

BAD Builders Means Something Good Dialogue with a Designer <u>Marisol Jimenez</u>-Aranda





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## THE METROPOLITAN BUILDER

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By Kathy Bowen Stolz

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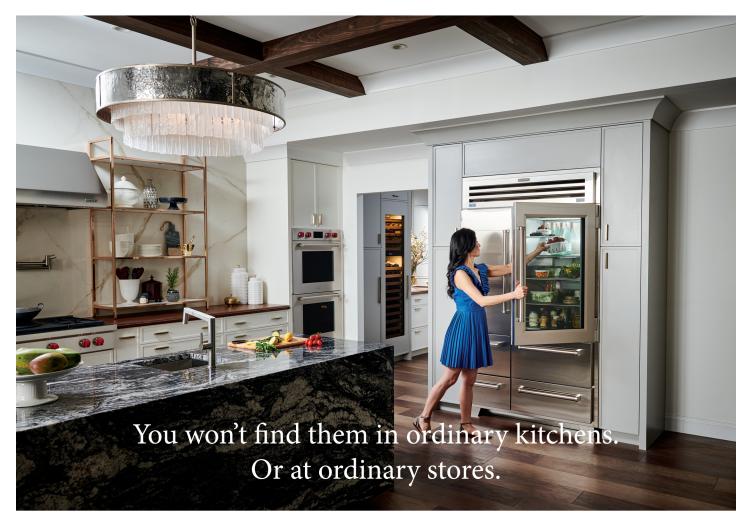
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# PUBLISHER'S -note



Giselle Bernard, Publisher

In today's business landscape, the power of networking cannot be overstated, especially when it comes to connecting like-minded professionals within the same industry who are targeting the same customer demographic. At The Metropolitan Builder, we understand the importance of building strong, focused networks that foster collaboration, innovation, and mutual growth.

What sets networking apart in a categoryexclusive environment is its remarkable ability to offer participants an unmatched opportunity to stand out. Being the sole representative of your industry within a network not only positions you as the expert in your field but also provides a platform to build invaluable relationships with key decision-makers, such as custom home builders or remodelers, without the competition. This exclusivity ensures that your voice is heard, your expertise is recognized, and your business can flourish through trusted connections and referrals

Our mission at The Metropolitan Builder is to connect companies with these unique networking opportunities where their expertise can shine, and their business can thrive. By joining a network where you have category exclusivity, you gain the advantage of standing out and being the go-to resource for those seeking specialized services. It's

a strategy that works, and we are committed to helping you make the most of it.

We invite you to explore the powerful benefits of networking in a category-exclusive capacity, where your business has the potential to grow, build longterm partnerships, and become a trusted leader in your industry.





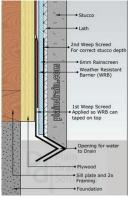
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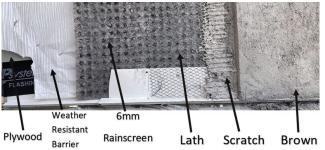
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### By Giselle Bernard

In the world of homebuilding and renovations, where uniformity often prevails, Brendan Custom Homes stands as a shining example of bespoke design and attention to detail. Over the years, Brendan Custom Homes has



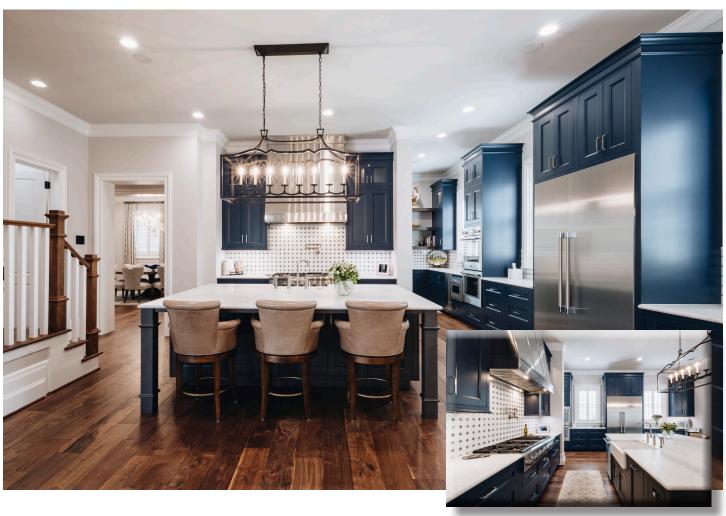
developed into a boutique builder specializing in outdoor living spaces, remodeling, and new construction. Their dedication to delivering quality craftsmanship is evident in every project, no matter its size or budget.

When selecting a builder, experience is key. Brendan Custom Homes prides itself on years of building high-quality custom homes and meeting the varied challenges that arise in the construction process. The company has successfully completed a wide range of projects, demonstrating their expertise in handling different architectural styles, site conditions, and unique client requests. From contemporary masterpieces to rustic retreats, Brendan Custom Homes has a history of turning ideas into reality while ensuring compliance with building codes to guarantee smooth, efficient construction.

A major element of Brendan Custom Homes' success lies in their carefully assembled team of experts. Founder Kurt LaBarge recognized early on that exceptional custom homes require a strong, cohesive group of architects, engineers, designers, and skilled tradespeople. This well-

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rounded team ensures that every aspect of the project is expertly handled, from the initial design concept to the final finishing touches. LaBarge has also cultivated strong relationships with subcontractors and vendors, further solidifying the reliability and precision of each build.

Clear and open communication is a core value at Brendan Custom Homes. From the very start, LaBarge and his team emphasize setting clear expectations and goals with their clients, ensuring that everyone is on the same page. This constant communication allows clients to feel involved and informed throughout the construction process. Whether discussing material choices, budget concerns, or financing







options, Brendan Custom Homes provides complete transparency.

One of the greatest challenges in custom homebuilding, according to LaBarge, is managing client expectations. Many clients approach the process with preconceived ideas, often influenced by mass-market builders. They may not fully understand the customization potential or the limitations that come with budgets and timelines. At Brendan Custom Homes, the team educates clients on the complexities of the building process, helping them develop realistic goals while still maintaining the highest levels of personalization. The clients' involvement in every decision, from selecting finishes and upgrades to customizing energy-efficient features, ensures that the final product is tailored exactly to their vision.

To further distinguish themselves from other builders, Brendan Custom Homes encourages prospective clients to ask for references from previous homeowners. This provides insight into the company's work ethic, project management, and overall satisfaction with their completed homes. Past clients often praise Brendan Custom Homes for their attention to detail, craftsmanship, and professionalism.

Customization is at the heart of every Brendan Custom Homes project. Whether it's selecting custom finishes,







installing high-end fixtures, or incorporating the latest in-home automation, Brendan Custom Homes ensures that every home reflects the client's unique tastes and lifestyle. Their attention to every detail, from start to finish, ensures that no corner is cut, and no material is installed improperly.

From initial consultation through final handover, Brendan Custom Homes is dedicated to exceeding client expectations at every step. Their years of experience, expert team, open communication, and commitment to quality set them apart in the competitive world of custom homebuilding. With each project, Brendan Custom Homes transforms dreams into reality, creating luxury living spaces that are not only beautiful but built to last for generations.

For more information on Brendan Custom Homes call (281) 305-8235

email info@brendancustomhomes.com or visit www.brendancustomhomes.com



### WHAT'S TRENDING IN KITCHEN + BATH

### Luxury Design Meets Luxury Living!

By Linda Jennings

Discover the newest products from the world of kitchen and bath design. From a gorgeous English kitchen faucet in an illustrious brass finish to an elegant collection of tubs and sinks in matte white, the look of luxury never

looked better. Even the chef's kitchen can be glamorous. Transform your home into one that celebrates European charm and design perfection.



The Milne Kitchen Faucet from Barber Wilsons

### **British Luxury At Home**

Renowned British manufacturer Barber Wilsons' has added a Kitchen Faucet that embodies the impeccable craftsmanship and beautiful design of the Milne Collection. Characterized by its signature cross-top handles and clean lines, the Milne Editions 1040 is a Deck Mounted Kitchen Faucet distinguished with a tubular, high-profile spout and a hand spray. The hand spray adds versatility to the kitchen sink routine with its ease of operation, interrupting the flow through the nozzle at the same temperature. Crafted of solid brass at their London workshop with the highest quality materials, the Milne Collection continues the brand's legacy of traditional quality. The Milne Editions 1040 is offered in a wide variety of 'living' and 'established' finishes.

#### **A Collection With Flair**

The Maricela sink and tub collection offers a uniquely elegant style that can elevate the bathroom's overall design, creating a harmonious look. The Maricela Collection comprises a bathtub and two sink options crafted in the brand's exclusive mineral composite material, consisting of



The Maricela Tub and Sink from Acquabella

organic dolomitic limestone and high-grade casting resin. Its beautiful, non-porous, shock-resistant surface is UV and stain-resistant, durable and easily maintained. The tub measures 72" x 32" x 23.75", is available as a soaker or air bath, and features an ergonomic interior design and high-insulating properties to keep the bath water warm longer for extended relaxing soaks and a full-body hydrotherapy experience. The collection includes a semi-recessed sink and a countertop vessel, each measuring 22" x 14.25" x 6", with the semi-recessed model including a 3" lip. The Maricela Collection is standard in a white glossy finish and can be optionally ordered with an exterior matte white, matte gray, matte sand, matte charcoal, or matte black finish.



The Chef's Dream Kitchen from Spectrum

#### A Chef's Dream Kitchen

The glamorous Chef's Kitchen is a testament to Spectrum's commitment to exceptional craftsmanship and exquisite design. The exotic eucalyptus

wood veneer, finished in a high-gloss sheen, offers a rich aesthetic that complements the homeowner's style. The

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### Continued from page 11

expansive island, featuring custom chrome-plated display cabinets, showcases prized possessions and collectibles. For the functionality aspect, the cutlery organizer and popup receptacle are integrated into the countertop for easy access while creating a visual interest. A commercial-grade gas range specified for gourmet cooking is the centerpiece of the kitchen and floating marble shelves on either side of the stove were added, providing hidden convenient access to spices and herbs. The insides of the drawers are lined with walnut for a touch of warmth and elegance, while deep drawers accommodate pots and pans with ease.

### **Timeless Elegance**

Featuring a classical design that beautifully coordinates with almost any interior, the Ball Foot vanity console showcases Palmer Industries' unique ball-and-socket corner joint. With its sharp lines and visual heft, it is paired with perfectly matching ball feet. The console is available in 2, 3, 4, 5 and custom leg configurations. It is offered in 15 stunning finishes including Polished Chrome, Polished Nickel, Satin Nickel, Aged Nickel, Semi Matte Black Powder Coat, Lacquered and Un-Lacquered Polished Brass, Lacquered or Waxed Satin Brass, Aged Brass, Oil Rubbed Bronze, Polished Brass, Satin Brass, Polished Gold and Satin Gold.



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Palmer Industries Ball Foot Vanity. Designed by: Monika Hibbs



Ruvati's Sinatra Vessel Sink

### Gleaming In Gold

With a gleaming satin gold exterior and graceful oval silhouette, the beautiful Sinatra vessel sink is an opulent statement piece that was designed to coordinate with their freestanding tub. Crafted in Italy by skilled artisans, the Sinatra is a true masterpiece of functional design. It measures 18-7/8" x 15" and is made from Ruvati's signature epiStone, an exclusive blend of organic crushed stone and minerals with proprietary resins to create a solid surface that is incredibly durable. It has the look of natural stone, yet it is silky smooth to the touch with a seamless, non-porous surface that is easy to clean and maintain.

> To learn more about these luxurious bathtubs visit their websites: barberwilsons.com • acquabellabaths.com

spectrumkitchens.com • palmerindustries.com ruvati.com



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### **Customer Reviews** -

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 be 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@ mwainnovations.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 - Itista@ mwainnovations.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.









### By Kathy Bowen Stolz

BAD Builders? And that wolf in its logo? Huh?

No, it's not a front for a Big Bad Wolf that's going to huff and puff and blow your house down as a reclamation project. But, if you're thinking BAD are initials for its three partners (Bill, Alex and Davide), then, yes, you're in the right story.

However, the vertically integrated company could just as easily be named BEAD for its core services of Building, Engineering, Architecture and Design.

Or perhaps its name could be PEF for Passion, Efficiency and Flexibility, the company's core values.

Simply, the name BAD Builders catches attention and creates an easy starting point for conversation, according to Davide Mei, one of those three partners in this Houston firm.

"We're a very diverse company," Davide, a native of Italy and trained engineer, explained. William "Bill" Hallenbeck is native Houstonian who became a builder after serving in the U.S. Marine Corps, and Alexander "Alex" Mora, the resident architect and designer, is originally from Colombia.

Each of the partners has 15-25 years of building experience, joining forces in 2021 to combine their skills for new construction projects "because three heads are more capable than one. Normally you have to hire an architect, then a builder. We have all services together because nobody can build a structure as good as the one who designed it," Davide stated.

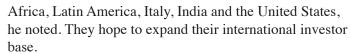
Each of them is involved in some way with each aspect of the business because of their building knowledge. Alex is the link between design and construction, Davide connects his engineering and financial background to sales and construction, and Bill oversees most of the construction process. "With three of us, one can cover for the other, which allows a better work-life balance," according to Davide. "We can go on vacation because, with good planning, you don't have disruption.

"We are never selling just bricks and mortar. We are also selling process and service," according to Davide.

Because of the partners' diverse backgrounds, "we have a capacity to understand a wide array of customers," which is important in the multi-cultural Houston market, Davide added. The company's current clients are from Greece,







Much of their building is within Houston's second loop, but they have built in Lake Conroe and Pearland – even in Mexico, Santa Lucia and Italy!

The clients are also diverse. Many of the clients work in oil and gas or medicine or logistics or finance. Marketing is simply word of mouth. "When we build in a neighborhood, there are another two or three prospective customers nearby.

"We like to position ourselves as an 'affordable Mercedes' in the market," Davide stated. About 50 percent of their Continued on page 16









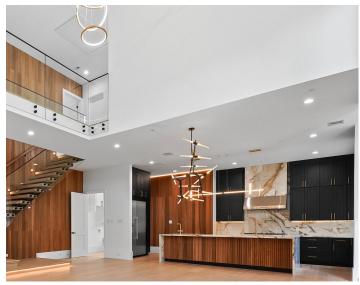
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projects are contracted and 50 percent are speculative custom homes for investors. "We just finished a \$1.4 million, 4,000-sq.-ft. custom home that was a spec. It sold before the sheetrock was on."

When constructing a spec home for an investor, BAD Builders tries for a style that is slightly different than the competition because that home will sell faster, he said. Their standard is that the exterior and interior must appeal to 85 percent of buyers. With their capacity for design, their projects can be very modern or very traditional, but no two homes are alike, although all have a high level of finishes and superior level of quality.

They let the neighborhood's look and feel guide them. "The neighborhood is giving us the answers," Davide said. "If we have to tear down a home, we try to save mature trees to make the new home look like it fits in the neighborhood." One of the company's goals is for a prospective buyer to say "I want to live here. I see myself living here," he continued.

When building under contract, BAD Builders works to bring out the vision the client has within, Davide explained. "We ask, 'How do you live? What is important to you? Do





you entertain a lot?" He cited a client with eight dogs who wanted a special space for bathing them as an example of meeting a client's particular needs.

The company's goal is to build between six and 12 homes each year.

BAD Builders offers a service of design, permitting and construction in quick turnaround. "We control all of the variables in the process, although the only thing we can't control is the permitting process. But a well-designed building goes through permitting faster," Davide noted.

In addition to building homes, BAD Builders does some commercial work, including churches, restaurants, and extensive remodeling projects that have an architectural component.

> For more information, email info@badbuilders.org or call Davide Mei at 713-446-6601

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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.



BATHS OF AMERICA opened its doors in January 2005 when brothers Ali and Zeeshan Sultanali decided to start selling plumbing and tiles to the Houston market. Baths of America focuses on customer service and partners only with brands offering quality products and customer service. In addition to plumbing, Baths of America now offers door and cabinet hardware, major appliances, cabinetry, and countertops. It has turned into a one-stop shop for designers, builders, and architects, offering the latest designs and trends in the market.

This month BATHS OF AMERICA speaks with Marisol Jimenez-Aranda ASID, RID, owner of POSH Interior design, a seasoned interior designer with over 30 years of experience. A graduate of The University of Texas at Austin, she became a Registered Interior Designer in Texas and founded POSH Interior Design in 2021, specializing in residential design while also working on light commercial and hospitality projects. Marisol is a professional member of ASID, GHBA, and NAHB, and her work has been featured in multiple publications. She is involved in every aspect of the design process and serves as an adjunct professor at Houston Community College, mentoring the next generation of interior designers.

BATHS OF AMERICA: What motivated you to enter

#### interior design?

**MARISOL:** I have always appreciated the built environment and how we interact within it. Our interior environment can either enhance our sense of well-being or hinder it. Growing up, I knew that certain environments I would walk into changed my mood for better or worse. I realized that a well-curated interior added value to all of my senses, while an interior that was not well-designed made me feel uncomfortable. I would think of ways that I would make that space better, so Interior Design was a way for me to enrich lives through our surroundings, since we spend most of our lives in and out of them.

### BATHS OF AMERICA: How has the field of interior design changed since you graduated?

**MARISOL:** Interior Design has changed by the use of advanced technology, the advent of social media, and having a lot more design shows. These new developments help us, as interior designers, in several ways. Advanced technology allows us to communicate more efficiently with our clients, especially with those that live in another city or state. We can prepare images of selections, furniture, and fixtures for our clients and send them through internet communication methods more effectively. The advent of social media helps us promote our work and has become a





top marketing tool. Finally, design shows have influenced how people perceive the interior design profession. It has become more accessible, fascinating, and has made Interior Designers more sought-after.

BATHS OF AMERICA: How can an experienced interior designer help a custom home builder or a remodeling contractor with their building or remodeling projects? *MARISOL:* We can help by making their job easier. We help keep the project organized, provide construction drawings that include furniture layouts to provide realistic spatial expectations before the project even begins. We also take the selections process off their "to do" list. We make



the selections, source materials, deal with vendors and suppliers, while working well with budgets, and timelines keeping the project on schedule. Professional Interior Designers bring value to the builder/remodeler by helping prevent costly mistakes and providing efficient solutions when issues arise. We provide creative input adding to the home's value and allow for marketing to the discerning client. We also alleviate a lot of the stress by taking on this portion of the process. This allows builders and remodelers to understand how valuable we are to the flow and completion of the project.

### BATHS OF AMERICA: What sets you apart from other designers?

MARISOL: I have a strong work ethic and stive to provide great customer service that allows me to do a professional job for my clients. I am very meticulous and bring my clients solutions that they may have not considered before. A client can be easily persuaded by something they see on social media or on a tv show somewhere. I will take their inspiration and add a different take on it to fit the lifestyle that they really want to have, so that their environment is truly tailored to them. I also don't just design to fit the client's current lifestyles. I had a client once that did not want to meet at her current home after I said that I wanted to see how they lived and to get to know their lifestyle. She let me know that she did not want me to see their current

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### Continued from page 19

lifestyle, because that is not how they want to live in their new home. That really made an impression on me, so I've carried that with me on my subsequent projects. Instead of designing to fit their lifestyles, I start by asking, "How do you want to live in your new home or space?" Then I offer creative solutions to achieve that goal and either enhance or elevate the way they live.

#### BATHS OF AMERICA: What has been your most



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### challenging project and why?

MARISOL: My most challenging project was a new build that I worked on two years ago. It was challenging because the builder was adamant about not working with a designer. My clients sought me out through referral because they wanted the professionalism that I bring to my projects. The builder never wanted to speak to me because he said that the designers he had worked with before just slowed him down. Once he saw the value in having me, an actual professional Interior Designer, he realized that I did, in fact, prevent costly mistakes and helped the project run smoother.

BATHS OF AMERICA: How do you begin the materials selection process when working with builders' and remodelers' clients?

MARISOL: I begin by understanding the scope of the project. I discuss timelines and budgets with the client and start asking discovery questions. If the project is a new build, I select the items in order of their stage of construction and installation. When everyone has signed off on the final selections, I begin to order the products that will need to be ordered first, i.e. exterior selections. Then we move toward the interior where the plumbing and appliances are ordered next. I try to get all the selections made and signed off on, before construction starts so that the products are ordered early enough to account for delays and back orders. This avoids disruption to the flow of the project and allows the timeline to stay on track.

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Improving homes,
enhancing lifestyles
in Greater Houston and beyond





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

Baths of America • 713-572-2284



### **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.



### **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 -

hratliff@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.

The Metropolitan Builder 2206 Paso Rello Drive Houston, Texas 77077

## Leading With Integrity:











