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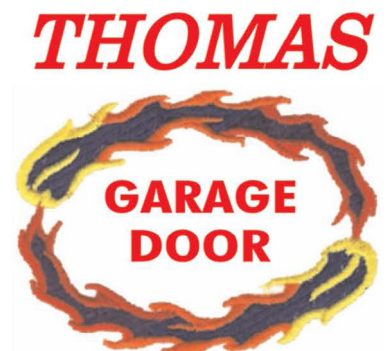
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By Kathy Bowen Stolz



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PUBLISHER'S NOTE

Giselle Bernard

Publisher/Owner

The impact of the coronavirus on the residential home building supply chain in the United States has already been felt, as I understand it. While the true impact won't be known for weeks or possibly even months, the impact will definitely be felt in both commercial and residential sectors.

I've found the following two links very informative: <https://www.cdc.gov/coronavirus> and <https://tools.cdc.gov/medialibrary/index.aspx#/microsite/id/403323>

Because we've never experienced a pandemic before, we seem to have little recourse but to keep our businesses going as best we can. As an industry, we seem to always pull together and assist each other during the hard times. Let's work to help each other stay afloat. We will prevail.

Builders, you will likely experience delays in products for some time. Perhaps you can look for alternative sources for products, alternative vendors with product in stock or perhaps products available within the United States. Check with your suppliers before placing your orders to clarify when to expect your deliveries.

In the meantime, health and government officials are working together to maintain the safety, security, and health of the American people. We are all encouraged to do our part to keep our employees, customers and ourselves healthy.

I am hoping that by the time you get this issue the impact of the coronavirus will have subsided. Stay safe!



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Bellaire Builders' Burnitt Builds Beyond Trends

By Kathy Bowen Stolz

While trends in homes may come and go, for Abner Burnitt, owner of Bellaire Builders, building a quality, well-designed home for his customers is essential.

“Our goal is to build a home in the most efficient way for the best price. We build a home utilizing all the space we can. We don’t include wasted chases, for example. We utilize efficiency of design,” he stated.

“We provide the services of true custom home building from start to finish while charging a reasonable fee for what we do. We use a cost-fee structure. It’s not the best way to make money, but it’s the best way to build houses and make people happy.”

And Burnitt seems to be good at making people happy.

“We become partners with our homeowners for over a year. Some of my best friends today are people who we’ve built houses for. It’s fun to build for fun people.”

Burnitt has been building in Bellaire and in the west side neighborhoods of Memorial, University and Brazewood for 15 years. The area attracts people who want to be close

to downtown Houston, such as physicians who work at the Medical Center, business owners, professionals and oil industry executives, he said.

Bellaire Builders provides site acquisition, architectural design and interior design as part of its services.

Helping his clients acquire an appropriate lot in this sought-after area of Houston can be a challenge, but for Abner it’s a challenge he readily accepts. A commercial realtor before he became a builder, he has maintained his real estate license and owns Bellaire Realty so he can act as the broker to simplify site acquisition for his clients.

“We start by looking at the market areas where the client wants to live. It can sometimes take as long as eight months to find and acquire the lot,” Burnitt said. “Sometimes the lead time is long; sometimes it’s short. Fifty percent of the time we start from scratch, finding the lot and the architect. Of course, if the homeowner has a lot and an architect, it’s much faster.

“In Bellaire lots range from 5,000 sq. ft. to 20,000 sq. ft.



After we have acquired the lot, we try to fit the house on the lot to get the best use out of it. We develop plans to what the lot lends itself to,” he continued. Bellaire Builders has built more than 60 houses in its 15 years. “Each is pretty unique; we’ve repeated a house plan only once.”

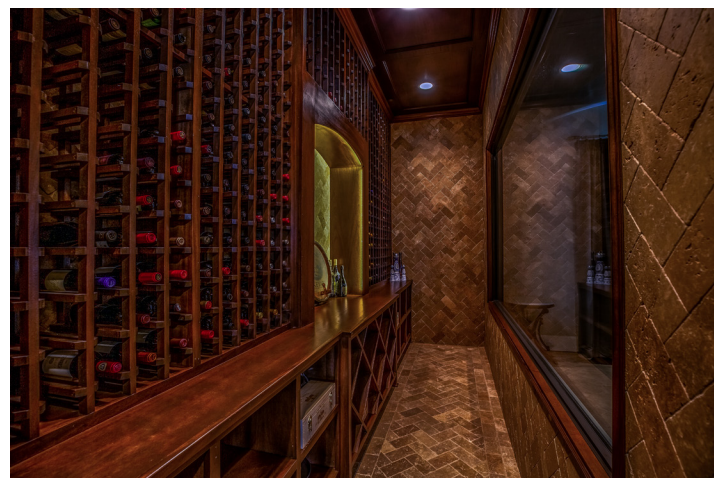
He sees his role as a builder to create partnerships, matching the personality of a client with the skills of an architect who can work within the homeowners’ budget and taste to get the best results, he said. “It’s a marriage of architect, homeowner and builder.

“In our role we try to maintain the budget because most people are very budget conscious, even if they’re building a \$2 million home. We make sure they’re getting the best product for the best price.”

If a client needs an interior designer, Burnitt recommends three or four that he’s worked with in the past to the client. Sometimes the client just needs help making selections or choosing paint colors. Other times the client needs a designer for all aspects of the project.

Bellaire Builders typically has two to six homes underway at one time in a price range of \$1.5 – \$2.5 million. The company’s current projects include two homes in Bellaire and one in Memorial with a fourth project in the beginning stages.

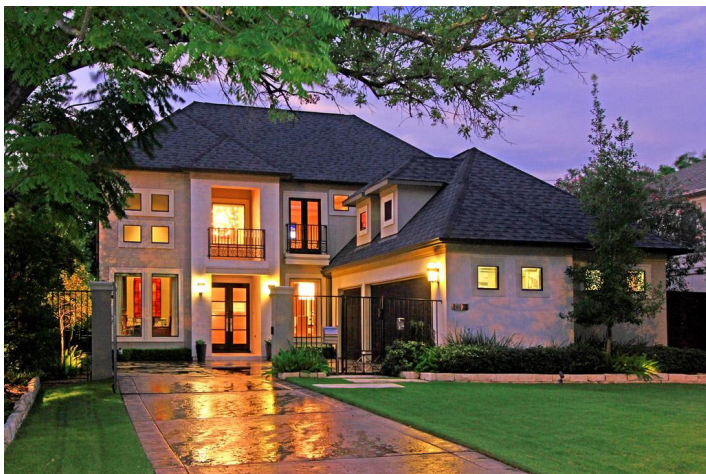
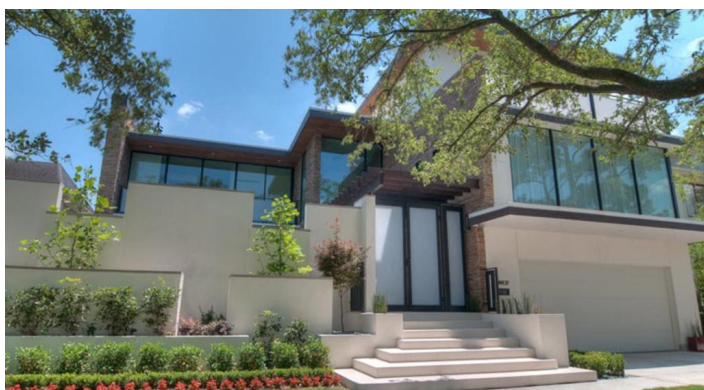
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Burnitt admits neither he nor the company has much of a social media presence. But he depends heavily on his company's reputation for word-of-mouth recommendations. As an example, he noted that just last week someone asked on social media for recommendations for a builder in Bellaire. A client of his from 10 years ago said to call Bellaire Builders. "My livelihood depends on those kind of word-of-mouth recommendations."

For Abner, building is a very creative process. "It is literally taking a blank piece of paper and creating something that will be there for a very long time." However, he knows that the houses he built will not stay the same forever. He cited as an example a home he built 12 years ago where the



homeowners are changing countertops to keep up with the latest trends.

Burnitt would like to grow Bellaire Builders for the next generation. The company is family-owned and -operated, and his step-son may be interested in joining the company at some point in the future.

Abner is an optimist. "There's always new construction, even in a down market. There is always a cycle of activity at the beginning of every year." He speaks from experience. Bellaire Builders survived the 2008 downturn by shedding its employees and turning to remodeling to survive, "but we never stopped building houses."

And that's Abner Burnitt's plan for the future – to keep building houses until he retires and the next generation takes over.

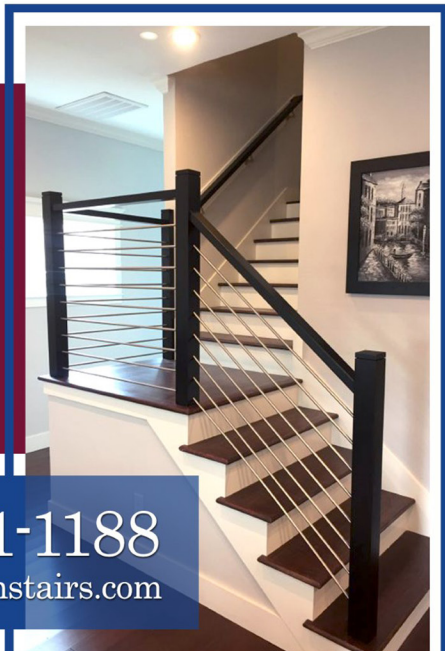
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Listening Leads to Missy Stewart Design's Success

By Kathy Bowen Stolz

Missy Stewart of Missy Stewart Design puts her clients' needs first.

Recognizing that each client has his/her own personality, Missy said it's very important that each home reflects that client's style. To ensure that their homes fit their personalities, she meets with clients in their homes for a consultation as the first step of the design process so she can learn about them, including their interests and how they use their homes, both indoors and outdoors.

"I listen carefully to my clients. I 'read' them and do what works best for them."

Recognizing that not all people make decisions as easily

as others, Stewart said she tries to go through the process of design at the clients' pace and not at her own. Also recognizing that not everyone is able to imagine the ideas she is presenting to them, she provides renderings of her designs to her clients if they can't envision elements, such as furniture placement.

These renderings have been a game changer, she noted. They are so lifelike that her clients cannot tell they are not a photograph. "While I can literally see things in my head, I knew I needed to bridge that gap. A picture is worth a thousand words, after all."

Stewart said her clients lean toward contemporary design,



wanting more minimalism. “Steve Jobs did us all a favor [with the sleek, functional design of Apple products]. He educated America on minimalism.”

But it can be hard for people to downsize their stuff, she noted. “It is a process for clients to let go of their things.” She finds most of her clients have kept items – whether furniture or artwork or knickknacks – because of the memories they hold. Missy helps clients by reminding them that they will always have the memories associated with those items, even if they no longer can touch the specific item.

Missy Stewart got a chance to implement her lifelong

passion for design by making the selections during the 25 years she co-owned a construction company that built and sold speculative homes in the Reno/Lake Tahoe area of Nevada.

But with a downturn in that area’s economy meant “there was not a lot of design going on,” prompting her to move to Houston in 2012 and to start Missy Stewart Design, using ads on Angie’s List to gain clients.

“I never really dreamt that you could start a design business in a new town where you don’t know anyone. The timing

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was good. Design was all over the internet. My first Houston client was my brother. I used his house to add a Houston project to my portfolio.”

Primarily using advertising on the internet and social media (with 5-Star Reviews on Google), Stewart has built her business to employ a staff that includes an office manager/procurement manager and two other designers. They are currently working on six larger projects of three or more rooms but have an additional eight smaller projects on their work board.

Missy noted that her knowledge of construction is one thing

that sets her apart from other designers. “I love job sites. I am very comfortable walking around them. I can walk in on the rough framing of a house and see where everything’s stubbed out. That’s the best time to catch mistakes, such as a misplaced electrical outlet or even a window.”

Despite her background in construction, she said she doesn’t want to manage a construction project. “I encourage clients to hire a contractor. I like designing!

Although she plans to stay in the Houston market, she admitted that she’d like to design more homes around the country because she loves to travel. She said she’s designed several homes in Las Vegas recently and one in Atlanta, but she’s hoping to break into the Aspen, Colo., market because she loves that area.

“You always have to be ready to change,” she stated. “As Will Rogers said, ‘Even if you’re on the right track, if you just sit there, you’ll get run over.’”

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BATHS IN BLOOM

*A round-up of this seasons
must-have upgrades for the bath*



Spring forward with fabulous new products designed with custom builders and remodelers in mind. The bath is at the top of most homeowners' wish list for elegant upgrades. Here are a few of our favorites that are on trend and have a timeless appeal.

FRESH FLAIR

BainUltra's Tulipa celebrates Spring with its floral-inspired silhouette. Stylish metal feet give root and definition at the base of the tub, which flows upward to bloom into an exceptionally elegant design. As part of the brand's popular VIBE™ Collection, Tulipa evokes a sense of calm and retreat, a luxurious oasis in an urban world where bathers can focus on wellness and relaxation. Measuring 60" x 33" x 25", this distinctive tub is crafted of incredibly durable acrylic and comes in a glossy white finish. The distinctive metal feet, along with integrated waste and overflow, are available in a choice of six finishes.

SPACE SAVING STYLE

QTOO has introduced an eye-catching trio of wall-mounted faucets that brings a hip modern aesthetic to the bath. Crafted from marine-grade stainless steel this new series of wall-mounted faucets are visually pleasing and impressively practical. All three designs feature a fixed spout, built-in aerator, and an eco-friendly water flow rate of up to 1.3 gpm. Options for spout projections include 4.5 inch, 7.4 inch and 9.84 inch. Clean lines and gentle curves give each faucet an elegant, minimalist style that works well in a wide variety of bath decors. The faucets are available in matte or polished finishes and are fully lead-free compliant.

CHIC SHIMMER

Ruvati adds a touch of glamour to the bathroom with their Pietra vessel sink in rose gold. The 20" x 16" hand-finished basin rests on top of the vanity to properly show off its embellished exteriors done in beautiful metallic toned texture. The look is elegant and refined, the perfect artistic touch for a luxury-minded... master bath or a show-stopping powder room. In addition to rose gold, the Pietra Collection includes a choice of gold, gold mosaic and silver exteriors paired with a glossy white interior, or a striking silver exterior with a dramatic black interior. All the sinks are crafted of thick porcelain ceramic for amazing durability with a smooth enamel interior finish that is resistant to scratches, chips or cracks.



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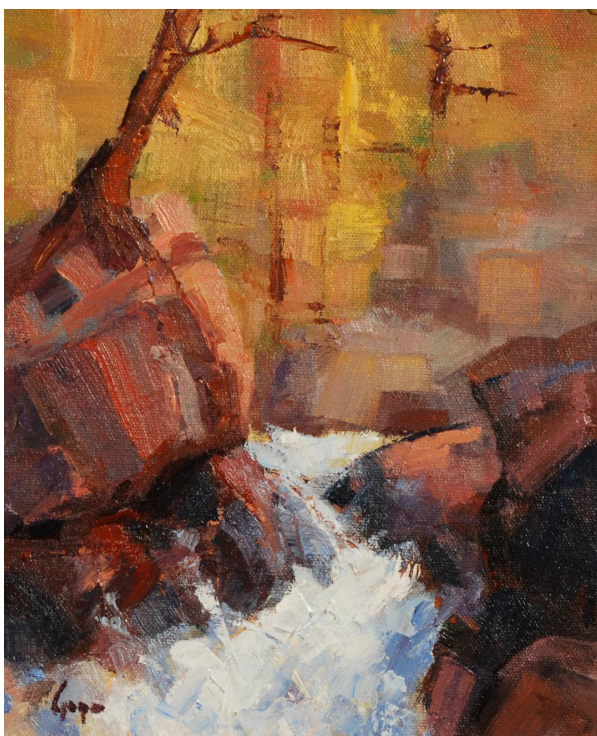
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Gary Gore Sees a World That Others Miss

By Mary Lynn Mabray, ASID

It's an early Rocky Mountain morning. The sun is just beginning to cast a warm glow over the top of a mountain ridge as it washes the distant peaks with hues of plum, peach and gold. The birds wake and sing their songs. Squirrels scurry down from their nests to the pine needle-covered ground. Colors come alive and the light dances from treetop to rocky outcroppings, announcing to the world their presence.

Artist Gary Gore sits ready with camera, easel and canvas set to capture that specific moment in time. These are the moments he lives for and captures in his paintings.

He sees beauty in these surroundings where others would only think that another day has dawned. His knowledge of subject matter and color give him an edge to remember exact vignettes and then translate them into a work that the viewers can also place themselves in that space and time. It's a God-given gift to paint a landscape because the artist is illustrating God's own handiwork. Gary Gore has that gift, anointed and approved by "the Man himself."

As Gary said, "My art has long been my passion, and without a doubt what the good Lord has given me to do." As his lifelong friend, I heartily agree.

Gore has been painting and drawing most of his life. He began in earnest to practice the life of an artist with pencil sketches of images of the West – working cowboys, cattle and the land they roamed. Those sketches were honest, pure and conveyed a time that was quickly passing away as ranches were sold, cattle became stockyard-fed and the call of being a cowboy began to be considered something only from the old West.

As a child, Gary spent his summer vacations in Colorado. He's a Hereford, Texas, boy, but the mountains of Colorado have always called to him and held a special place in his heart, especially a dude ranch with its rustic cabins, wood-burning stoves and outdoor johns fondly referred to as Mr. Fishburn's Place. Gary loved and thrived in it all.

The memories of that property, riding horseback, fishing in cold, clear mountain streams and smelling the strong odor of pine trees made an indelible impression on young Gary. It cemented his love of the mountains and led to a career of landscape painting that has made him a successful artist for more than 25 years.

Gary began his career as an artist by way of weekend art shows in Texas towns and cities. He graduated from pencil to pastel work as way to study and blend colors. He perfected a unique, vibrant style,

focusing on character studies, which gave him the courage to transition to brushes and oil paints. This medium also allowed better representation for landscape work and larger formats.

Time has allowed him to learn how to break down the elements of a composition, to concentrate on values and mass, to use effective line and balance and also to know the use of the proper color to maximize visual strength and focus. That's how a specific landscape or any work of art comes together.

In recent years, Gary has focused his efforts on improving his knowledge of painting and studying what sets the great artists apart from the mediocre. That yearning to know more about the art of oil painting led him to the nationally renowned artist, Jill Carver. Through study with Jill in various workshops, Gore developed a style that is uniquely his own and recognized.

To contact Gary, email gg@garygore.com or call 719-330-6895.



About the Author

Mary Lynn Mabray, ASID, is an interior designer with 25 years of expertise. She may be contacted at 713-203-4047 or at www.MaryLynnInteriorDesign.com.



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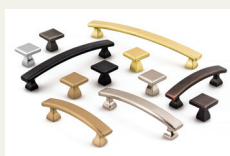
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Hadly

Hardware Resources Launches 5 New Decorative Hardware Collections

Whether seeking a casual touch of elegance or a bit of bling, designers will find the perfect finishing touch in Hardware Resources' newest collections.

The perfect kitchen or bath is truly about the details, and Hardware Resources is ensuring designers have decorative hardware options to complete their desired look—no matter if that aesthetic leans classic, contemporary, or anywhere in between. During the January 2020 Kitchen & Bath Industry Show (KBIS) in Las Vegas, Hardware Resources showcased the versatility and timelessness of its pulls and knobs with fresh new collections and sought-after expansions.

The new Jeffrey Alexander decorative hardware collections range from the daring to the playful satisfying today's popular transitional and modern interior design trends. The lineup includes:

Dominique - Fusing daring lines with a delicate contour, Dominique punctuates kitchens and baths with the perfect balance of grace and power in transitional as well as contemporary designs. Available in an abundance of pull lengths, knob shapes, and stylish finishes, Dominique is a go-to series for an unforgettable touch of style.

Wheeler - Controlled lines follow a gentle contour to create an enchanting union of beauty and style that elevates even the most ordinary cabinet with a touch of jewel-like

bling. Designers can choose from meticulously styled pulls or brilliantly angled octagon knobs suitable for the kitchen, bathroom, or closet.

Phillip - A study in contrasts, Phillip is seemingly simple at first glance, yet a playful flare on the pulls create a bit of romance. The subtle styling of these knobs and pulls offers limitless design options for a range of interior design tastes.

The Elements brand blends clean lines with understated, casual curves for easy living with a touch of style. This line includes:

Thatcher - With a slightly round strap sitting atop rounded feet, Thatcher evokes a casual, easy-going vibe. Combining sleek lines with a gentle curve, the pulls cleverly straddle the line between contemporary and traditional. A matching T-knob, combined with extended lengths and trendy finishes, make this collection the perfect match for any cabinet style.

Hadly - With its soft, square silhouette, the fun and lively Hadly collection has quickly become a designer favorite. The pulls combine a strong curvilinear handle with tapered feet to deliver both a modern look and a comfortable, easy grip. The line is expanding with three additional finishes—Matte Black, Satin Bronze, and Brushed Gold—and two new sizes.

For more information about Hardware Resources call toll free 1-800-463-0660 or visit www.HardwareResources.com.

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