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PUBLISHER'S note



Giselle Bernard,

The Power of Networking with Like-Minded Partners

In business, success is often determined by the strength of your relationships. Aligning with partners who share your target market is one of the most impactful ways to grow. This strategic synergy doesn't just expand your reach—it amplifies your efforts, increases visibility, and opens doors to valuable opportunities that might otherwise remain out of reach.

Networking with professionals who serve the same clientele allows for shared resources, complementary expertise, and mutual support. These collaborations strengthen credibility and help businesses deliver seamless, comprehensive services to clients, building trust and fostering longterm relationships. The result is a win for everyone: businesses, clients, and the community.

What sets us apart is our commitment to connecting professionals with trusted, vetted partners. Every partner we represent comes highly recommended

by the respected building professionals we've featured. This ensures that every partnership we facilitate is rooted in trust, quality, and proven excellence.

By joining our exclusive network, your business can grow through qualified referrals, meaningful collaborations, and connections with highly regarded industry leaders. Whether through cohosting events, cross-promoting services, or sharing insights, our approach to networking creates growth opportunities for all involved.

If you're ready to grow your business, align with trusted professionals, and thrive in an environment of category-exclusive partnerships, we invite you to join us. Together, we'll build connections that elevate your business and deliver lasting success.

Warm regards, Giselle Bernard





JTX Builders Puts Quality Before Speed

By Kathy Bowen Stolz

For Joshua Cadis, owner of JTX Builders, the best compliment a homeowner can give him is to never call him with a problem after closing.

Cadis is a builder who puts quality before speed, doing things the homeowners will never see to ensure they can live in the house forever with confidence. "I want to build a good quality product for a select group of people who want things done correctly.

"I take pride in my work, putting honesty and integrity above all else. In reality, all a builder has is his reputation. When no one's looking, are you doing the right thing? Do you stand behind your work? If I discover a mistake, I correct it. Doing things right gives me peace of mind."

He also uses vendors who share his philosophy. As an example, he cited a home where the entire air conditioning



system was replaced at no cost to the homeowner after he learned that the system was not cooling properly in one section of the home. The vendor picked up the cost. "My vendors also stand behind their work," he explained.

Josh developed his philosophy in part by observation. Coming from a family of builders in Louisiana, he became interested in the building industry as a teen. He jumped at the chance to learn from a custom builder who was looking for someone to train. Riding around with the builder, he learned many of the fine points to the trade: How to do calls. How to walk a job site. How to frame.

But before taking the leap into homebuilding, he worked on the periphery of the industry, starting a business that focused on home maintenance, primarily pressure washing. When a builder service company hired him as an office manager, he learned about counter tops, further deepening

his knowledge of the industry. After a four-year stint as a project manager for another builder, Hurricane Harvey propelled Cadis into homebuilding because of the high demand for demolitions and renovations.

Twelve years after entering the building industry, he started JTX Builders in 2018, proving himself with speculative homes at first. The company is growing steadily with 80 percent of its custom home clients coming through wordof-mouth referrals, although JTX does maintain a social media presence.

JTX Builders' "sweet spot" is a 3,500- to 5,000-sq. ft. home that sells for \$850,000 to \$1 million without land. His clients cover a range of demographics, although he said he frequently builds for almost-retirees who are constructing their final homes.

















Continued from page 5

Cadis prefers to build in the area northwest of Houston within a two-hour radius of his Waller home, including Kady, Magnolia, Dayton, Bremen and Montgomery. JTX builds five to 10 custom homes yearly, with 70 percent contracted and 30 percent speculative on average. He buys lots in neighborhoods where the developer has already begun work, such as High Meadow, Crown Ranch and Saddle Creek Forest, for his spec projects.

Whether contract or spec, "I use the same trades no matter what the size of the house. I put an emphasis on quality. I pay more money because I expect them to show up on time and stand behind their work. I treat them with respect, call them by their first names. I pay them what they ask and pay on time. It creates a more cohesive, more peaceful job site and they deliver a better product for my clients. Punch list items get taken care of the next day."

He continued, "I don't put timelines in my contracts, although it typically takes 9-12 months to finish a home. We take it step-by-step. I tell my clients, 'This week we're doing this; next week we're doing that.'

"When you have to finish things in a hurry, quality suffers. I don't stack subs on top of each other to meet some

arbitrary deadline. Chaos on a job site is not fun. I give painters the run of the house, for example. I tell them to take as long as it takes."

Cadis said he tries to continually improve, trying to make each house better than the last. He said he learns by listening to the different subcontractors. For example, he has learned that pre-conditioning a house by controlling the humidity creates a better environment for the painters.

Josh expects to continue his career in the building industry, although he'd like to be known as a premier customer builder focusing on more boutique projects at a higher price point within the next 10 years. "For me, building's fun, exciting. I like the new challenges that come with every project."

For more information, contact JTX Builders at 713-591-9692 or info@jtxbuilders.com or through the website www.jtxbuilders.com

The office is located at 8280 Quarter Horse Lane, Waller, TX 77484

Spring Into Style With These New K+B Trends

By Linda Jennings

From a classic white freestanding tub to a mocha kitchen faucet the trends for spring are awash with personality. Here are our top picks for new kitchen and bath fixtures and fittings, all great options for contemporary living. These new products combine style and personality

with classical comfort for years of enjoyment. Ideal for new home builds, renovations, additions, and guest homes. Builders will love the ease of installation and homeowners will love the lasting beauty and functionality.



Acquabella's Monviso freestanding bath

Timless Style

With a classically perfect shape, Monviso is one of the most transitional tubs in the Acquabella Collection. The tub features a gentle classic oval design with soft rolled lip, modest pedestal and embossed linear detail around the tub. Monviso is crafted in the brand's exclusive mineral composite material which consists of organic dolomitic limestone and high-grade casting resin. Its beautiful, nonporous, shock-resistant surface is UV and stain-resistant, durable and easily maintained, with a white glossy finish and optional exterior colors in matte finish. The tub measures 66.5" x 33" x 24.5", and it is available as a soaker or air bath. Monviso features a classic two-person interior design and high-insulating properties to keep the bath water warm longer for extended relaxing soaks and a full-body hydrotherapy experience.

Modern Upgrade

The Milne Edition 3450 features a modern wall-mounted design to free up counter space, while the double cross handles make operation easy. Available in either an 8" or



Milne Editions 3450 Bath Facuet in Polished Nickel by Barber Wilsons

10" spout reach, is 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 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.

Chocolate Dreams

The Pantone color for 2025 is Mocha Mousse, and Isenberg by FLUSSO offers a faucet finish that perfectly aligns with this trending hue - Dark Tan. The finish is light and decadent with a natural tone, making it the ideal finishing touch for an exceptional kitchen design. The Ziel K-1360 model brings a sleek vibe to the kitchen with its graceful, high-arched spout. Colorful finish options amp up the drama; the brand offers 20 different shades, ranging from sky blue, army green, and deep red to more neutral options like distressed black, steel gray, and their own version of mocha. The sleek Ziel faucet is constructed of premium stainless steel with a pull-down faucet and



Isenberg by FLUSSO Ziel K-1360 in Mocha Mousse

dual function sprayer with extended 16" reach and is built with exceptional craftsmanship and commitment to environmental stewardship. Available with a matching soap dispenser, Ziel features single hole installation and is ADA and WaterSense compliant with a flow rate of 1.8 gallons per minute at 60 psi.



Ruvati's Canali Collection in Satin Black

Dramatic Satin Finish

rnity with the addition of a luxurious Satin Black finish to their popular Canali Collection. Made in Italy by skilled artisans, the epiStone bathtubs and sinks are crafted from 70% crushed natural stone and minerals blended with Continued on page 10





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proprietary resins that are strong, durable, and have a satin finish that is silky smooth to the touch. The oval silhouette of the sink was intentionally designed for maximum comfort, measuring 59" x 27-1/2" x 19 1/2", while the sink measures 19" x 14" and has an elegant curve to the vessel base. Backed by Ruvati's Limited Lifetime Warranty, the Canali Collection brings a bold style built to last in today's busy bathroom.

Two-Toned Beauty

Lenova's new SK202 solid stainless steel kitchen faucets get an update in two-toned beauty. The new faucet was designed not only for its beauty but is built to last. The type 304 stainless steel construction of the new faucet eliminates the concern associated with lead, and the extra PVD adds a layer of protection on the stainless surfaces insures a lifetime of good looks with minimum care. All the faucets have long life ceramic disk cartridges, the stream and sprayheads are stainless steel NOT plastic for long life and a limited lifetime warranty is standard on the stainless components. The commercial look and feel of the solid stainless steel SK202, shown, is now offered in a Matte Black and Brushed Brass/Gold finish with a high arc stainless steel spring for support and a solid stainless steel sprayhead with stream and spray functions.



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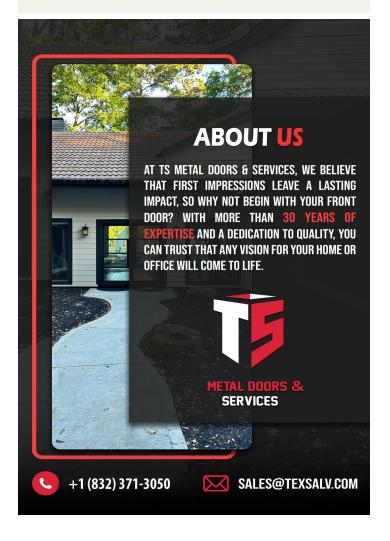




Lenova Kitchen Faucet in Matte Black and Brushed Brass/Gold

To find out more about the brands featured here visit their websites at:

barberwilsons.com • acquabellabaths.com isenbergfaucets.com • ruvati.com lenovasinks.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

During her graduate studies at Texas A&M University, Ivannia Delgado, president and owner of Tushita Builders, began embracing cutting-edge innovations that significantly elevated her approach to construction management.

Implementing these advanced techniques, combined with her unwavering commitment to quality and client satisfaction, distinguish in a field often defined by uniform standards, according to Delgado. By consistently applying what she learns in her graduate program, where she earns top marks among seasoned engineers and architects, Delgado exemplifies perseverance, focus, and a steadfast desire to excel.

"Getting As depends on the effort you put in," Delgado

said. "I try my best in everything; I try to exceed expectations." That same mindset informs her construction projects: "I care about delivering a final product that everybody is happy with and one that I am proud of."

Specializing in speculative residential properties that are typically 4,500 sq. ft. or larger and valued at \$1.5 million or more, Tushita Builders also offers high-end renovations and commercial construction.

Tushita Builders has carved out a niche in Houston's high-end market. Ivannia collaborates with architects and designers to develop homes featuring thoughtful enhancements, ensuring they stand out in sought-after neighborhoods such as River Oaks, Afton Oaks, Highland





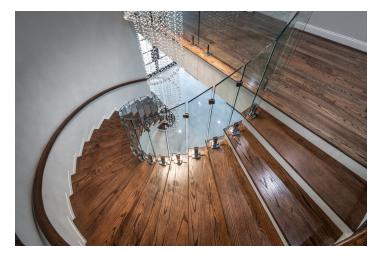


Village, Memorial and Spring Branch. By personally selecting her subcontractors and treating every build as if it were her own, she maintains a close eye on quality while keeping the homeowner's ultimate needs in focus.

"My houses in general have more amenities than the standard," she noted, underscoring her commitment to offering tangible benefits that go beyond the basics. From spacious kitchens with top-tier appliances to elegant master suites featuring generous walk-in closets, Delgado's goal is to craft living spaces that blend luxury with livability.

The homebuilding industry never stays still, and Delgado has observed clear shifts in design preferences. Buyers often look for open layouts, high ceilings and abundant natural light, all while expecting features that balance modern aesthetics with practicality. According to Delgado, contemporary finishes can be visually striking but can also pose maintenance challenges if not applied correctly. To mitigate these issues, Tushita Builders carefully evaluates each material, technique and design choice, ensuring durability matches the aesthetic appeal.

Delgado's refined approach often includes a first-floor primary bedroom, coveted for accessibility – along with



dedicated office spaces to accommodate today's work-from-home culture. Hardwood floors offer timeless warmth, while spacious living areas provide the flexibility modern families desire. By combining form and function, Tushita Builders sets a high standard for residents seeking both style and comfort, she added.

Tushita Builders prides itself on incorporating unique, personalized touches that reflect Delgado's creative flair.

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A prime example is the striking glass staircase featured on her website. www.tushitabuilders.com. Bringing this vision to life demanded close collaboration with subcontractors to navigate complex engineering requirements. Through iterative planning and problem-solving, Delgado's team successfully delivered a final result that showcases craftsmanship as much as creativity.

"We tackled the complexities together," Delgado explained. "It was a process of balancing aesthetics and engineering, ensuring safety and visual impact aligned perfectly."

Respect and partnership lie at the heart of Delgado's approach to leadership. She views subcontractors as integral members of her team, going out of her way to ensure they feel appreciated and supported. In Houston's sweltering summer heat, that sometimes means providing water and Gatorade to keep workers comfortable. By

fostering this kind of environment, Delgado promotes efficiency, moral, and accountability, all of which translate into superior results for her clients.

Delgado's journey into the world of homebuilding sprang from a friend's suggestion, and her first spec home project quickly revealed a deep-seated passion within her for the craft. For her, the completion of each project represents more than a professional achievement – it's a testament to the collective expertise, creativity and dedication that go into transforming ideas into tangible spaces.

"It's very rewarding to see a family settle into a space I helped bring to life," she said. "Knowing I've contributed to something that will shape their daily experiences is incredibly fulfilling."

Although Delgado already held a BBA and an MBA from

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Sales Professionals



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 Remodelina

"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.







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Continued from page 15

the University of St. Thomas, she chose to return to college a decade later to deepen her construction expertise pursuing a Master of Science in Construction Management (MS-COMG) at Texas A&M. "The knowledge and connections I'm gaining from it are absolutely worth the effort," she explained. "I've learned from remarkable professors visionaries behind The Woodlands and the creative minds behind Primavera P6. As both a developer and builder, I want to absorb everything they have to offer." She is also a Certified Professional Builder through the Greater Houston Builders Association, underscoring her dedication to professional growth.



Contact Tushita Builders at info@tushitabuilders.com or (713) 440-9577, or visit www.tushitabuilders.com. The office is located at 1700 Post Oak Boulevard, 2 BLVD Place, Suite 600, Houston, Texas 77056.



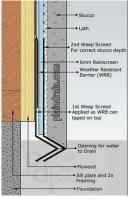
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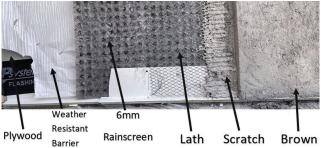
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In the world of interior design, creativity, expertise, and personal touch combine to create spaces that reflect the heart and soul of the people who inhabit them. Few embody this philosophy as wholly as Melissa Snow, the owner of Melissa Snow Designs, LLC. Driven by a passion to bring individuality and timeless style to every project, Melissa has established herself as a designer who delivers not only beauty but also value, making her a standout in her field.

A Unique Approach to Design

Melissa Snow Designs was founded with a simple but profound mission: to bring a personal touch to an often cookie-cutter process. Melissa recognized a gap in the market for consistent, timeless designs that are both accessible and tailored to each client's vision. Her approach goes beyond aesthetics—Melissa focuses on crafting functional, reliable designs that maximize her clients' investment in their homes or commercial spaces.

Melissa's background is as unique as her design philosophy. Her ability to execute original yet timeless designs stems from her deep understanding of the industry's technical and creative aspects. Whether it's a sprawling custom home or a small renovation project, Melissa approaches each project with the same level of dedication and innovation.

A Designer Who Listens

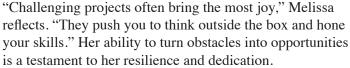
At Melissa Snow Designs, the client always comes first. Melissa emphasizes listening—not just hearing—what clients need and want from their spaces. "I believe the client should have the final decision," she explains. "They're the ones who will live in the space, so it's essential that it reflects their personality and lifestyle."

This philosophy has earned Melissa a reputation for unparalleled customer service. She offers flexible processes tailored to each client's preferences. Whether a client wants to be deeply involved in every decision or prefers to see a completed design ready for approval, Melissa adapts her approach to meet their needs. This adaptability sets her apart in an industry where a one-size-fits-all approach often prevails.

Tackling Challenges with Grace

Melissa's expertise extends to tackling complex and demanding projects. Among her most challenging was the design of a 20,000-square-foot restaurant in a historical building. The project required her to navigate strict landmark guidelines while balancing modern mechanical, electrical, and structural updates. It was a test of patience, creativity, and problem-solving.





Collaborating with Builders and Remodelers

Melissa's role goes beyond design; she also partners closely with builders and remodelers to create cohesive and functional spaces. "We aim to be on the same page as the builders," she says. By aligning her designs with the construction process, she ensures that timelines, budgets, and expectations are met seamlessly. Her attention to detail and proactive communication have made her a trusted partner to industry professionals.

Melissa also assists builders and clients in material selection, streamlining the process by drawing from her network of trusted vendors. Her ability to interpret her clients' tastes and translate them into tangible choices saves time and avoids costly missteps.

Staying Ahead of Trends

In an ever-evolving industry, Melissa ensures she stays ahead of design trends through continuous learning. From attending trade shows and seminars to exploring the latest tools and technologies, she is always seeking ways to enhance her expertise. Her use of 2D and 3D visualization tools allows clients to see their spaces come to life before







the first nail is hammered—a game-changer in helping clients feel confident in their decisions.

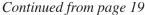
Clients also play a significant role in keeping her inspired. "Sometimes clients bring ideas that are completely out of the box," Melissa says. "It's exciting to take those concepts and turn them into reality."

The Joy of Creation

At the heart of Melissa's work is her love for creativity and problem-solving. Whether it's selecting the perfect accessory, rethinking a layout, or knocking down walls

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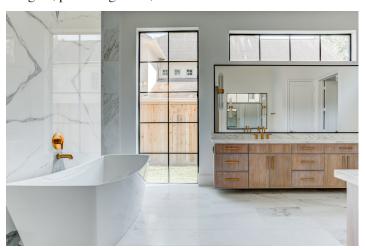




to open up a space, Melissa finds joy in every aspect of design. "Each project is unique, and that's what makes it exciting," she shares. "There's always a new challenge and a new success."

Melissa Snow Designs: Delivering Value and Vision

Melissa Snow Designs embraces projects of all sizes and budgets, providing fresh, innovative ideas and customized





solutions for each client. The company's dedication to quality and client satisfaction ensures that every project is a reflection of the client's vision and Melissa's expertise.

From creating beautiful, functional homes to designing dynamic commercial spaces, Melissa Snow is redefining what it means to be an interior designer. Her blend of creativity, technical skill, and customer-centric philosophy makes her a true trailblazer in the field.

As Melissa continues to transform spaces across Houston and beyond, one thing is certain: her designs aren't just about creating beautiful spaces—they're about making dreams a reality.

For more information contact Melissa Snow Designs, LLC melissasnowdesigns.com

281-639-0039 melissa@melissasnowdesigns.com @melissasnowdesigns

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Customer Reviews

Brian Phillips - Cayson Graye/Alair Homes

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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.

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Leading With Integrity:

