

# THE METROPOLITAN BUILDER

Greater Houston Edition  
themetropolitanbuilder.com



Anderson Family Builders  
Focuses on Relationships

Anderson Family Builders | Kingwood, Texas



# DOORS THAT SUIT YOUR DESIGN STYLE.

HOUSTON'S FINEST HOMES CHOOSE THOMAS GARAGE DOOR.



## Building or Remodeling? Choose a Custom Door.

Get the Strength of Steel & the beauty of wood handcrafted from the finest cedar, cypress or redwood. Smooth & rough finishes available. Custom doors made to fit your home with over 30 years of experience. It's an affordable way to update your curb appeal.



---

**Short Lead Times**  
**Great Pricing**  
**Professional Installation**  
(We don't buy 'em, we BUILD 'em!)

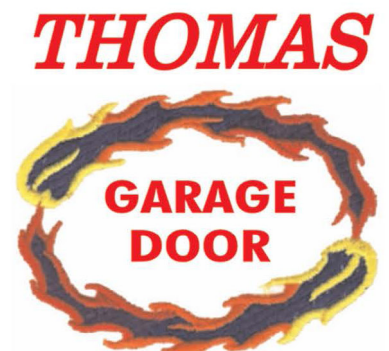
---

Handcrafted in Houston by the  
**Master Door Maker**  
**John Thomas**

713-725-8787  
FREE ESTIMATES



Visit our photo gallery & shop door styles at:  
[www.jthomasdoor.com](http://www.jthomasdoor.com) | [jthomasdoor@hotmail.com](mailto:jthomasdoor@hotmail.com)







**pti** POST-TENSIONING INSTITUTE

**CERTIFIED PLANTS**

**HOUSTON (281) 873-9500**  
**DALLAS/FORT WORTH (817) 529-9500**

**Serving Our Customers Since 2001**  
**www.builderspt.com**



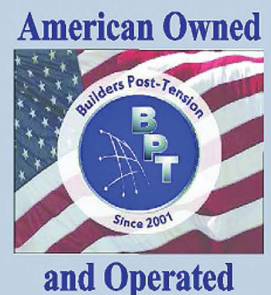
***“BPT is Customer Service”***

**BUILDERS POST-TENSION is an American owned and operated full service concrete reinforcement materials supply company founded in 2001. We have 2 offices in the Houston and Dallas/Fort Worth areas serving the great state of Texas and the entire USA. Our management team has well over 150+ years experience in the Post-Tension Industry and can service all our Customers various needs.**



BPT HOUSTON (281) 873-9500 or email [gmadrey@builderspt.com](mailto:gmadrey@builderspt.com)  
 BPT DFW (817) 529-9500 or email [jgraves@builderspt.com](mailto:jgraves@builderspt.com)

- **PTI Certified Plants**
- **Standard and Encapsulated PT Systems**
- **Slab on Ground and Elevated Projects**
- **Servicing Home Builders, Contractors and Turnkey Concrete Contractors**
- **Single Family and Multi Family Foundations**
- **Tennis Courts**
- **Bulk Rebar and PT Material Sales**
- **Post-Tension System Repairs**
- **Engineering Coordination**
- **Turnkey Concrete Contractors Referrals Available**
- **CPU's and Walk In Customers are Always Welcome!**





# THE METROPOLITAN BUILDER

An Industry Trade Publication | *January 2019*



*Feature Builder Story*

## 04 Anderson Family Builders Focuses on Relationships

**By Kathy Bowen Stolz**

## 06 Dialogue with a Designer Rainey Richardson Interiors

## 08 Closets Are Only The Beginning for Those Looking to Transform a Space.

**By Marilyn Cauthen**

## 10 Mic check: Four vital questions to ask your team

**By Burk Moreland**

## 16 Business Directory

For Local Information Contact:  
themetropolitanbuilder@yahoo.com  
832-317-4505  
www.themetropolitanbuilder.com

5161 San Felipe St. #320  
Houston, Texas 77056  
832-317-4505

Owner/Publisher  
Giselle Bernard

Editor  
Kathy Stolz

Magazine Layout & Design  
Pamela Larson

Website  
www.themetropolitanbuilder.com

Printed in the USA  
by Seaway Printing

The Metropolitan Builder is a local trade publication published monthly in an informative and positive manner. Copies are mailed, free of charge, to building professionals throughout the greater Houston area. The opinions and facts expressed in The Metropolitan Builder magazine are those of the authors or columnist and do not necessarily reflect the views of the publisher, nor do they constitute an endorsement of products or services herein. The Metropolitan Builder strives to ensure the accuracy of the magazine's contents. However, should inaccuracies or omissions occur, we do not assume responsibility. The Metropolitan Builder reserves the right to refuse any advertisement. This publication may not be reproduced, in whole or in part, without the expressed prior written permission of the publisher.

Proud member of the GHBA, the Texas Association of Builders and the NAHB.





## PUBLISHER'S NOTE

**Giselle Bernard**  
*Publisher*

Dear Readers:

I would like to take this opportunity to thank you for contributing to The Metropolitan Builder's continued success. I appreciate your business and your feedback. It's afforded me the opportunity to evolve in offering you unique methods to assist you in driving business to you. Thanks to you, this is not just a magazine, but I am also your "go-to" professional when it comes to sales, marketing and networking solutions. I pray your year be filled with blessings of love, joy, warmth, laughter, good health, happiness and success. Let me assist you in making 2019 a good one.

*Giselle Bernard, Owner/Publisher*

*Serving the Houston Area*  
**SINCE 2004**

Baytown Floors offers a spectacular selection of the world's most popular  
**WOODS • LAMINATES  
CARPETS • TILE  
DECORATIVE ELEMENTS**

We also offer showers with mud-set shower pans, tub surrounds, Jacuzzis, fireplaces, stone work, staircases, granite and backsplashes.

Baytown is insured and bonded, capable of handling any job from A to Z as a complete turnkey operation.

We would welcome the opportunity to bid on your next project and show you the high level of service and quality of work that have defined our company.

**Baytown Floors**  
TILE - GRANITE - WOOD - CARPET - LAMINATE

7910 North Highway 146  
Baytown, Texas 77523  
281.573.4400  
www.baytownfloors.com

# LEGENDS

## ARCHITECTURAL STONE

281-377-3434  
7309 Schneider St., Houston TX 77093  
www.legendstone.com  
pat@legendstone.com

*Pat Wilson, President • A Veteran-Owned Company*

*One of the largest selections of stone products in Texas*



- BUILDING STONE**
  - Chop / Ashlar • Fieldstone
  - LedgeStone • Stone Blends
  - Cladding/Dimensional Cut
    - Stone Countertops
- PAVERS / RETAINING WALLS**
  - Belgard Pavers • Pavestone • Paveloc Plus
- LANDSCAPE**
  - Flagstone • Gravels • Boulders
- RESIDENTIAL BRICK**
  - King Size Brick • Reclaimed Chicago Brick
  - Queen/Modular Brick
- OUTDOOR LIVING**
  - Fireplaces • Kitchens
  - BBQ Grills/Accessories
- MASONRY SUPPLIES**
  - Mortar • Lintels • Stucco • Accessories
- CAST STONE**
- MANUFACTURED STONE**







# Anderson Family Builders Focuses on Relationships

By Kathy Bowen Stolz

Befitting its name, Anderson Family Builders of Kingwood focuses on the people aspect of building. “We’re relationship driven. People over profit is what drives us,” co-owner Brian Anderson said.

“I’ve personally witnessed homebuilders step on people and injure people emotionally for the sake of profit. We believe we’re in this for a higher purpose. We love homebuilding, and we love that we get to use the company to serve people. We want to show clients and everyone who works for us that we’re different,” he continued. “We believe our customers are our biggest reward.”

His partner, Paul Wittenberg, agreed. “We focus on excellence. Quality over quantity is a driving force. A lot of builders settle for the minimum, both in their craft and as people. We have a desire to serve the Lord Jesus. We have a desire to build people and to encourage people. We are in the business of changing lives by loving people and doing what is right. We give people an opportunity to grow in their trade and as people.

“That includes subcontractors and even clients,” Brian added. He noted that many of their clients and contractors have trusted them with their personal trials and tribulations. “We represent something that makes them feel comfortable coming to us with stuff like that.”

During his years in construction, Anderson has seen customer involvement grow. “There used to be a time when people would buy a house and then come back when it was complete. I like building and remodeling houses under a partnership with the clients. It creates a better product and a satisfied client.”

Anderson gained his perspective after spending much of his life in and around the building industry, getting his start as a boy by cleaning up job sites for his dad, who was a builder in the 1980s. After that decade’s oil bust, his dad discontinued his business, but Brian worked for another builder during summers and after school during high school.

His knowledge of building came in handy when he spent



the first three years after college working as a property adjuster on the major catastrophe team for State Farm Insurance. The company required a six-month course in construction as part of his training because property adjusters had to know how houses were built so they could assess damages and repairs appropriately. His being away from Houston for six to nine months of every year was an issue with him and his fiancé (now-wife of 16 years) Tiffany, so he changed careers.

Anderson began working as a project manager for a custom builder in 2001 where, under the tutelage of an in-house architect, he learned that architectural details matter. “I love architecture; I love the history of architecture. I try to stay true to the historical nature of building,” Brian added. Paul agreed that Brian is a student of his craft with an eye for detail, recognizing that his “pickiness” makes a big difference in the quality of finishes.

While continuing to work with that builder, Brian began doing his own remodeling projects on nights and weekends as a second job after the economy nosedived in 2008. “Becoming a remodeler was born of necessity after my company cut salaries and bonuses, and my income was cut in half. I had a wife and three children to worry about.”

He managed one or two remodeling projects at a time, working evenings and weekends. His first one was a “gut job” on a 1950s ranch-style house in the Memorial section

*Continued on page 12*







# Dialogue with a Designer

Rainey Richardson Interiors

*International Flooring knows that dreams, reality and inspiration make a house a home. It also knows that an interior designer or interior design firm often becomes an integral part of this process. As a National Wood Flooring Association (NWFA)-certified company, International Flooring takes great pride in working with some of the finest professionals in the Houston market, providing the best quality wood flooring and carpets available and providing superb customer service. International Flooring offers its clients a private showroom full of exotic wood floors not found in retail showrooms. This month International Flooring speaks with Rainey Richardson with Rainey Richardson Interiors.*

*Since 2001, Rainey Richardson has been passionate about interior design. She operates out of her 4,500 square foot showroom in the Houston Design Center and focuses on full-service interior design and new-build custom home projects. Rainey enjoys working collaboratively with builders and prides herself on being a “real-life” designer, which simply means that she creates spaces for her clients that are both functional and beautiful.*

**International Flooring:** *How can an experienced interior designer help custom home builders or remodeling contractors with their building or remodeling projects?*

**Rainey Richardson:** Building a custom home is a lengthy,

complex process that requires multiple meetings between the client and builder. There are also literally hundreds of decisions that a client needs to make over the course of the project. An experienced designer will make a builder’s job easier by guiding the client through the entire process, managing client expectations, helping the client make decisions in a timely manner and keeping the level of excitement up throughout the project. A good interior designer also will help a custom home builder by creating a positive experience for the builder’s client throughout the construction process.

A knowledgeable interior designer also minimizes mistakes during construction. Improper space planning, variation levels in hard surface selections, busy tile, lighting or switch placement are just a few things that a good designer will help a builder to avoid.

Ultimately, an experienced interior designer will help a builder turn a custom home into a dream home for the client.

**International Flooring:** *What are some common mistakes made by builders and homeowners?*

**Rainey Richardson:** The most common mistake I see homeowners make is that they underestimate how much time, energy, effort and money the whole building process takes. In the age of reality TV, everything looks easy,



happens fast and costs about half as much as it does in real life. Homeowners need to understand that building a custom home is a marathon, so it's imperative that they put together the right team to make their dream home come true.

The most common mistake I see builders make is thinking they can be the builder AND the designer. Interior design is more than just picking flooring, countertops and paint colors. A good designer "sees" the finished spaces with the client's furnishings, accessories and personal items in each space and makes selection and space planning decisions with the finished rooms in mind.

***International Flooring: What sets you apart from other designers?***

***Rainey Richardson:*** My construction experience is one of the main things that sets me apart from most designers. I've worked with architects, design+build firms and custom home builders on many ground-up projects over the last 17 years. I have also personally managed several remodeling projects from simple kitchen and bath jobs to complete gut renovations. I understand the challenges of construction and how important it is to manage client expectations.

***International Flooring: What fascinates you and how have you incorporated that fascination into your designs?***

***Rainey Richardson:*** Color fascinates me. I always try to find one or two colors that my clients love and then incorporate those colors into the design of a room or the entire home. The challenge comes in using color the right way without overpowering a space. Color, especially bold colors, need to accent, not dominate a room. Color glows with life and is the secret sauce of great design!

***International Flooring: How would you characterize your personal style?***

***Rainey Richardson:*** My personal style is clean and timeless with a punch of "right now." I prefer larger art and accessories because they create a more minimal but interesting design. I am drawn to spaces that reflect the personality and lifestyle of those that live or work in them.

*Continued on page 14*



**Guests Are Family. Steaks Are Prime.  
Memories Are Made.**

**LEGENDARY EVENTS SINCE 1926.**

Prime Aged Steaks | Jumbo Nova Scotia Lobster | Classic Italian Specialties

**THE PALM HOUSTON** 6100 Westheimer | 713.977.2544 | [thepalm.com/houston](http://thepalm.com/houston)

**Private Dining Rooms Available**







## Closets Are Only The Beginning for Those Looking to Transform a Space

By Marilyn Cauthen

Closet Factory. Sound familiar? Their 53 locations can be found everywhere in the Universe—well, almost. The Houston franchise, owned by Donald Yokovich, is definitely a very familiar company name to home owners, and more recently to new home builders in the Greater Houston area from Conroe to Galveston and West to Fulshear, TX.

The Houston Closet Factory was established in 1994. Donald acquired the franchise in 2008. “My career history is that I was a business consultant for a large accounting firm for 10 years and I then went out on my own as an independent business consultant for another 10 years. This required me to do extensive traveling.” Eventually, he decided he wanted a change in his life style—one with less travel time and more time at home. Donald began doing research into companies that were solid, established businesses in growing markets. “I discovered a franchise for a Closet Factory in Houston in 2008 and have now owned my business for 11 years. I came into the field with a family background in construction and design and because of that familiarity with the industry, I knew it would be a good fit for me.”

At one point, Donald and his team relocated to a larger,

more centrally located facility, allowing them to create a 2,000 square-foot showroom, within a 12,500 square-foot factory, located 8 miles north of Downtown Houston. “This expansion gifted us with a bigger foot print. We added feature items to the showroom which helps individual customers understand not only what they are buying, but what is possible.” They are backed by a company with 35 years of experience in the custom, residential market place for closet space, entertainment centers, garages and wine rooms. He added, “We do not engage in construction or remodeling spaces. The spaces are prepped for us so that we go in and immediately convert the room. So far, we have completed more than 10,000 projects.”

One important component that seems to set this company apart from others in the industry is their designers. Each one goes through extensive design training, where they learn to cater to the individual client, working together to create the esthetics of a space, adding details like crown & base molding hardware or accessories that fulfill the client’s entire objective and desire for their space or room. “We don’t just take measurements or pre-fab anything; we work with each client so that they are an integral part of the design phase, avoiding unexpected surprises. Clients have told us they appreciate the effort we make in understanding





their wants and needs, getting their input and solving any problems they have with certain spaces.”

There are two projects that Donald described as memorable. The first that came to mind was a woman who needed a more tailored, designated space. “She asked us to transform her dining room into an accessory room. We created an exceptionally beautiful and equally functional space with slanted shelves for her shoes, and shelving with glass doors for her purses.” The highlighted feature in the conversion is a marble island situated in the center of the room which houses hundreds of pairs of shoes. “Our experience has taught us that when a client is willing to invest in clothing and accessories, they acquire the need for a space that equals the value of their items. The end result in this home was a spectacular accessory room.”

The second memorable project was also a very specific request from a woman who had a strong desire to transform her closet into a mini boutique. “For her, it was about creating a space that when she walked into it, it would be an expression of herself and a place where she could feel really good. This was a fun project for the designer.” Donald felt the designer did an exceptional job in creating and delivering the client’s inspiration of a boutique and said it definitely felt and looked exactly like a boutique when it was done.

All Closet Factories offer a life-time warranty on material and workmanship for each project. “A good design

*Continued on page 11*



713 Lehman  
Houston, TX 77018  
713-695-2001  
www.arkconcrete.com

**THE ARK**  
**CAST STONE**



- A Texas Based Cast Stone Manufacturer
- Over 40 years of industry experience
- 30,000 sq ft warehouse
- Trained Craftsman
- Custom Cast Stone Products
- Natural Stone

Residential & Commercial  
Large & Small  
Exterior  
Interior - Fireplace &  
Vent Hoods



**SOLID**

**FOUNDATIONS**

**CONCRETE CONTRACTOR**

RESIDENTIAL ★ COMMERCIAL  
INDUSTRIAL

1300 S. Frazier #303 ★ Conroe, TX 77301

c (713) 417-6042

o (281) 798-4821

f (936) 539-6101

**solidfoundationsltd@gmail**





# Mic check: Four vital questions to ask your team

By Burk Moreland

Before I get on stage for any event, the audio visual crew at each venue hands me the microphone I will be using. Then one of them asks me to walk around the room – especially in the areas I will be talking from – and just “talk.” The crew calls this process a “mic (microphone) check.” I have to tell you, it feels really silly. Those of us preparing for a presentation end up saying things like “Testing....1....2....3” or “Can you hear me now?”

Because it feels so silly, and 99 percent of the time everything already works just fine, it is tempting just to skip these mic checks. I mean, how bad would it be if the mic didn't work, right?

Let me give you an example from my own experience, and you decide. One time in San Diego, Calif., I was scheduled to make a presentation to an audience of 300 people. Although we had done the required mic check, for some mysterious reason, my microphone suddenly quit working about 10 minutes into my 90-minute talk.

Talk about “Oh, crap” moments. . . . Luckily for me, my voice carries well enough without using a mic. I just kept talking for the 10 minutes it took to fix the mic, but I can assure you that my blood pressure climbed a few points during that technological mishap.

The only thing that might be worse in that kind of situation is a mic that works sporadically. Then, the presenter either sounds like he's whispering (every time the mic cuts out) or yelling (every time it starts working again). Trust me, if you ever want to see a presenter sweat, watch closely when his/her mic cuts in and out during a very important moment in the presentation.

I can assure you that after an experience like that, mic checks don't seem nearly as silly. After all, the whole point of a presentation is to communicate, right? If your audience only hears part of what you say, the communication will be incomplete and, therefore, far less effective.

Just like the A-V crew at a public speaking venue, you should check the lines of communication in your company frequently. These company “mic checks” should be used to evaluate the clarity of communication within your company. Do your team members clearly see and understand the vision you need them to see in order to fulfill their piece of

that vision?

Specifically, you should go to key team members and ask the following:

Are we communicating enough with you? Would you like more or less communication?

What would you like more information about?

How would you like to receive the information? (Memos, emails, blogs, video messages, social media, in person, in meetings, etc.)

What do you see as opportunities for us to improve our communication channels or messages?

Once you have collected all of this new information, sit down with your leadership team and decide how best to use what you have learned. As always, when you collect data, report back to everyone who was involved in the “survey.” Tell them all about the information you got and what you are going to do with it. When your team members see that you value their input and are taking action based on that input, they are likely to give better and more honest information moving forward.

Remember, a faulty communication system, whether it is a microphone or a manager, can cause a negative ripple effect in any system. So, before you start working on changes for the New Year, make sure the lines of communication in your company, like the microphone at a presentation venue, are in top working condition.

Ask yourself these questions. Are the lines of communication open? Are you getting the feedback you need? Are your employees willing to tell you what you need to know (even if it isn't pretty all the time)?

One final word of warning. If things are quiet, don't assume that all is well. Instead of signaling peace and harmony, the silence around you may well be the proverbial calm before the storm. Don't wait for the first drops of rain – start improving your company's communication today.

If you are ready to take your company to new heights, let us help you get there. Connect with us today at (832) 356-4585, burk@burkmoreland.com, or [www.burkmoreland.com](http://www.burkmoreland.com).





*Continued from page 9*

provides both function and fit. We warrant our work for a life time because we want it to last that long and we have total confidence and a proven track record that it does.” Many new clients are referred by current and past clients, along with numerous repeat clients. “It’s an interesting situation when a client has our closet system and they end up having to move to another home. They contact us because they can’t live without their transformed space. They are used to the function and easiness and find it difficult to go to something that is less than what they have.”

It is also becoming more and more common for builders

*Continued on page 15*

# ACADIAN

ROOFING ✦ ARCHITECTURAL METAL ✦ SKYLIGHTS ✦ EXTERIORS

Professionally installed,  
high quality roof systems  
that protect your investment.

- Composition
- Standing Seam Metal
- Tile
- Slate
- TPO
- Modified Bitumen



**Additional installation services:**

- Skylights • Balcony Waterproofing • Gutters • Chimney Caps



**713-463-7663**

Young@acadian-companies.com | www.acadian-companies.com



## Commercial & Residential A/C & Heating

Providing Precise & Dependable HVAC Expertise  
Certified Experts in Design, Engineering & Installation  
Quality Installs & Hassle-Free Dependability & Support



**A preferred HVAC contractor for a variety of:**

- Custom home builders
- Production home builders
- Residential general contractors
- Light commercial contractors
- Apartment complex developers

281-651-2476 Office  
brucemechanical@yahoo.com  
www.brucemechanicalhvac.com





*Continued from page 5*

of Houston at the request of a close friend. That job lead to another and another, all through word-of-mouth referrals.

Brian stayed with his employer until 2016 when he incorporated his own business as 3H Construction Services, LLC, picking a name that was based on the names of his three children – Hogan, Hayden and Harper. 3H Construction Services is the parent company of Anderson Family Builders.

Wittenberg joined Anderson in the business a year later after managing a home health agency and a senior living facility for his wife’s family-owned businesses. Wittenberg’s first exposure to building also came from his father who was an electrical contractor in Canada.

Both said they have always loved home building. And they agreed their skill sets are a good balance in the business. Anderson handles the estimating, bidding, sales and job oversights. Wittenberg handles the day-to-day operations and administrative oversight because of his organizational skills.

The company has four employees – Crystal Ireland in administration support and daily operations; Michael Smith, who brings a lifetime of industry experience, as project manager; Rex Powell as warranty manager; and Wesley Owen, Jr., as job oversight and manager of customer relations. The company relies on the design expertise of Dana Sarles of Décor by Dana. Dana’s assets include over 20 years of award-winning design.

The team handles about 30 projects a year, with 80 percent of those being remodeling projects. The other 20 percent



are new home construction projects, with a future focus on increasing their custom home building projects

“Out of necessity, the [Hurricane Harvey] flood changed our short-term focus,” Brian said. In the year since then, Anderson Family Builders’ focus has been on helping almost 30 families recover from the flood rather than on new construction projects.” Anderson admitted that the company lost some clients who didn’t want to wait until the flood-generated remodeling projects were complete. But neither Brian nor Paul have any regrets. With more than 7,000 houses in Kingwood under water, they felt compelled to help family and friends recover.

“We were strategic in putting together teams to try to stabilize our labor” after the flood, Paul noted. “A lot of projects were moving at the same time, but we did a pretty good job of managing resources.” Brian noted that the company’s subcontractors “lined up behind us because of our reputation.” Some of their subcontractors work only for





Anderson, in fact.

Now that the flood-damaged homes are repaired, Anderson Family Builders is focusing on 2019, writing bids for both remodeling and new construction projects. It also plans to build two speculative homes in Kingwood during the year.

Although the company is located in Kingwood, “we go where the work is,” Brian stated. “Because we do high quality work, we go to jobs where we are valued.”

And where they can establish new relationships, no doubt.

To contact

Anderson Family Builders / 3H Construction Services,  
 email [info@andersonfamilybuilders.com](mailto:info@andersonfamilybuilders.com)  
 or visit [www.andersonfamilybuilders.com](http://www.andersonfamilybuilders.com)  
 or call 281-830-0004.

The company is located at  
 3411 Cedar Knolls, Suite F, Kingwood, TX 77339.



**C.K.I.**  
**WHOLESALE LOCK SUPPLY INC.**

**Hellen Collins**  
 hcollins2@ckilock.com

10020 Sussex  
 Houston, TX 77041

**Cell:** (281) 989-8576  
**Office:** (713) 462-0704  
**Fax:** (713) 462-7130  
**Toll Free:** 1-866-445-5230



**WWW.CKILOCK.COM**




**281-351-4237 Office**  
**Kyle@capitalinsulation**  
**www.capitalinsulation.net**



- Fiberglass Insulation
- Spray Foam Insulation
- Blown in Blanket System
- Radiant Barrier

**Family Owned and Operated with Over 35 years  
 of Knowledge & Experience in the Industry**



**Goodman**  
Air Conditioning & Heating



DESIGNED  
ENGINEERED  
ASSEMBLED  
IN THE  
U.S.A.

At Goodman, we believe in American dependability. Units are designed, engineered and assembled in the U.S.A.



Thank goodness for Goodman®.

[www.goodmanmfg.com](http://www.goodmanmfg.com)

Our continuing commitment to quality products may mean a change in specifications without notice.  
© 2018 Goodman Manufacturing Company, L.P. · Houston, Texas · USA



Continued from page 7

**International Flooring:** What would be your recommendation for “what to do first” in a decorating project when working with the builders and/or homeowners?

**Rainey Richardson:** Clients need to carefully think about how they live, where they spend their time and what they value most. This information will help the designer create a design “blueprint” and give the custom home builder direction on how to plan and budget for the project.

**International Flooring:** What motivated you to go into the interior design field?

**Rainey Richardson:** From a young age, I have had a keen understanding of textures, colors and forms. I fell in love with fabrics and started designing custom draperies for clients. I then began making flooring, tile and countertop selections for remodel projects, and my business just grew from there. My motivation to go full-time into interior design came from the encouragement of my clients and the support of my husband, Tom.

**International Flooring:** Any last thoughts, comments?

**Rainey Richardson:** Building a custom home should be a good experience. Unfortunately, for many people it is a stressful process that leaves them questioning why they made the decision to build in the first place. It doesn’t have to be that way. Clients can have a great experience if they choose the right builder and work with the right interior designer. They can truly have their dream home.



12902 Mula Lane  
Stafford, TX 77477  
P. 281.495.2800  
F. 713.583.0676  
[wwatson@rwatson.com](mailto:wwatson@rwatson.com)



**COUNTERTOPS**

Laminate | Solid Surface | Granite | Quartz



**W.R. Watson's** State-of-the-Art Granite & Quartz Fabrication Plant Utilizes Computerized Saws, Edge Profilers, Cranes and Vacuum Lifts



Rainey Richardson Interiors  
7026 Old Katy Rd, Suite 153  
Houston, TX 77024  
(832) 429-2959  
[www.raineyrichardson.com](http://www.raineyrichardson.com)





*Continued from page 11*

to approach Donald with custom home clients who have asked for more elaborate closet space than what the original design provides. “Sometimes a builder has innate limitations in trim carpentry, etc. We can step in and provide that.” His desire is to expand into more collaboration with custom builders and their clients. “I believe there is a really strong potential fit and a lot of opportunity for the custom home buyer and our company, where they can participate with us in helping them when it comes to home storage organization.” He thinks of his company as one that transforms rooms into something very simple or something spectacular—they do both. The company is somewhat unique in that they are one of the few who can offer paint and stain finishes and wide variety of design options. “This is really important to clients and leads to their trust and confidence in us and we have the track record to prove it.”

Closet Factory is well on its way to being recognized as the premiere professional closet space company. Donald’s team is comprised of fully capable experts who deliver exactly what each client has envisioned for their space; albeit a closet, a home office, media centers, garages, wine rooms or laundry rooms in a consistent, respectful and professional manner. They do not use contracted

*Continued on page 16*

**Reputable & Professional**  
**Offering an Extensive Resume in Building Superior Quality**  
**Custom Pools, Outdoor Kitchens,**  
**Fire & Water Features, Fountains, Patios, Lighting and More....**

**DYNAMIC**  
**POOLS & PATIOS**  
 713-222-0215  
[www.dynamicpoolstx.com](http://www.dynamicpoolstx.com)  
[tcollins@dynamicpoolstx.com](mailto:tcollins@dynamicpoolstx.com)  
 3909 Bailey Road, Marvel, Texas 77578

**Decorative Concrete**  
**H.D. Epoxy Systems**  
**Pattern Stamping**  
**Custom Textures**  
**Acid Staining**  
**Faux Finishes**  
**Marble Systems**

[www.conceptsinconcrete.us.com](http://www.conceptsinconcrete.us.com)

**Concepts In Concrete**  
 11215 Jones Rd. West  
 Suite C  
 Houston, TX. 77065  
**281-955-5816**  
[www.conceptsinconcrete.us.com](http://www.conceptsinconcrete.us.com)

**Commercial and Residential**





Continued from page 15

employees, but work as one team under the company umbrella in regard to things like liability insurance, scheduling and meeting strict deadlines, so that they are able to control all of a project's variables, providing optimal service from start to finish. Donald concluded with, "It is important for people to know that I and my team are always professional. We respect our clients' spaces and a well-respected reputation is important to me as an individual. I think about the values my parents instilled in me, which were to be fair and honest and consistently stepping up to, and fulfilling all of your commitments."

## BUSINESS DIRECTORY

Network in Action & The Metropolitan Builder bring together a coalition of like-minded individuals who understand the power of building business. All professionals are known personally and professionally and valued for their integrity and outstanding work ethic. They will help you realize your own professional success as you grow your business.

<p><b>A/C &amp; Heating</b>  <b>Goodman Manufacturing</b>            Edward Neumann, General Accounts Manager            832-799-2956 ▪ edward.neumann@goodmanmfg.com</p>	<p><b>Custom Lumber</b>  <b>Scholl Forest Industries</b>            Ward Scholl, Managing Partner            713-682-2400 ▪ wscholl@schollforest.com</p>	<p><b>Interior Design</b>  <b>Mary Lynn Mabray, ASID</b>            713.203.4047 ▪ marylynnmabray@me.com  <a href="http://about.me/marylynnmabray">http://about.me/marylynnmabray</a>  <a href="http://www.facebook.com/MaryLynnMabrayASID">www.facebook.com/MaryLynnMabrayASID</a></p>
<p><b>Accounting</b>  <b>Efficient Bookkeeping Services</b>            Laura Daugherty            832-289-2401 ▪ LDaugherty@efficientbookkeepingservices.com</p>	<p><b>Decorative Concrete</b>  <b>CIC Concepts in Concrete</b>            Steve Zamprelli            281-382-7513 ▪ stevezamp@comcast.net</p>	<p><b>Kitchen Bath Lighting &amp; Hardware</b>  <b>Expressions Home Gallery</b>            Chris Sligh, Builder Sales Manager            713-861-2343 ▪ scsligh@morsco.com</p>
<p><b>Architect</b>  <b>Stephen Cameron</b>            713-502-6644 ▪ architects@pdg.net</p>	<p><b>Digital Marketing, Web &amp; App Development</b>  <b>Click &amp; Create</b>            James Walters, Principal            281-206-2631 ▪ james@clickandcreate.us</p>	<p><b>Mortgage Lending</b>  <b>Guaranteed Rate</b>            Roy Varner            713-703-7050 ▪ roy.varner@rate.com</p>
<p><b>Cabinets &amp; Home Organization</b>  <b>Closet Factory</b>            Donald J. Yokovich            281-355-7676 ▪ don.yokovich@closetfactory.com</p>	<p><b>Employee Benefits</b>  <b>V. P. Higginbotham</b>            Richard Nevins            713-735-8206 ▪ rnevins@higginbotham.net</p>	<p><b>Moving and Storage Company</b>  <b>Hercules Movers &amp; Packers</b>            Andre Vysotskiy            832-455-4008 ▪ andre@herculesmp.com  <a href="http://www.herculesmp.com">www.herculesmp.com</a></p>
<p><b>Cast Stone</b>  <b>The Ark Cast Stone</b>            Harry Durham, General Manager            713-695-2001 ▪ harry@arkconcrete.com  <a href="http://www.arkconcrete.com">www.arkconcrete.com</a></p>	<p><b>Flooring, Countertops &amp; Supplies</b>  <b>Baytown Floors</b>            Helmi Abboushi, Owner            832-768-7575 ▪ info@baytownfloors.com</p>	<p><b>Painting Services</b>  <b>360 Painting of Cypress</b>            Cindy McClanahan            O: 281.377.5022 ▪ C: 832.795.9968  <a href="http://cmclanahan@360painting.com">cmclanahan@360painting.com</a> ▪ <a href="http://www.360painting.com/Cypress">www.360painting.com/Cypress</a></p>
<p><b>Catering &amp; Private Dining</b>  <b>The Palm Restaurant</b>            Lauren Liermann, Sales Manager            713-977-8180 ▪ lliermann@thepalm.com</p>	<p><b>Foundations &amp; Concrete Work</b>  <b>Builders Post Tension</b>            Greg Tomlinson, President            281-932-3744 ▪ gtomlinson@builderspt.com</p>	<p><b>Realtor</b>  <b>Fine Touch Living, A Luxury Division of KW Memorial</b>            Andre Vysotskiy            832-455-4008 ▪ andre@FineTouchLiving.com  <a href="http://www.FineTouchLiving.com">www.FineTouchLiving.com</a></p>
<p><b>Contract Sales Management</b>  <b>The Outsource Solutions Group, LLC</b>            Dave Mann            281-543-6367 ▪ dave.mann@salesqb.com</p>	<p><b>Garage Doors</b>  <b>Thomas Garage Doors</b>            John Thomas, Owner            713-725-8737 ▪ jthomasdoor@hotmail.com</p>	<p><b>Remodeling</b>  <b>Divine Renovation</b>            William "Will" Cole            713-515-1514 ▪ awill@divinerenovation.com</p>
<p><b>Custom Countertops</b>  <b>W.R. Watson, Inc.</b>            Wade Watson, President            281-495-2800 ▪ wwatson@wrwatson.com</p>	<p><b>Garage Doors</b>  <b>Cornerstone Overhead Garage Doors</b>            Iris Espinoza, Owner            832-681-1867 ▪ cornerstonedoor@gmail.com</p>	<p><b>Roofing</b>  <b>Acadian Companies</b>            Young Nelson            832-622-1067 ▪ Young@acadiancompanies.com</p>
<p><b>Custom Flooring</b>  <b>Dynamic Pools</b>            Terry Collins            713-702-3413 ▪ tcollins@dynamicpools.com</p>	<p><b>Glass &amp; Mirror</b>  <b>AIG Productions</b>            Adrien Castaneda, Owner            281-995-3819 ▪ ac.aigproductions@gmail.com</p>	<p><b>Specialized Property Marketing Photography</b>  <b>Custom Wall Prints &amp; More, LLC</b>            Pete Wagner            832-279-8231 ▪ info@customwallprintsandmore.com</p>
<p><b>Custom Flooring</b>  <b>International Flooring</b>            Richard Arnold, Owner            832-282-3073 ▪ richard@ifhouston.com</p>	<p><b>Hardware</b>  <b>CKI</b>            Pat &amp; Helen Collins, Owners            281-989-8576 ▪ hcollins2@ckilock.com</p>	<p><b>Stone, Masonry, Landscape Supplier</b>  <b>Legends Architectural Stone</b>            Pat Wilson            713-899-3261 ▪ pat@legendsstone.com</p>
<p><b>Custom Home Builder</b>  <b>Sabo Custom Builders</b>            Ed Sabo, Principal            713-344-1241 ▪ ed@sabocustombuilders.com</p>	<p><b>Home Automation &amp; Security</b>  <b>Halcyon Technologies</b>            Jason Hane, Principal  <a href="mailto:jason@halcyontechnology.com">jason@halcyontechnology.com</a></p>	<p><b>Windows Doors &amp; Shutters</b>  <b>Cedar Mill Company</b>            Stephen Blalock, Principal            713-539-5162 ▪ steve@cedarmillco.com</p>





# SCHOLL LUMBER

CUSTOM BUILDERS' FIRST CHOICE FOR HIGH QUALITY LUMBER... FAST!

NEXT DAY DELIVERY ON FRAME PACKAGES, SAME DAY ON FILL-IN ORDERS

# NEED IT YESTERDAY?

## FAMILY OWNED & OPERATED FOR SIX GENERATIONS



WE CARRY:



...AND MORE!

## NOW AVAILABLE!



## Call (713) 329-5300

FRAMING LUMBER PLYWOOD & OSB TREATED LUMBER ANTHONY POWER BEAMS SIDING & TRIM CUSTOM FLOOR TRUSSES

SCHOLL LUMBER | 6202 N HOUSTON ROSSLYN ROAD | HOUSTON, TX 77091 | SCHOLLUMBER.COM



The Metropolitan Builder  
5161 San Felipe Street #320  
Houston, Texas 77056

*Handcrafted, Elegant, one-of-a-kind wooden surfaces made to perfection  
wide selection of wood species, edge treatments,  
construction styles, textures and distressing*



*When it comes to High Quality Custom Wood Flooring & Rugs  
There's only place to go - **International Flooring***



713-895-7562 office  
richard@ifhouston.com  
www.ifhouston.com

