

INTEGRITY

Update

Summer
2016

Inside

TOP 10: items to review when comparing contracts

Employee Spotlight:
Chris Varilly

Renovation vs. Addition

Options for finding more space in your home

Clients turn to Integrity because their homes do not meet their current needs. They may feel like they need more space and sometimes they do. And in those circumstances we add on but sometimes the home has plenty of square footage but the current floorplan of the house isn't working for them. With every project we look at the current layout and discuss the problem areas and their desires such as a more open floorplan or a more efficient kitchen layout. We look at all the options for finding more space and/or improving the space they have. Taking down a wall and

Continued on page 2



◀ Space for Entertaining

_____ square feet was added to the kitchen making room for a large L-shaped island and extra seating. A second sink, wine cooler, restaurant quality appliances and vent hood added modern conveniences. The nook was extended giving room for a dining space and a built-in fireplace. Skylights let in natural light.

▼ The Transformation

Left: the kitchen and seating area before the renovation was cramped and had no natural light. Middle: 3D renderings of the plans give the client a sense of how the new addition will feel. Right: A photograph of the finished project from the same angle as the rendering. The homeowners wanted a space that provided space for entertaining. The finished renovation includes a large kitchen with an island with double height counter and extra seating, a dining area, and a seating area by the built-in fireplace.

▲ Design Plans

The yellow highlighted area of the floorplans show the addition.

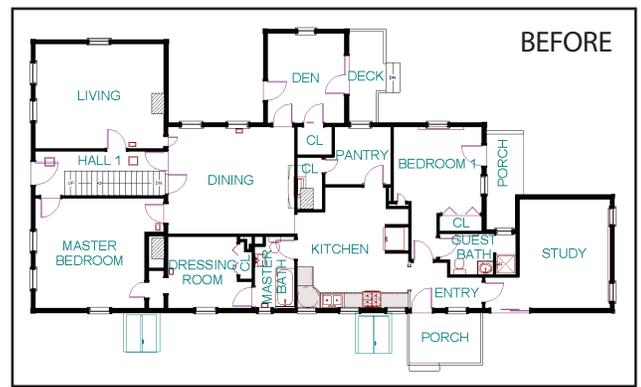
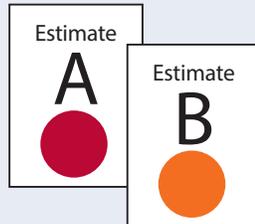


TOP 10: items to review when comparing contracts

There is a lot to consider beyond the bottom line number when you are comparing estimates for a home remodeling project. Here is a list of items to look at in your contract.

1. Make sure the contracts include the complete scope of work. Costs vary based on assumptions for materials or services. You want to make sure you are comparing apples to apples.
2. Adjust allowance amounts to make them even before comparing the bottom line. Proposals will often include allowances for materials you haven't yet selected. An allowance that is too low will limit your choices. A good contractor will gauge your taste and provide a realistic allowance. This might increase the bottom line but will also give you a more accurate picture of your overall cost.
3. Ask if any upgrades to the smoke and CO detection system (anything else here)? are required to meet new building codes.
4. Check to see who is responsible for property survey and permit costs.
5. If digging is going to occur, make sure the contract includes refurbishing your lawn. If exterior work is being done, ask for a plan to protect your landscaping.
6. Ask the contractor to assess your existing heating and septic system (anything else need to be included here?) to verify that these systems can handle the changes to your home.
7. Check to see if smaller items like bathroom towel bars and cabinet pulls are included in the price.
8. Make sure the contractors have General Liability and Workman's Comp Insurance. If an uninsured contractor gets injured on the job, you may be liable.
9. Ask your contractor for ideas for implementing energy-saving upgrades. If you are opening up walls, it is a good opportunity to add insulation if needed or upgrade doors or windows.
10. If you are planning on being in your home for the rest of your life, find out if your contractors have training in aging in place design. Now would be the time to add universal design features into your plan. Adding these features at a later date can be costly.
11. Most contracts will have a clause protecting the contractor from hidden conditions. An experienced contractor will be able to evaluate and anticipate issues that might arise during construction and bring them to the homeowner's attention ahead of time. (do we need to include this one?)

A good contractor will take into consideration all the fore mentioned items and welcome your inquiries. You want to avoid a situation where you've hired the lower-priced contractor only to have the budget balloon once the project's underway. Don't assume the higher bottom line is due to contractor fees. There are many factors that can add up to a successful renovation. When deciding who to hire, take into account how well the contractor communicates with you. Home remodeling is not just a product, it's also a service, and a smooth, streamlined project is priceless.



Continued from page 1

making a few changes can often transform a house creating a better flow, bringing in more natural light or designating an area for a specific activity like entertaining. The following two projects are examples of two renovations--one that stayed in its existing footprint and the other an addition. If you want your home to fit your lifestyle better, call Integrity and schedule a free design consultation.

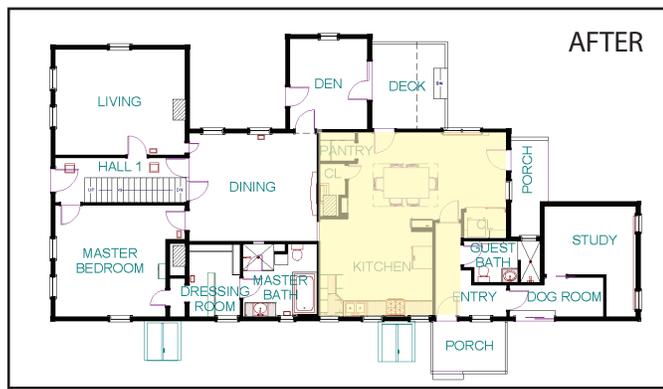
Refer a friend. Reward yourself.

Are you a former or current Integrity customer? If you refer a friend to Integrity and your referral results in a signed contract, we'll reward you with a \$100 gift certificate.

You choose:

\$100 at a local restaurant of your choice,
\$100 at Cows Building Supply, OR
\$100 at a local business

Our customers are our best P.R.



◀ **Design Plans**
The yellow high-lighted area of the floorplans show the renovation.



‘Does the client really need to add square footage or do they just need to reconfigure what you have to work better for their lifestyle?’ is a question we pose every time a client comes to us stating ‘We need an addition.’

Employee Spotlight Chris Varilly

has been with Integrity since August of 2012. He had previous experience working with his step father for 10 years.



He has recently finished working on a commercial project at Ramon Financial Services.

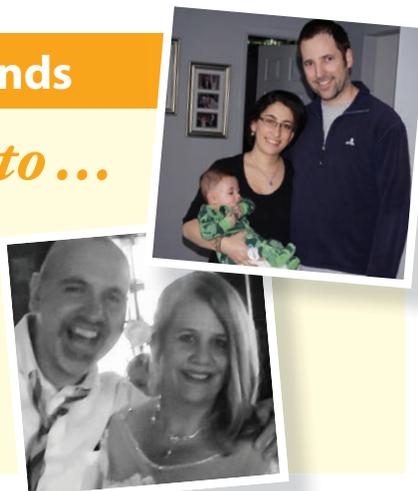
In Chris’ spare time he enjoys golfing and fishing. Chris and his wife are expecting their first child in June.

Integrity Family Expands

Congratulations to...

Anna and Tim Cook on the arrival of their daughter, Samantha Phoebe on September 15th.

Penny and Mike Whitlock who were married in August 2015 after a 17-year-long courtship.



INTEGRITY

DEVELOPMENT & CONSTRUCTION, INC.

Owners

Anna Novey Cook
Heidi Flanders
Project Manager
Kyle Belanger
Jackson Powers

Design

Iesha Gomillion

Office Manager

Penny Whitlock

Marketing Coordinator

Kelli McCormack

Field Staff

Don Byler
Jimmy Clark
Bert Hickey
James Martula
David Perusse
Scott Schabacker
Chris Varilly

INTEGRITY

DEVELOPMENT & CONSTRUCTION, INC.

www.integbuild.com

110 Pulpit Hill Road
Amherst, MA 01002

COMMUNITY

NEWS

Atkins North Now Open

Integrity Staff attended the Atkins Opening Day Celebration on September 12.



Amherst Winterfest

Integrity sponsored this year's Winterfest. Even with the lack of snow fall, there was plenty of snow trucked in for the festivities.

Integrity-build Passive House receives Certification

Alexi Arango's Amherst home is the first Certified Passive House in the Pioneer Valley and one of only a few in Massachusetts to receive certification.

Integrity completed the construction of this GO Logic-designed house in the Fall of 2014. All parties involved were committed to realizing this high standard of energy efficiency and we are proud to have done our part to help Alexi reach this goal. This house was also part of the Amherst Historical Society's House tour. To learn more about this project visit our website and click on the News item.



