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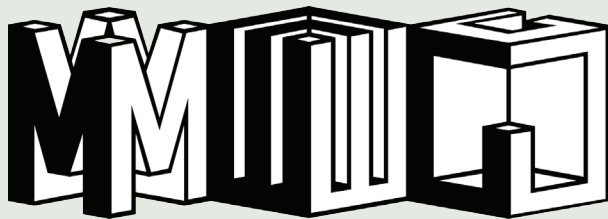


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HOMES

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Feature Story

06 Herzog Homes Have 'Secret Sauce' for Success

By Kathy Bowen Stolz

03 Publisher's Note

03 The Current State and Future Outlook of Houston's Housing Market

by Greg; Tomlinson

10 DRESS TO IMPRESS New Products For Bath Design Elevate The Wow Factor

By Linda Jennings

14 Hardwood Products

15 Cathy O Designs Born in Nursery

By Kathy Bowen Stolz

18 Dialogue with a Designer Kenedy Rainer - Double L Interiors

19 Metal Wood Glass Innovations

21 Baths of America

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PUBLISHER'S *note*



Giselle Bernard,
Publisher

The Metropolitan Builder is proud to post Greg Tomlinson's contributions of information on the current state and future outlook of Houston's housing market after he attended the Greater Houston Builder's Association's January 2024 Economic Forecast Meeting. Greg brings valuable insights and information to our understanding of the housing market, offering a fresh perspective on the key trends and developments shaping this vital aspect of the region's economy based on his firsthand experience at this significant industry event. Thank you Greg!



The Current State and Future Outlook of Houston's Housing Market

Outline - Compliments of Greg Tomlinson, President of Builder's Post-Tension

The Texas economy, particularly in Houston, has proven to be resilient, with several factors contributing to its continued prosperity. A recent GHBA panel discussion featuring experts Patrick Jankowski, Alicia Huey, Scott Davis, and Fred Caldwell shed light on the state of Houston's housing market and its promising future.

Strong Houston and Texas Economy:

Despite occasional challenges, the Houston and Texas economies remain robust. The state's diversified economy, favorable business climate, and ample job opportunities have kept the region attractive to both residents and businesses.

Persistent Demand for Single-Family Housing:

One of the most significant trends in the Houston housing market is the ongoing demand for single-family homes. Unusually high interest rates and reluctance among homeowners to part with their low-rate mortgages have driven new construction to account for 30% of single-family housing sales, a notable departure from the typical 10%.

Texas: The Place to Be:

Texas stands out as an attractive destination for homeowners and real estate investors. The state

Continued on page 4

Continued from page 3

boasts a four-month supply of housing, which is more favorable than many other regions across the country. Affordability also plays a key role in Texas's appeal.

Houston's Steady Economy:

Houston's economy has remained steady, and average home prices are still relatively lower compared to other parts of the United States, making it a desirable place to call home.

The Need for Developers:

Developed lots are currently in short supply compared to the demand. To sustain growth and meet the housing needs, developers are instrumental in ensuring an adequate supply of available properties.

Evolving Trends in Houston:

Over the past five years, Houston has witnessed notable changes in its housing market, including the construction of smaller homes on smaller lots. Builders have adapted to this trend, with an increasing number of homes in the 800 to 1,200 square foot range. Moreover, single-family homes are being built further away from the city center in all directions, thanks in part to the accessibility provided by toll roads.

The Importance of Amenities:

In modern housing developments, amenities have become a significant selling point. Master Planned Communities now require well-designed amenities to attract buyers.

Supply Chain Challenges:

While supply chain issues have improved since the pandemic, some problems still persist, such as transformer shortages and difficulties in sourcing high-end appliances, concrete, millwork, and windows.

Labor Shortages:

The construction industry continues to grapple with labor shortages. Encouraging students to pursue careers in construction and supporting educational initiatives is crucial to addressing this issue.

The Impact of Interest Rates:

Interest rates remain a concern in the housing market. A drop below 6% is expected to stimulate demand, and the panel anticipates that rates may settle in the 5% range by 2025.

The Correlation Between Jobs and Housing:

Houston's job market directly affects the housing industry, with approximately 70,000 new jobs potentially leading to 36,000 new single-family home starts in the Greater Houston area.

The Importance of Lot Development:

Continued development of residential lots is pivotal to the future success of Houston's housing market.

A Bright Future for Texas:

The future of Texas's housing market looks promising. It will include higher density developments on smaller lots with smaller footprints to accommodate the growing population.

The Mission of Home Builders:

The mission of those involved in the construction industry is to improve lives through homeownership, and this remains a central goal in the housing market.

Meeting Pent-Up Demand:

There is still a substantial pent-up demand for new housing, both nationally and locally. The message from the panel is clear: Keep building.

Conclusion:

Houston and Texas continue to stand strong in the face of economic challenges, and the housing market shows no signs of slowing down. With careful attention to evolving trends, addressing supply chain and labor issues, and continued development of residential lots, the future looks bright for Houston's housing market. As the panel emphasizes, the key to success is to stay calm and keep building.



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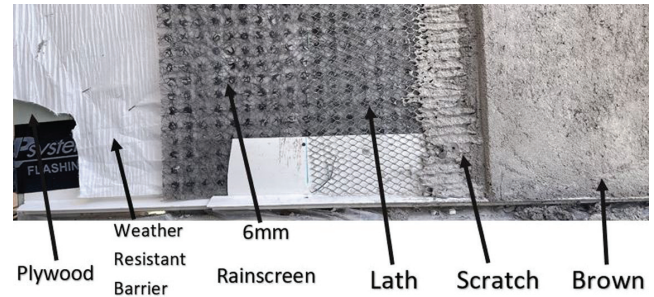
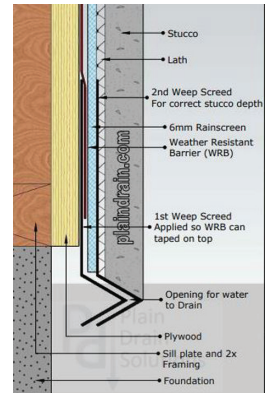
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Herzog Homes Have ‘Secret Sauce’ for Success

By Kathy Bowen Stolz

Looking for a new home but don’t have the time or the inclination to make the thousands of little decisions required in building a custom home? A showcase home, often referred to as a spec home, by Herzog Homes may be the answer.

David Herzog, owner, explained that homebuyers can move into one of the 8 - 12 showcase homes that he builds every year in the Oak Forest and Garden Oaks neighborhoods “without the stress.”

“We build awesome houses. The house plans we’ve designed have been value engineered and get better and better each time we build. The houses we are building now are literally some of the best homes I’ve ever built,” Herzog, who has built “a couple of thousand houses” in his 30 years of experience, stated.

Herzog Homes currently builds three floor plans, which all have the same ingredients of David’s “secret sauce” for spec homes: enormous primary suites, custom kitchens, open concepts, dining rooms, big breakfast nooks and 4,100 - 5,500 square feet. “I think our floorplans are really close to perfect.” One of his houses typically takes eight months to build from the time stakes are put in the ground.

A self-described “scale guy,” David said proportion is key. Hallways and frequently used rooms must be the prioritized and sized proportionally. “I don’t want anyone to have to suck in their stomach to squeeze between the island and the oven or from room to room.”

He created the recipe for his perfect spec home by seeking input from designers, Realtors, and stagers and by attending a “whole bunch” of open houses in addition to tweaking



the floor plans he was building. Herzog Homes also builds custom homes occasionally.

While “budget bandwidth” and floor plans are considerations for his buyers, the typical buyer has children in elementary school and wants to be in a high-quality school district and neighborhood. The buyers frequently are senior professionals in the oil and gas industry, physicians, or entrepreneurs,

Herzog Homes range from \$1.4 - \$2.5 million. He acknowledges that when people spend a million or more dollars on something, they rightfully will be discriminating. But his goal is “Raving Fans.” David wants his customers to rave about their homes, even when standing in line at the grocery.



Continued on page 14



Continued from page 13

To David and his team, quality is paramount. As a member of the Greater Houston Builders Association, he frequently attends seminars in addition to participating in the Custom Builders Council to learn of improvements and innovations in building. He also hires random third-party home inspectors to come in and “beat the hell out of us” to find any bits of unfinished work before putting a house on the market. The inspectors’ punch list is one of the last steps in Herzog Homes’ construction process. He also recommends buyers get a third-party inspection to alleviate any of their fears.

Herzog spent the first five years after high school framing houses as co-owner of a construction company in his hometown of Annapolis, Md. He considers the framing to be the most important part of the house’s structure, so he is blessed to have a great framing crew. In fact, all of his trade partners are great, he said.

When he moved to Texas in 2018, David walked into every single house that was being built around Houston, talking to crews and examining their work while getting a feel for the local real estate market demands.

He compiled lists of plumbers, framers, electricians and more, seeking the most talented and compatible crews. “We have a ‘no jerk’ rule. I insist on a ‘jerk-free’ environment when we build or sell our homes. Our goal is to build houses without any stress on our trades, our customers or our

internal team. There are plenty of trade partners out there that want to work in that environment, so this approach has resulted in very loyal crews.”

Herzog attributes the company’s success to his management team and consultancy experts, “Without Heidi Herzog, my wife and design extraordinaire, and Nick Keating, the director of construction, none of this happens. Our homes would not be as great, and our customers would not be as happy. I am really proud of our team and all the great work they do.”

During his career David has been an active member of multiple national and state industry associations. Their awards and recognition include being named by the National Association of Home Builders and Builder Magazine as America’s Best Builder. Additionally, the Better Business Bureau gave the company the Torch Award for being the most ethical business employing between 100-1,000 employees in the Washington Metro area.

**To contact Herzog Homes,
call 832-314-9000
or email david@herzoghomes.com
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DRESS TO IMPRESS

New Products For Bath Design Elevate The Wow Factor

By Linda Jennings

Create a design forward space that celebrates timeless charm. The following manufacturers offer exciting fixtures and fittings to add immediate style, blending modern and classic, taking the bath environment to new design heights. Opt for more drama with the visual impact of well-appointed fixtures and fittings. From

a colorful Italian vessel sink design to a gorgeous Sculpture Stone freestanding tub these brands inspire! Design a sophisticated space layered with textures and dramatic finishes to create a look that's Hollywood-ready.



Evalina from MTI Baths

Intuitive Design

Sophisticated yet serene, the latest debut from MTI Baths, Evalina is an oval tub enveloped in calm. Featuring a symmetrical design and a deep, double-ended bathing well, Evalina is equally at home in city apartments or family bathrooms. Combining the clean lines of a modern aesthetic with a flat rim, the Evalina was designed to provide the ultimate in support for a truly luxurious bathing experience. As part of the brand's exclusive Boutique Collection, the Evalina is a sculptural masterpiece destined to be a standout in any bathroom setting. The tub measures 66.25" x 32.25" x 22.5" with a thoughtfully designed bathing well intended for the ultimate in comfort and relaxation. Offered as a soaker or air bath, each Evalina tub is made to order and hand-crafted from MTI's signature SculptureStone® material, a mostly organic mixture of ground natural minerals and high-performance resins that gives the look

and feel of molded stone. Evalina is available in white or biscuit with six different exterior color options as well as a choice of matte or hand-polished deep finishes. The finished product is seamlessly solid, exceptionally beautiful and amazingly durable with a non-porous surface that is



Murano Vessel Sink from Ruvati.

stain-and mildew-resistant and easy to clean and maintain.

Vivid Vessel

Add a beautiful focal point to the bath with the Murano collection from Ruvati. With flowing lines and gentle curves, the new sink collection offers two distinctive options - a sleek round bowl or the elegant arc-shaped

Seashell bowl shown here. Handmade in Italy, these artistic vessel sinks are designed to draw the eye and elevate your bathroom. In addition to the exquisite color, the unique seashell shape adds to the dynamic style of this unique sink. Handblown Murano glass infused with colorful paint creates a beautiful gradient design highlighted with a Spira Luxe Pearl White glossy finish. Measuring 18-1/2" (wide) x 13-3/4" (front-to-back) x 5-7/8" (height), the Murano Seashell Vessel Sink is a colorful addition that is bound to inspire tranquility in the bathroom.

Timeless Elegance

Barber Wilsons & Co newest range, the Milne Collection consists of beautifully designed and engineered wall and deck faucets and showers, characterized by strong yet elegant cross-top handles and clean lines. In addition to the core Milne Editions, a tubular edition was designed to enhance the collection. The story of the Milne Editions is inspired by the recent collaboration with the world-renowned



Milne Collection from Barber Wilsons & Co

Claridge's Hotel. The Milne is offered in a wide variety of 'living' and 'established' finishes - including Polished Brass, Brushed Brass, Weathered Bronze, Matt Bronze, Matt Black, Polished Nickel, Brushed Nickel, Satin Nickel, Brushed Copper, Satin Copper, Brushed Chrome, Polished Chrome, Satin Chrome, Polished Gold, Brushed Gold, Polished Inca and Brushed Inca.

Classic Beauty Built For The Ages

Ageless Iron perfectly captures the look and feel of solid bronze without the hefty price tag. Its textured black finish makes a sophisticated style statement keeping with the latest design trends. This versatile collection features styles that were carefully chosen to complement any décor, from Farmhouse and Federal to Mission and Craftsman. Options include three levers, two knobs, three rosette/plate styles,



Loch Rosette with Tine Lever by Ageless Iron

Continued on page 8

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Continued from page 7

one handle set and matching deadbolts. It is crafted from hand-poured molten iron and transformed into exceptional knobs, levers, plates and more that can withstand the elements while keeping their stunning black finish. The final powder coating has been tested to withstand 12 months of exposure to the most demanding climates and is both UV and salt-resistant. Each piece is sandblasted and deep-cleaned, and then zinc-plated twice for superior corrosion resistance. The finished look will literally last for decades while maintaining its original beauty. Meticulous craftsmanship ensures years of reliable performance, each piece comes with a five-year mechanical and finish warranty for lasting peace-of-mind.



Viaggio Hardware Split Finish Hardware Collection

Modern Style Statement

The Mod Collection from Hapny Hardware is all about making a strong visual impact with a smart geometric style that demands attention. Mod offers a versatile rectangular design with stepped detailing on the stems and elegantly softened edges. It encompasses an array of options, including a square knob, an off-center t-knob, three different cabinet pull sizes, and two sizes for appliance pulls. The handles are offered in four distinct finish combinations, including three trendy two-tone shades and the timeless allure of satin brass. It's hip to be square with the Mod knobs; they work great on cabinet doors, drawers, and almost anything that can open or even on your walls as a hook. As with every Hapny product, the base of the Mod Collection is solid brass.

*To find out more about the hardware and
fixture products mentioned here,
visit their websites:*

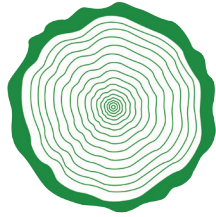
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Sales Professionals



Charlie Molloy -
cmolloy@hwp.us

Charlie has over 30 years of experience in the building material industry, dating from 1992 to the present. He has expert knowledge of most building products, including hardwood lumber, plywood, cabinet hardware, plastic laminate, and custom moldings. In his previous years, he was a manager in the grocery industry for Eagle Discount Supermarkets and Randall's Food markets in the Houston area. His strengths include managing employees, customer service relations, logistics, and outside sales. He has lived in the Houston area since 1968 and spent his childhood in Spring Branch, graduating from Spring Woods High School. He went to the University of Houston where he majored in Music, Hotel and Restaurant Management, and Business management. Hobbies include playing the National Anthem with his trumpet at professional baseball games, hiking in the Big Bend area, and woodworking. Charlie has been married 39 years and has one son, a daughter, and two grandchildren.



Kenny Francis -
kfrancis@hwp.us

Kenneth has 32 years of experience in the building industry from 1990 to present. He started at Wilsonart in 1990-2001 in the Houston area. He was employed as the operations manager of over 27 employees. He decided to take his sales knowledge & expertise to Hardwood Products 2001 - present. Kenny enjoys working with companies & building relationships. From commercial millwork shops and remodelers to Custom Builders. Every day is a challenge, from supply & demand to rising costs. Providing innovation & service for the customer is the bottom line. Kenny has lived in Houston his entire life & knows the area well. His hobbies are anything outdoors, from hunting and exercise to sports. He has a wife of 17 years & two beautiful daughters.

Customer Reviews

Cullen Franz - Savannah Grace Homes

"Hardwood Products has gone over and above to source the best quality materials for the best price to help me grow my business. Kenny Francis and the HWP team has provided me with outstanding customer services that leaves other competitors in the dust. I can't say enough about the value that I have received in partnering with HWP. My custom homes have never looked so good !! Thank you Kenny and HWP !!"

Matt Sneller - Sneller Custom Homes and Remodeling

"I have known and worked with Kenny/Hardwood Products for over 15 years. We consider them to be one of our most loyal and trusted trade partners. We are a custom builder/remodeler and use them for a lot of our interior and exterior trimwork/materials. Their pricing is fantastic, but even better than that is their customer service. Kenny

is always easy to get a hold of and super responsive to any issue that arises. We would highly recommend using them!"

Rick Davis - DC Kitchens & Remodeling

I can't say enough about working with Hardwood Products. I've been in business for about 35 years and have been working with Hardwood products for as long as I can remember. I find their entire staff trustworthy and extremely professional, especially Kenny and Laura. The entire staff has a full understanding of their extensive line of hardwood products. I find that they are extremely dependable, and their customer service is outstanding. They always go out of their way in providing the very best in high-quality materials and for the best price. Not only that, I find them to be very dependable. I can trust that they will always be on top of things. I feel more comfortable working with them than anyone else.



Photographs by www.ganphotography.com

All homes pictured were built by Riverwood Building Company.

Cathy O Designs Born in Nursery

By Kathy Bowen Stolz

For someone who grew up never knowing a decorator – in fact, never hearing of decorating as a career – Cathy Osoria has had a busy and fulfilling 30 years making Houston-area homes beautiful through Cathy O Designs.

“As an only child, I was by myself a lot, drawing and painting. I especially liked working with the colors. However, I was pretty sure I couldn’t make a living picking out colors, so I majored in marketing and minored in design in college,” she said.

When her daughter was born, Cathy decorated the nursery in such a way that her friends all said, “Would you do mine?” Decorating nurseries led to decorating living rooms, and then to the launch of her business, Cathy O Designs, allowing Osoria to make a living picking out colors after all!

“I’m probably not your normal decorator. I’ve never, ever advertised in 30 years, but I’m as busy as can be. All of my work is referrals,” she explained. “A lot of times I work with the same family, first decorating their Houston house, then a lake house or vacation home.” Working with repeat clients or referrals is easier for her, she said, because building trust with a client takes a lot of time. Her ultimate goal is to make sure customers are happy as they enjoy their new space.

Most of her jobs are within a two-hour radius of her Clear Lake home. Staying close to the Houston market allows her to use vendors that she’s familiar with. “Houston has countless resources!” she exclaimed.

Redesigning kitchens and bathrooms are her most common

Continued on page 16





Continued from page 15

projects, but she also does commercial projects, such as dentists' offices. About 60 percent of her projects are remodels, with 40 percent new construction.

She typically juggles seven or eight projects at a time; most take three to six months on average to complete, depending on availability of appliances and furniture. Collaboration between the designer and contractor is important, she notes. "When we are on the same page, it makes the execution of budget, timelines and details go smoother."

Also helping Cathy to fulfill her decorating vision is Barbie Clariday, her longtime business associate and dear friend who owns Ooh's and Aah's furniture and accessory store in Webster.

Osoria said she is very "hands on" in her work, unlike many decorators. "I personally do it so it's done right. I am very particular about proportion and size. You can search all day long for the perfect table, but it'll be two inches too tall or too short. I will fix it to make it right no matter what."

Cathy will even create original art because "it's 'way more convenient than trying to find art that is perfect in texture, context, color and size."

On the job sites she will cut a board or a piece of tile to



help out the crews. Even in college she would accompany her design professor to job sites to hang art or move furniture because she liked doing hands-on work.

Cathy admits she's "kind of old school" because she still uses graph paper and vision boards for her projects. "I have literally measured every inch, so I know every inch. I know what's behind the walls. I can switch to Plan B on a dime."

She also loves the challenge of things not working out. "Most people have an idea of what they want. But I have to be pretty creative to make clients happy with Plan B or Plan C [when the space doesn't quite fit their concept]."

She said her favorite part of decorating is "when I can see people's brains switch gears." One instance was a kitchen remodeling project where the roof line didn't quite match the way the homeowner wanted. Now that homeowner loves the resulting gambol roof!

Osoria said she is probably known for creating "hidden things," such as disguising doors. In a bathroom with four doors, she made the two closet doors appear to be upper and lower cabinets. In a kitchen, she disguised the butler's pantry to look like a cabinet. A door may not have a tell-tale knob but rather a hidden panel that the homeowner must push to open the door.

She said she likes to have a major focal point in a kitchen, such as a big window with a vent hood above it, a double

island or dramatic light fixtures. She considers herself something of a "vent hood person," making an artistic statement with the vent hood so that it appears to be classic European design.

Most people would call her decorating style transitional, she said, but she personally leans more toward European architecture with hints of modern accessories. She said all rooms need some "warmth," which often comes from textures in her designs.

*To contact Cathy O Designs,
call 713-882-1019
or email cathyodesign@gmail.com*





Dialogue with a Designer

Kenedy Trainer - Double L Interiors

MWG INNOVATIONS - With a passion for designing and working with glass, Esvin Tista founded MWG Innovations in 2018 on the idea that offering custom bath glass and mirrors for new construction and remodeling projects should fall in the line of an exquisite art job. Esvin takes great pride in creating unique pieces of art designed to bring life to the ideas given to him by the builders, designers, and trades he partners with. His work includes intricate designs of fabricated unique custom metal, wood, and glass pieces for shower doors, vanities, mirrors, handrails, and more. MWG Innovations is committed to providing all clients with high-quality products and services in which yield outstanding customer satisfaction.

This month MWG INNOVATIONS speaks with Kenedy Trainer, a recent graduate with a degree in Interior Design from the Art Institute. Kenedy has dedicated over a year to her role at Double L Interiors, where she has honed her skills and developed a genuine passion for the world of design, finding joy in every facet of the design process and her commitment to bringing her client's visions to life shines through in her work. Her enthusiasm for color, texture, and the finer details of design make her a valuable asset to any project.

MWG INNOVATIONS: What motivated you to enter interior design?

Kenedy Trainer: Growing up in and around the home-building industry, I've always appreciated seeing the new model homes. Seeing their progress and learning the materials gave me the building blocks to being an interior designer. It wasn't until just a few years ago my father's idea of designing homes for his company might be what I wanted to do. As it turned out, it became an obsession and passion! Having a true design business feeds my thirst for making spaces beautiful and practical.

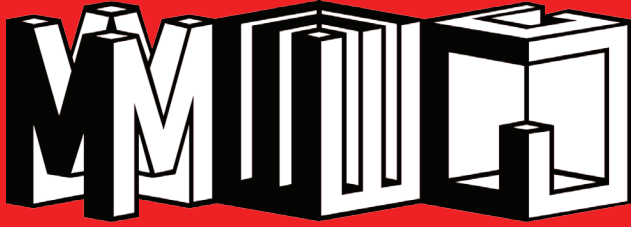
MWG INNOVATIONS: How has the field of interior design changed since you graduated?

Kenedy Trainer: Absolutely nothing has changed except for the most important part of the design aspect! Technology & DETAILS! Technology is always a moving needle.

MWG INNOVATIONS: How can an experienced interior designer help a custom home builder or a remodeling contractor with their building or remodeling projects?

Kenedy Trainer: Interior Designers are a key part of the process. We assist the architects and the builders

Continued on page 20



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Matt Sneller -

Sneller Custom Homes

We are a custom builder/remodeler and have been working with Esvin/MWG for about 4 years now. They are one of our best trade partners that we have. Esvin is extremely creative and great around our clients, but he also does what he says he's going to do and is great about staying in communication. He has done everything from simple framed glass shower doors to very detailed shower enclosures to custom cabinet doors to a custom metal and wood table for our new conference room. I would highly recommend working with MWG!

Michael Pelletier

President/Owner Fairmont Custom Homes

We have been working with Esvin Tista and MWG Innovations for over 5 years. Esvin is our go to for shower glass and mirror work. I am proud to say that we have been able to set market trends with the help of MWG Innovations and his excellent customer service. Rarely, do I find an individual that is as reliable as Esvin in our world of building custom homes. Esvin has been a great partner for Fairmont Custom Homes bringing excellent value to our customers and helping us become the number one builder in Fulshear, TX. We look forward to our continued relationship with MWG Innovations.

Double L Interiors -

Double L Interiors has worked with Metal, Wood, Glass Innovations (Esvin) on a several jobs. The process has been nothing but short of perfection. Interior design process can be trying. However, the right vendors make all the difference! MWG is one of those vendors you can rely on to make your idea come to life. Esvin "gets design!" He understands and appreciates the details that go into every space. Keep up the excellence Esvin!

Sales Professionals



Esvin Tista - *Esvin@mwginnovations.com*

In his 12 years of experience in the glass industry, Esvin found himself wanting to do more than install glass. As a true Texan, he believes everything is bigger in Texas and decided to open his own business in 2018. Esvin is talented and has the passion and vision for designing and fabricating unique pieces of art for

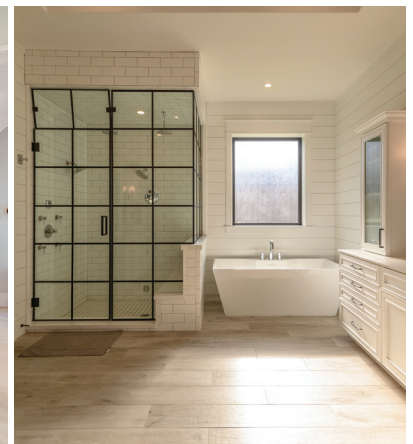
metal, wood, and glass consisting of shower doors, vanities, mirrors, handrails, and more. He credits his passion to his loving family and success to his professional team. When his not working, you will find Esvin enjoying the beautiful Houston weather fishing, hoping to catch more than a cold breeze on a sunny, rainy day, all in one trip to the bay!



Lilian Tista - *ltista@mwginnovations.com*

Lilian is experienced in management accounting. In search of a better balance between work and family time, she joined Metal Wood Glass Innovations LLC in 2021. Her commitment is to provide excellent service, helping the corporation to create and build a better business.

She enjoys the opportunity to serve customers on a personal level and the originality behind each project. She spends her free time with her son. She loves to run, and occasionally you will find her running marathons and obstacle course races.





Continued from page 18

because we've gotten to know the homeowners and their specific needs. We do our homework. Instead of being the afterthought, which creates a disadvantage, the designer should be the first hired, not the last. We have all the knowledge of the great architects & reputable builders because we stay focused on the industry as a whole.

MWG INNOVATIONS: *What sets you apart from other designers?*

Kenedy Trainer: Technology, youth, and fresh knowledge of the industry. Participating in vendor-led excursions can significantly enhance one's understanding of products and their practical applications. Never accepting the words "can't" and constantly pivoting to find the solution.

MWG INNOVATIONS: *What has been your most challenging project and why?*

Kenedy Trainer: So far, my most challenging project is one I am currently working on: building a house for another designer. It's not bad at all, but it is challenging to navigate. She is an incredible designer with whom I have the utmost respect. However, we are both strongly opinionated people. She trusts my judgment entirely, but I still think she is reluctant to let me have complete control.

MWG INNOVATIONS: *How do you begin the materials selection process when working with builders' and remodelers' clients?*

Kenedy Trainer: The selection process begins as soon as I talk to a client. I almost immediately start thinking about what would work best in a space and for the client. First and foremost, I think about the client's budget. What will be the most cost-effective for them? What makes the most sense in terms of use? And ultimately, how will the



selection be applied?

MWG INNOVATIONS: *What are some common mistakes builders and homeowners make?*

Kenedy Trainer: The biggest mistake a builder and homeowner can make is relying too much on Instagram or other Social Media for home ideas. Don't get me wrong, I love to see what other people are doing and find new ways to innovate a space, but I don't rely on it entirely. I take inspiration from the ideas; I don't copy and paste. It takes away all the fun of design. I need to have the freedom to create something beautiful on my own.



Kenedy Trainer
Double L Interiors

kenedy@doublelinteriors.com

(210) 913-1326

www.DoubleLInteriors.com



When looking for appliances, plumbing, and hardware for a project, we assure you of a great selection, outstanding installations, and service.

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Sales Professionals



Jeff Steiner -
jsteiner@bathsofamerica.com

Jeff has always enjoyed working with people and being able to offer them his exceptional services. No matter the size of the job, Jeff makes sure that the customer is satisfied and that the job he started gets his full attention until completion. After sales, Jeff also follows up with clients to ensure they are aware of the functions of the products they have purchased and if he can assist in any product demo in person. Jeff, along with his assistant, Hillary Ratliff, started the appliance builder sales division at Baths of America. He has been in the appliance industry for 30 years now and has led Baths of America to one of the largest appliance dealers in Houston, TX.



Hillary Ratliff -
hrtliff@bathsofamerica.com

Hillary has been in appliance builder sales for the past four years and has no plans to go to another industry. Assisting Jeff with his builders, Hillary makes sure that products are ordered, scheduled for installation and the logistics of jobs are handled sufficiently. Hillary enjoys the appliance category as it is a very niche, and the relationships that she's made in this industry. Helping builders and meeting new clients and industry partners has become a reason why Hillary plans to keep continuing her plans to grow in the appliance industry.



Chadney Alvarez-
chadney@bathsofamerica.com

Chadney has been in plumbing and hardware sales for 25 years now. Starting as a bookkeeper at EXPO Design Center at age 18, she has developed herself into one of the leading salespersons in the plumbing and hardware industry. Developing customer relationships is very important to Chadney and a key reason why she's been very successful in maintaining her business. Starting from the beginning, when plans are just on paper, making selections, and seeing the final projects come to fruition a year or so later makes me love what I do.

Customer Reviews

Brian Phillips - Cayson Graye/Alair Homes

As a custom home builder, we have specific needs when it comes to appliances for our projects. Jeff and his team offer not only the selection we need for our clients, but also the expertise, competitive pricing and professional installs. Baths of America is a vendor with whom we are very proud to partner.

Rosenberg + Gibson Designs

After having a horrible experience at another appliance dealer, we Baths of America has been Rosenberg + Gibson Design's go to bath and kitchen gallery since 2018. They offer an extensive range of top-tier products, all conveniently available under one roof, which makes the purchasing process seamless. But their best asset is the exceptional customer service experience. Their entire team is knowledgeable and friendly. It's always a pleasure to work together on design projects and we are grateful to have them as an industry partner.

Missy Stewart Designs

Baths of America is a key partner for sourcing plumbing, appliances, and hardware for my interior design company. Working with Baths of America has been an advantageous experience, thanks to their exquisite showroom and a team of knowledgeable staff dedicated to providing top-notch service. The showroom at Baths of America is nothing short of inspiring, showcasing a diverse range of high-quality products that align perfectly with my projects' aesthetic and functional requirements. The variety and sophistication of their offerings have significantly contributed to the success of my interior design ventures, allowing me to curate spaces that exceed my client's expectations.

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