How do I know I’ll have the room for everything I want?*

“Space is a luxury in most kitchen designs, and convincing clients that they’ll have enough room for everything can be a challenge. Most clients are used to doing things a certain way and believe it’s the only way to get things done. By trusting a design professional and not dictating every detail of the kitchen, the creative process remains open and creative solutions that take into consideration a higher style tend to emerge (and not particularly at a higher budget). Our Sewell, N.J., client took a leap of faith by not surrounding her cooking area with upper cabinets. We were able to show her through measurements that she would gain storage with the design. She opted for an impressive tile focal point, putting the bulk of her storage into three pantry closets. Everyday plates and glasses sit right next to the sink, along with a garage area for the coffee maker and toaster. The result is a wide-open kitchen with high design, plenty of storage and exactly in the budget dictated.”

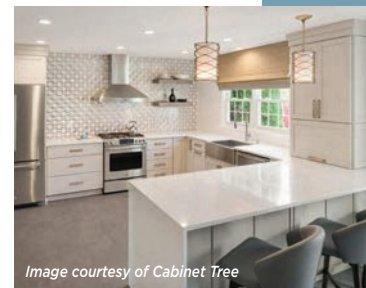


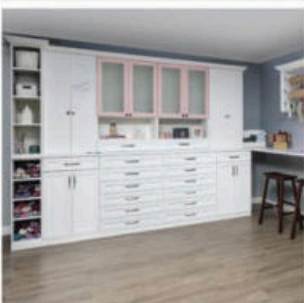
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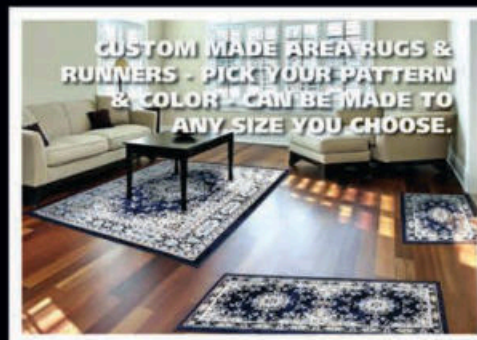
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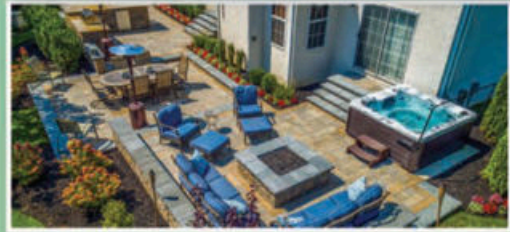
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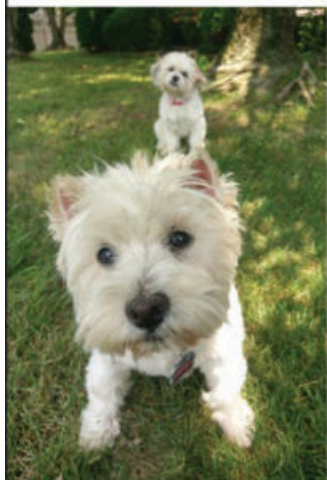
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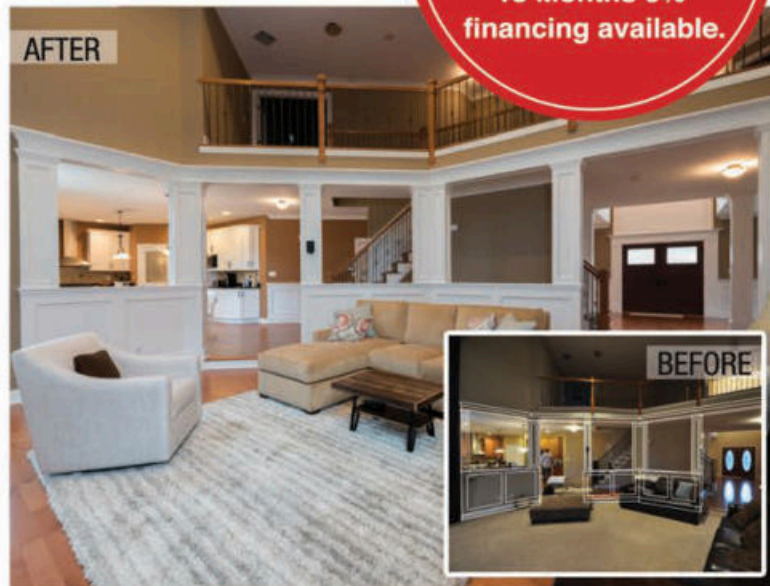
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