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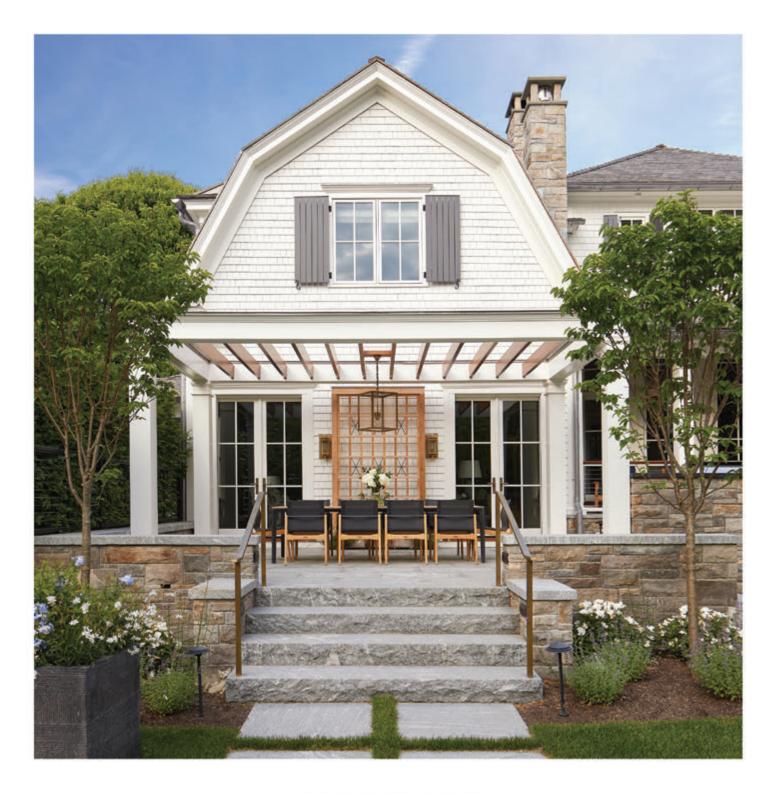
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DESIGN +DECOR

CONNECTICUT NEW JERSEY NEW YORK

VOLUME 18 ISSUE 4 | 2021









22 ARCHITECTURE

Christopher Pagliaro Architects Wormser + Associates Architects Stephen C. Gidley Lovas Architects Studio Dumitru

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INTERIOR DESIGN

Lea Shulman Interiors California Closets Linda Ruderman Interiors Settled.

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KITCHENS + BATHS

Kitchen Magic Jan Hiltz Interiors Majestic Kitchens + Bath Form LTD Design by the Jonathans Gardiner + Larson Homes



LANDSCAPES Austin Ganim Landscape Design Seventy Acres

DEPARTMENTS

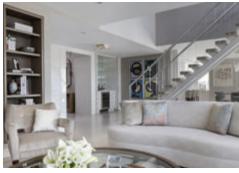
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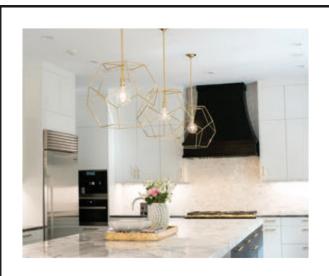
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EDITOR'S LETTER



hat a difference a year makes! Last year at this time, there was no possible way to have an in-person event like the Builders and Architects Roundtable that we had last month at Gault in Westport.

How wonderful was it to be able to glad-hand and talk face-to-face with no masks interfering with our speech. Everyone was in such a great mood, incredibly valuable information on the state of the industry was shared, and the lively discussion left me for one feeling more educated than when I started the discussion.

It's amazing to me the difference in-person contact has in our lives. I guess you don't realize what you have until it's gone and thank goodness we are at the cusp of getting back to an semblance of normalcy in our everyday lives.

We will have a full feature on what was discussed in our next issue. I look forward to sharing the information with you soon.

Enjoy this issue! We have some wonderful transformations for you to peruse, including our cover girl Eva Chiamulera's absolutely stunning landscape creation in Westport. Thank you, Eva, for sharing such a great project with our readers. It makes a great cover!

Matthew J. Kolk Editor in chief





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Beach House

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For a Connecticut coastal pool house, Meghan De Maria and Courtney Yanni of Moss Design layered bold prints in a seaside palette of blues, punctuated by organic rattan and rope textures. The result is a fun design that brings together California cool and Palm Beach panache mixed with tropical vacation vibes. Working with local vendors like Dunes & Duchess and Oomph, and some of their favorite California-based brands, including Verellen, CW Stockwell and Palacek, the team created a pool house that beautifully expresses the Moss Design mantra to "Live a Great Story."



Painting by Jason Bereswill, sourced through BB Art

Art is a vital component of Moss Design projects, and Meghan and Courtney work closely with BB Art Advisory to curate art that elevates their designs. This Jason Bereswill painting titled Bermuda Wave brings a sense of calm, with colors that feel lit from within, and soft brushstrokes that evoke the movement of waves and the softness of clouds.

Liquor & Lacquer Coffee Table

Meghan and Courtney love when form meets function and fun! This shiny and bright table from Oomph is just that: the delightful Lazy Susan allows for a gentle spin to pass a cocktail or board game over to a friend.



Society Social - Makati Pencil Rattan Console - Navy Rattan is having a moment, and the exotic texture brings to mind vacations and warm climates, while the navy color adds an unexpected twist that is fun and preppy—perfect for a pool house!

Stockwell - Martinque Fabric This iconic Banana Leaf print was made famous at the Beverly Hills Hotel and brings a fabulous, playful mood to this pool house design.





Capitola Lounge Chair Chunky seagrass and rope give great texture to these chairs and are reminiscent of a tropical resort. Cozy, deep cushions upholstered in happy seaside colors from Quadrille evoke ocean waves in a gorgeous abstract design. The pattern and color beautifully complement the Banana Leaf print.



Verellen - Seymour Sofa This modern yet classic sofa brings a laid-back cool to the pool house. And, best of all, it is the ultimate comfy spot to relax after laps.

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hat do you get when you bring together three architects with a shared love for nature and a respect for classic and modern archi-

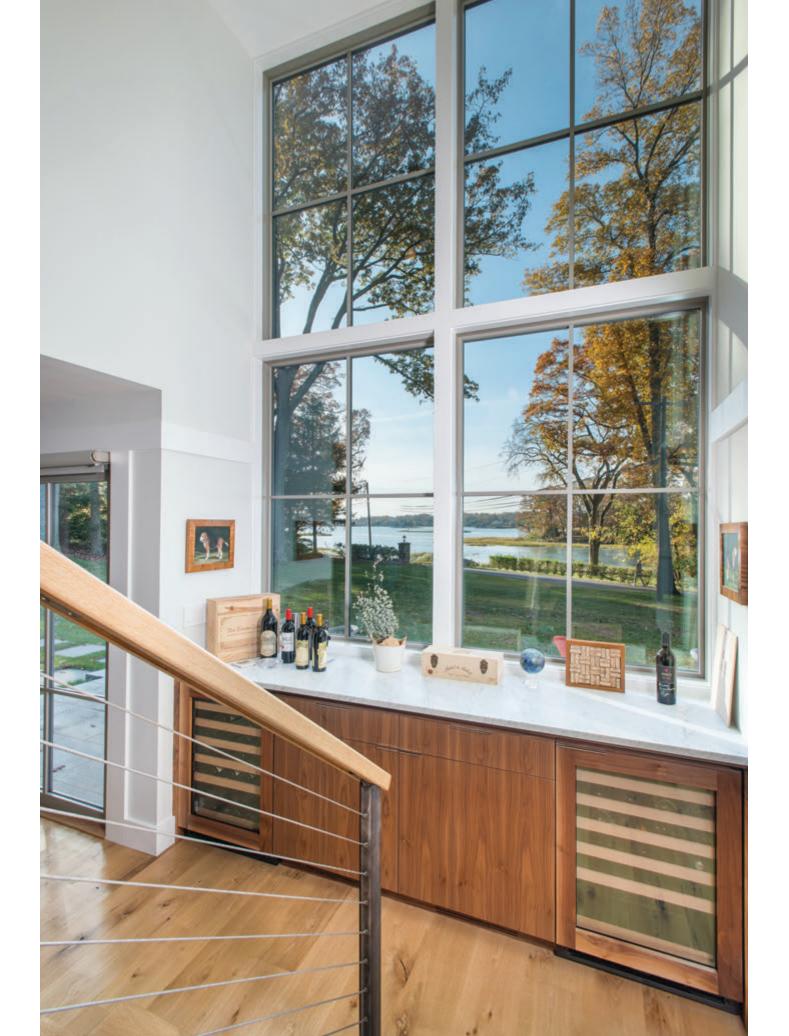
tecture? You get a home that captures it all.

Connecticut architect Christopher Pagliaro has a long history in local residential architecture—and in waterfront properties in particular. When a husband and wife who are both corporate architects wanted to redesign their home near the water in Darien, CT, but found it outside their area of expertise, they brought in an expert.

Architects hiring architects may sound a bit surprising, but it does happen, and, in many ways, architects are not very different from the clients with whom Christopher typically works. "Most of my clients have tremendous respect and admiration for professionalism," he notes. Having said this, Christopher laughs when he's reminded of a story from another architect who once walked by a car repair shop where a sign read, "Labor, \$75 an hour. If you help, \$150."

Sure, there may be challenges when working with clients in the same profession, but just as with all his clients, Christopher knows when to step away and when to step in with a trained eye and an opinion. "Smart people try to resolve things," he says, "but I always tell my clients, 'Your job is to create the problems. My job is to answer them. Challenge me.' In this case, the clients also spoke the same architectural language and simply enjoyed the process."

The project did have some challenges, but a lack of scenery wasn't one of them. The property sits within the Tokeneke Association, a residential community within Darien in Fairfield County. The colonial-style home enjoys unique southwestern views of the surround-





ing land and Scott's Cove. Originally developed in the early 1900s, the area is well known for several properties owned by Charles Lindbergh and for the well-executed stone homes by Frazier Peters. Over time, home styles in Tokeneke and the surrounding area have become more eclectic. The world-famous Smith House by Richard Meier is only a short distance away.

The scenery was a strong draw for the new owners, but some parts of the home required adjusting. The views from the windows were awkward and uncomfortable, particularly upstairs. Other areas with attractive views had no windows at all. Then there was the confusing access to the home. Due to the property's shape, the rear of the home had stronger presence along a road separating the house from the water. This prompted a previous owner to install a second "front door" along the rear side to make it more presentable from the road, but it was architecturally and socially awkward. Visitors didn't know where to park and often walked through the rear lawn to the door rather than access the home from the driveway on the property's other side.

In addition to these challenges, the owners also wanted a more modern look, but not too modern, to fit in with the community and respect the home's colonial bones. And they also needed a third garage bay.

Meeting the Challenges

Christopher recommended a new garage and entrance concept. It was outside the owners' original vision, but he took a chance. "What I found was, when the owners pulled in the driveway, the two-car garage jutted out from the house and you couldn't experience the front door," he says. If accessing the door behind the current garage was already a challenge, a third bay would make it even harder.

Christopher suggested changing the current garage to read as three separate garages. One bay would step out further from the other and be designed in white paneling. A matching white bay would be added on the other side of the house for symmetry. The resulting design and white color would interact with white entrance windows to create an easily readable courtyard. The entrance would be further defined by bringing the front door an additional 10 feet into the courtyard. "You get nervous presenting this to someone who has a preconceived notion of how the design was going to be resolved," says Christopher. "Fortunately for me, they both said, 'This is terrific. We didn't think of this. This is why we called someone like you.'"

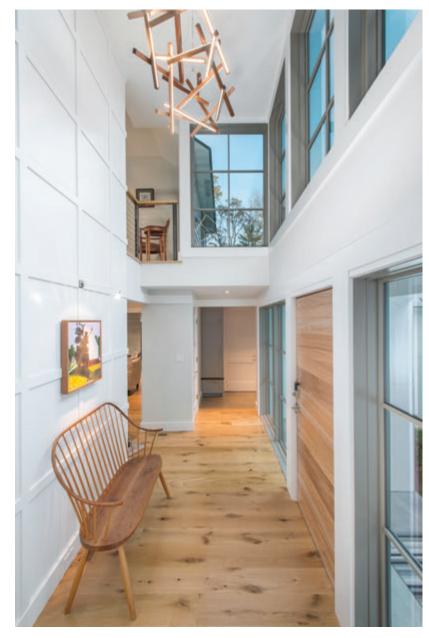
Exterior Design

The design team reworked the home to include large white-framed windows. The square and rectangular shapes were born from an interior solution for the kitchen and family room, but they also serve other purposes. They provide a bigger and bolder design aesthetic that still respects the bones of the home. They also work with other interior and exterior elements as a nod to Richard Meier, a man well known for large windows and white walls in grid patterns. And they greatly improve the home's viewing areas—particularly upstairs. "Before, you couldn't see ahead of you, only downward," says Christopher. Along the top floor, boxed window frames were cut into the roofline rather than set underneath, giving the owners more height while adding a dynamic look.









Christopher redid the roof in metal to complete the modern theme while complementing the home's original styling. The material also brought a third visual benefit. "Regular shingles lay out horizontally, but metal roof reinforces the vertical," he says. "It takes a roof we inherited—and may have wanted to be steeper if we designed it from scratch—and makes it seems as though it is going deeper into the vertical horizon."

Grand Entrance

With the entrance pushed further into the courtyard, the bottom entrance was opened up with glass. "The idea was to see through the house to the water," says Christopher. "That's the money shot."

Inside the front door, Meier-inspired wall paneling combines a modern and traditional look while working with the neighboring windows to flood the entrance with light. The area reveals open pathways and upperstory lookouts partially separated by walls that offer both easy access and privacy for the homeowners and an inviting and intriguing environment for guests. "The mystery of architecture is wondering what's around the corner," says Christopher. "If you see a wall and there is light coming from behind it, you're going to wander over there to take a peek."

Maximizing the Floor Plan

Christopher's team opened up the interiors by reducing walls and adding large windows to absorb the panorama. Rooms were further defined by working with the "sixth surface": the ceiling. Here, beams create imaginary entrances into spaces in ways that are less restrictive than solid walls. The beams also played an architectural trick by seemingly adding to the ceiling height. "We weren't about to tear apart the second floor to gain a foot," he explains, "so the question was, 'How do you make a white ceiling feel higher?' By bringing other things down."

Dual-Functioning Staircase

To maximize the view of the water from the front courtyard, the design team changed the staircase to open risers, pushed the stairwell further out and set it inside a tall, vertical box of expansive windows. The addition left room for a bar area on the bottom floor that feeds seamlessly into the living room, dining room and rear yard.

Living Room Expanse

The neighboring living room was previously long and narrow, like most homes of this style. Here, Christopher enlarged the room for comfort by pushing the fireplace wall outward. The expansion was lined with windows to give the room more breadth while adding character through views of the yard.

Designers constructed a new fireplace in concrete to complement the original home's natural, earthy feel





while also blending modern and traditional styling. "People think concrete is modern, but the cavemen used it," says Christopher. "It's from the earth. It's lime, cement and water. It's as old as the day is long." How the concrete was applied was equally important. "We didn't want to introduce slabs and fanciness. We wanted it to feel organic." He used board-formed concrete to resemble a stripped surface.

The combination of the concrete fireplace, wainscoted walls and window moldings with beams of complementary gray and white pick up on the home's traditional aspects while adding a clean look in solid colors and straight lines.



Dining Area

The team opened the dining room walls for easier access from other areas of the home. Larger windows along the south side provide unobstructed views of the water. The concrete treatment on the fireplace offers a cleaner take on the home's theme.

Kitchen and Family Room

The kitchen and family room were the first areas of the home requiring designing, and the solution was instrumental in forming the home's modern theme. Here, the owners wanted to add privacy between the two rooms, but only partially. The answer was to install grid



shelving to create visual separation and storage for each room, while still maintaining interaction. With its aesthetic similarity to Richard Meier's work, the grid quickly became part of the language of the house.

Rear of the Home

The master bedroom and office sit upstairs. Each room was given balcony additions with glass doors to take full advantage of the views. Other windows were enlarged and follow the home's boxed window theme.

Christopher further modernized the exterior by removing extraneous design additions, something he sees as an unfortunate trend over the past 20 years. He credits his mentor Roger Bartels with naming the additions "barnacles." He removed overhangs, corner boards and extensive trim, and replaced gutters with knife edges to bring the house back to a more basic form. "It was addition by subtraction," he says. "Architecture should be about form and the physical experience. There should be no need to gild it."

Outdoor Living

The team redesigned the rear yard to maximize comfort and interaction, adding outdoor seating and a firepit outside the living and dining rooms. Glass doors improve the indoor/outdoor living experience. A hedge outside the family room was removed to create unobstructed views from both inside and outside.

With the home's "second" front door removed, the owners no longer have visitors entering from the rear of the home. Husband and wife can now maximize their rear-yard living and bask comfortably in the home's views. "They spend their time out there," says Christopher. "That's where they entertain. That's why you buy near the water."

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WORMSER + ASSOCIATES ARCHITECTS



n unkempt and outdated mid-century modern home in Greenwich, CT, offered Peter Wormser and his team at Wormser + Associates Architects a challenge: to bring this neglected building up-to-date and ready for the new owners, a retired couple downsizing to a tranquil cul-de-sac location near a nature preserve. The question, says Peter, talize this older house not spend too much money and get

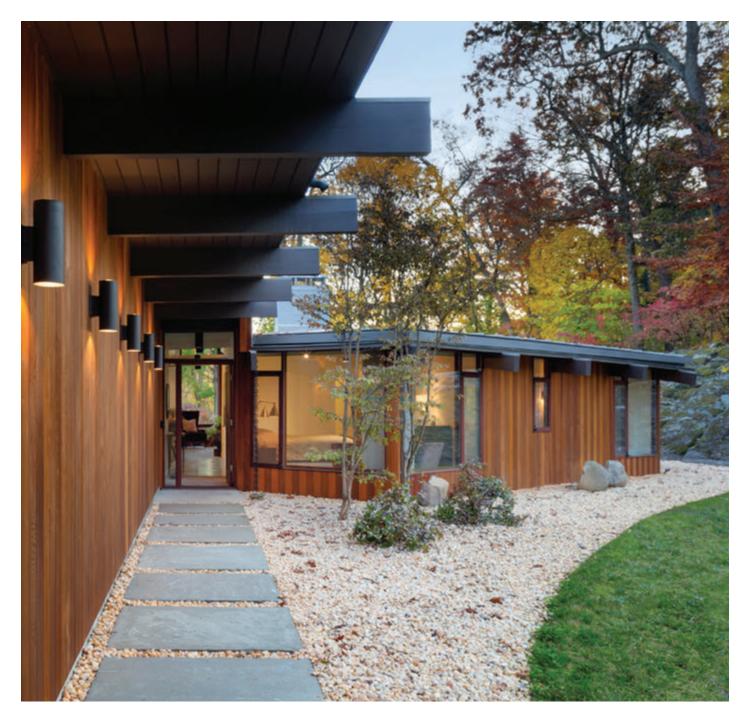
was, "How do we revitalize this older house, not spend too much money and get them into something they're excited about?"

"I love the house," he adds, "so how do we embrace the character of the house and make it work? It's 40-plus years old. How do we make it work for the 21st century?"

Peter noticed right away that, while the house was surrounded by dynamic rock outcroppings and plenty of natural light, neither could be enjoyed from the inside. Two of the major changes he made involved bringing the peaceful outdoors into the home. His team ripped out the kitchen and master bedroom and moved them both to the other end of the house. They added windows, providing a fantastic synergy between the indoors and out. They also lit up the rocks, which created a dramatic private area. "You feel like you're in a terrarium surrounded by rocks and glass with the meadow in the back," according to Peter's wife, Liz Milwe.

To aid in the flow and character of the house, the team opened up the kitchen, living room and dining room, creating an area that not only allows for easy entertaining, but gives the illusion of a larger space. The nature of the structure—



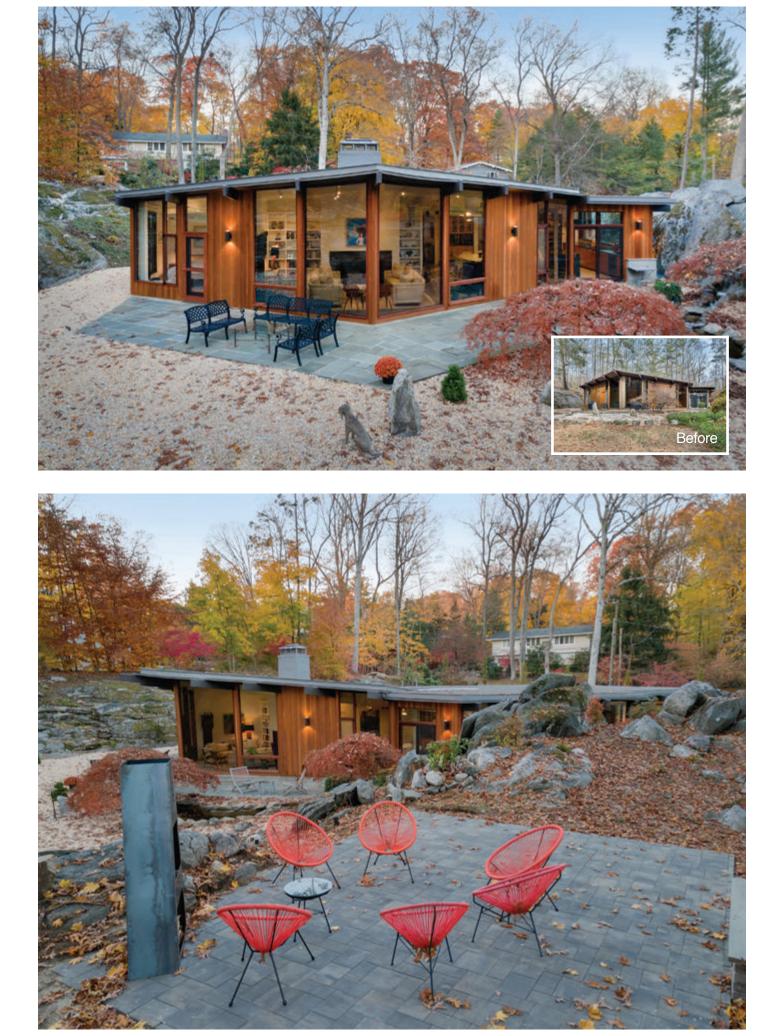


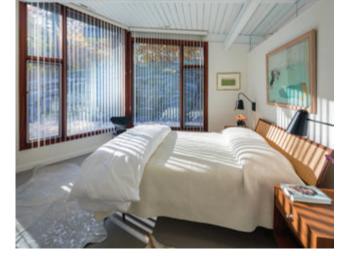














beams and posts with nothing structural in the walls—offered an opportunity for Peter to move around walls and add glass easily while still maintaining structural integrity. He calls the home the "country version of a loft."

While the project wasn't a complete gut job, Peter's team made significant room reconfigurations and changes, such as an added office and guest room, a new garage replacing a carport, new cedar siding, and the addition of a metal roof that hides the duct work. They also worked through the incongruous triangular perimeters—what Peter calls several "weird renovations"—such as exposed air conditioning ducts, various tile upon concrete modifications, and changes that simply didn't complement the house.

Peter's team not only retained the home's mid-century character, they also uncovered a fine-looking hidden gem.

Architect

Wormser + Associates Architects Peter Wormser 518 Riverside Avenue Westport, CT 06880 203.293.6858 wormseraia.com





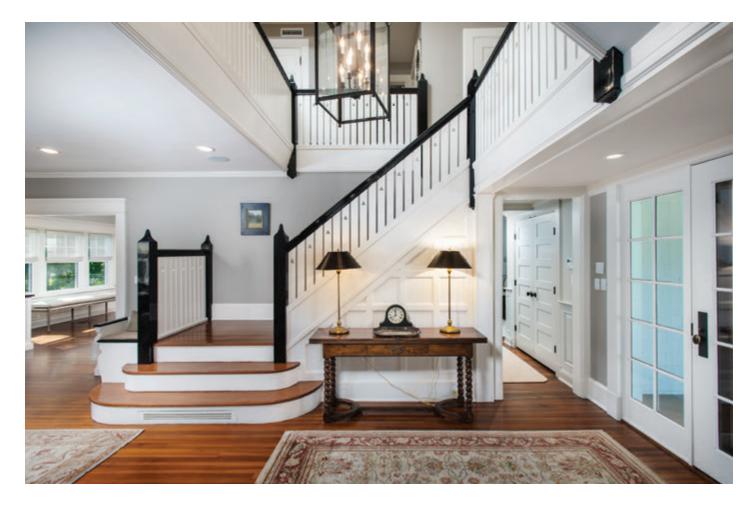
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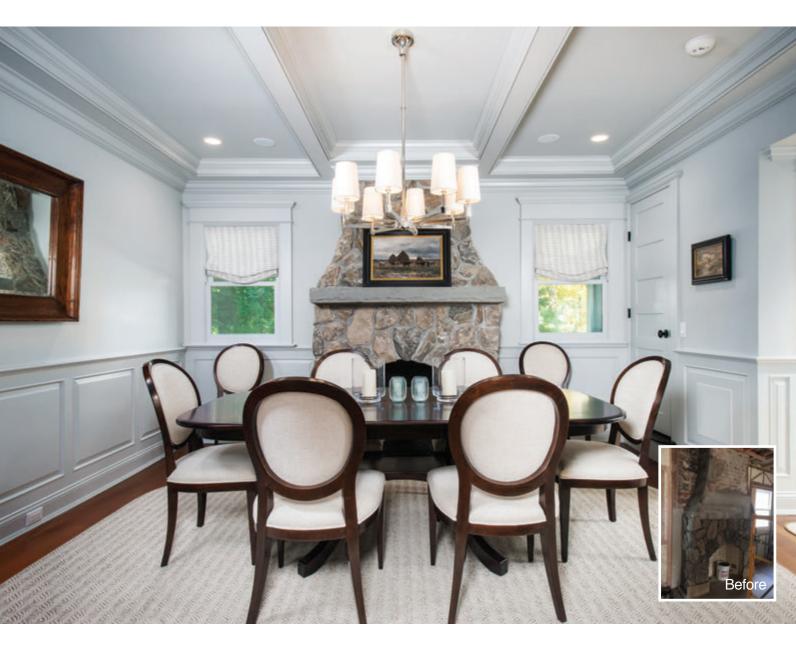
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million-dollar makeover rescued a 100-year-old home in New Canaan, CT, from fatigue and neglect, giving it a glorious new outlook on life.

This 1921 center hall early American colonial was tastefully brought into the 21st century by Stephen C. Gidley of Stephen C. Gidley Inc. and a team of experts. The yearlong project saw massive renovations and additions that didn't take away from the originality of the architecture, but rather enhanced and brought out the structure's natural beauty. "The owners were looking for a 100% top-shelf, spectacular remodeling job with an upgrade to all the finishes and major upgrades to the woodwork," says Stephen. "We improved on all the architectural features. We enhanced, emboldened and brought them up to a higher standard."

True to the popularity of millwork in the local area, Stephen says this multiple award-winning remodel is "truly a millwork extravaganza with over-the-top millwork appointments." He adds, "People love millwork. It's the minimum standard now." Prior to remodeling, the home had smallish rooms and narrow hallways, doorways and stairways, reminiscent of its age. The house had also settled after years of wear and tear and lack of renovations. Besides leveling the entire home, which sits on two acres, the team knocked down 12 walls and opened up the dining room, bar, kitchen and laundry room areas. They created new traffic paths and reconfigured the floor space, including moving the kitchen from the front to the back of the house to take advantage of spectacular natural views of manicured pastureland. The result is an expansive space that belies nothing of its former cramped counterspace and conversation-stifling environment. "We made the kitchen a feature attraction, and it never was before," Stephen says.

A variety of texture, elements and colors create sophisticated yet comfortable living areas that include gorgeous soaring coffered ceilings, crown moldings, custom cabinetry, wine closets, a mahogany front door and two fireplaces fronted with nicely rounded, polished Connecticut riverbed fieldstone. Be-







hind the scenes, the team installed a new HVAC system and revamped the electrical. The major upgrade also included new roofing, massive wood restoration and a large terrace.

"The owners were 100% satisfied," Stephen says. "The crew was top quality, and the entire project was successful, on time and on budget."

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LOVAS ARCHITECTS RING'S END









his Classical Tudor estate home is located in the Millbrook section of Greenwich, CT. Originally

developed in the 1930s by landscape architect Armand Tibbitt, the neighborhood is known for its park-like setting and large number of historic Tudor houses. The residence had previously been renovated with additions and finishes that did not keep in mind that vernacular, so when new owners purchased the property, their prime objectives were to restore the home to complement its origins and surroundings, and to modernize its spaces, which were very outdated.

The homeowners sought out architect Nancy Lovas, principal of Lovas Architects in Westport, who put together a design and construction team that included Ring's End, Inc., of Darien. The client was a highly skilled designer and would closely oversee the interior work.

The property is dramatically sloped, with charming stone steps, walkways, stone retaining walls and terraces. "The home was a bit of a style marriage between Georgian and Tudor," explains Nancy. "The finishes were primarily Tudor period—stucco and natural



stone—while the trim work and detailing were more classical/Georgian in design." The design team's goal was to make the two styles feel harmonious, which they achieved by using a monochromatic paint color over all the surfaces. They selected the asphalt roof to simulate the colors and textures of slate roofs, typical in Tudor design.

The original kitchen had a greenhousestyle addition, which did not work stylistically or functionally. Used as a breakfast room, it had tremendous heat gain and loss along with some plumbing issues. The design team replaced this space with a walled and roofed structure featuring Marvin French doors and windows. They also renovated the deck just outside the breakfast room to improve its connection to the beautiful yard and stone terraces





below. The finishes on this work, which included stucco and standing seam copper roof, were done to match the main house.

Interior remodeling was also part of the project. "The master bedroom was originally a dark and oddly arranged space," says Nancy. "We added period-correct dormers with Marvin windows along the front of the house; this added light and reconfigured the rooms to feel more spacious." The team did a full renovation of the lower level, creating a playroom, bathrooms and guest suite that connected with a new entry from the driveway. They also replaced all the windows for heating and cooling efficiency. "It was important that the windows look historic," says Nancy.

The overall aesthetic of the original house was 1980s countrychic, with floral striped wallpapers and pinks, yellows and blues everywhere. The client created a palette that was much more subdued and classical, working with Ring's End paint department, which provided sample boards and the final finishes.

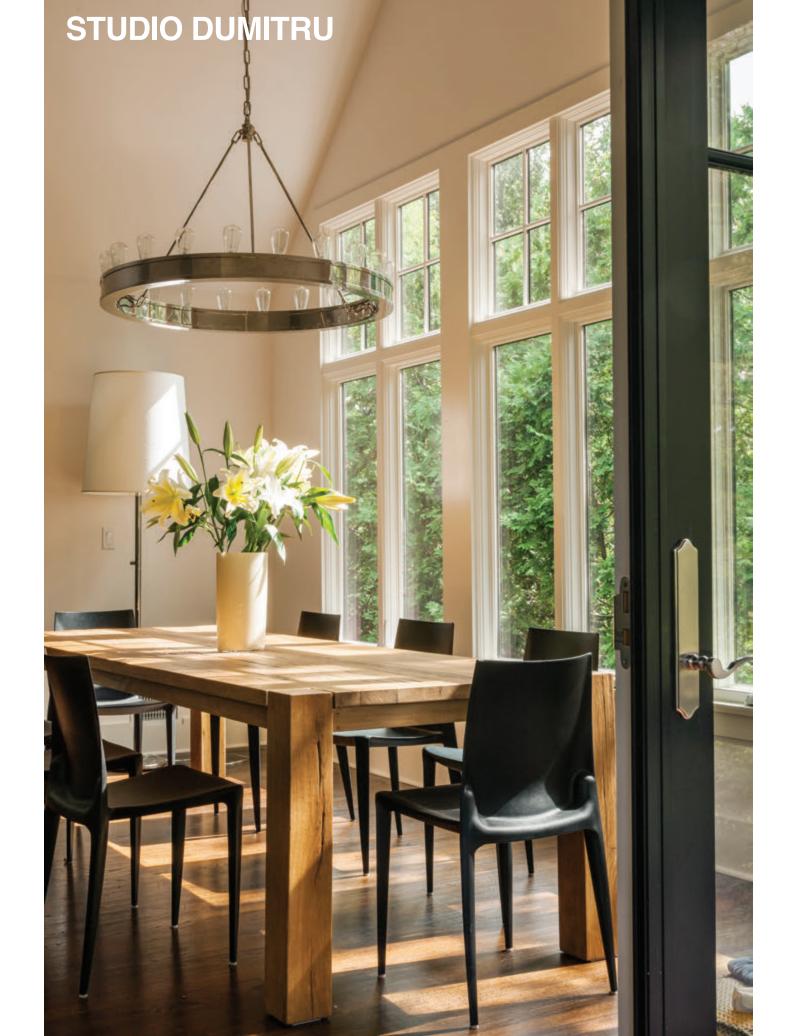
Building a new two-car garage with a studio above, at the existing motor court, was the biggest challenge of the renovation. "The site has some dramatic topography off the back of the house, and we all assumed this was naturally formed," says Nancy. "But it turned out that fill had been used to create that height difference. Unfortunately, the fill was not structurally stable and could not support the new garage. We even found an old cast-iron tub buried in it! So we needed to use helical piles—an unexpected expense and time delay." The completed garage has detailing borrowed from the main house to make the building look original to the property.

The homeowners were delighted with the renovation, which was everything they'd hoped for. It combines architectural styles, blends in with the neighborhood, and is modern, functional and beautiful.

Resources:

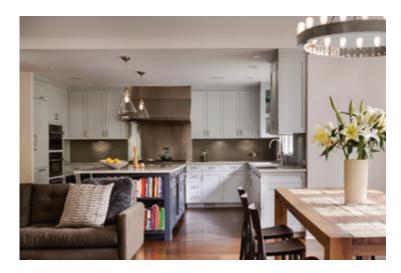
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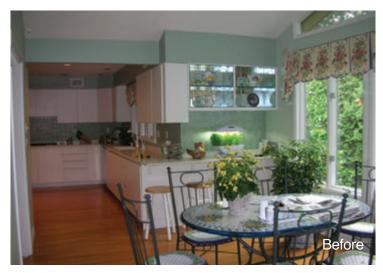
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Shortly after the couple purchased this home, built in the early 1960s, they discovered that the structure was crumbling and in dire need of alterations and a few small additions to the footprint. They wanted the interior to have an open floor plan. Moreover, they learned that, according to local design guidelines, homes in the community were required to have a Tudor-style exterior. Their house was considered a neighborhood eyesore.

The homeowners commissioned George Dumitru, owner and principal of Studio Dumitru Architects in Westport, CT, to help the transform the house. George quickly understood the objectives of the project: simplify the cumbersome interior layout, clear out the labyrinth-style rooms and nooks in the original floor plan, and bring a new, updated, clean and refreshing feel to the home—all while giving the outside a Tudor-style design. "We also had a desire to create this dialogue between a classic exterior and a modern interior—a feature that is very popular with the old estates in Europe," says George. "Open an old door and find a new interior."

The challenge? "Tudor style is not well known for open floor plans," George continues. "Yet having a modern interior was actually the highest priority on the client's list." The homeowners asked for a design that would enable the entire family to be together in a quasi-continuous flow of spaces, not separated by dividing walls. "We also wanted to open the ceilings as much as possible," says George, "and define the areas at the ceiling level rather than the floor level."

George's team faced some structural problems while renovating the home, but "that is something we have to deal with every time we address an old structure," George explains. "Especially when it was built at a time when the construction methods were not the best."

The completed project is flawless. The home has a modern interior with spaces that are not defined by obstructing walls, and family members can move from one area to another with going through any doors. Yet the outside is classic Tudor in design and fits in perfectly with the community. The house is no longer an eyesore, but a feast for the eyes.

Resource:

Studio Dumitru Architects George Dumitru 25 Sylvan Road South, Suite I Westport, CT 06880 203.226.5156 studiodumitru.com

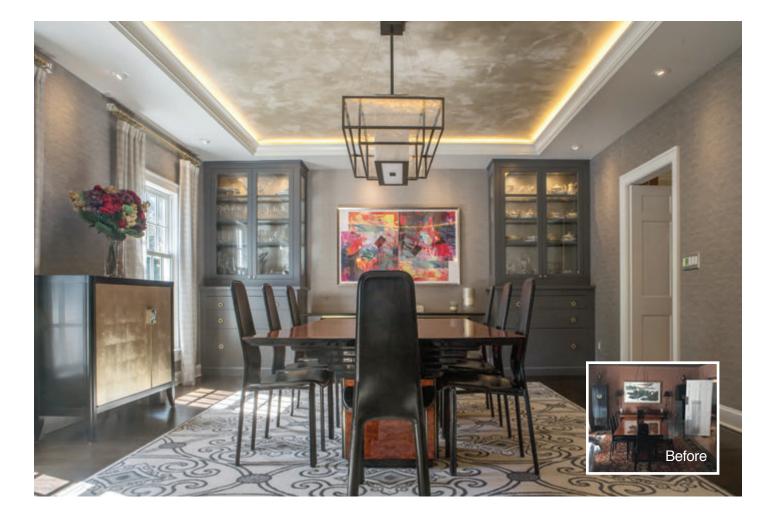


INTERIOR DESIGN

STORIES BY SUSAN WINLOW

DGS ARE FAVORITE ND OF PEOPLE





t was time for a change for these longtime homeowners in Greenwich, CT. They were looking to update their home, which had last been remodeled in the 1990s. Their goals were to replace the French country look in their living room with a new clean-lined, sophisticated place to entertain clients; redo their formal dining room to give it more style; and provide a comfortable living space for their large, fun-loving family.

Lea Shulman of Lea Shulman Interiors collaborated with some fantastic professionals to create a bright and sophisticated formal look in the living room without a trace of French country, which was salvaged and relocated to another spot in the house. In this renovated space, the clean-lined white paneling paired with the molding adds architectural detail and a classy backdrop that moves seamlessly with the original dark flooring made lighter with a neutral-colored area rug. In keeping with the clean lines, Lea and her team freshened up the previously ornate fireplace—complete with dated federal-looking medallions—by removing the decorative moldings. They also added a sleek and modern-looking tray ceiling with a drop-down border around the perimeter of the room. "I love to do features on the ceiling," Lea says. "It's often a forgotten element in the room."

The team also created a tray ceiling in the formal dining room, which replaced a deep red color. To give the room some height, they added a bronze-finished effect on the ceiling that effortlessly matches the Lori Weitzner wallpaper, with its warm mixture of taupe, gray and greige. Lights ring the tray, further pulling the focus toward the beautiful faux finish of the ceiling.

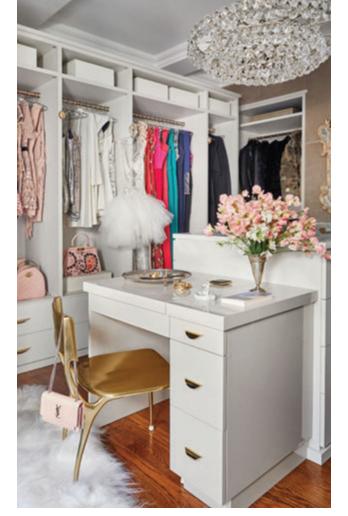
The vintage art deco dining table and console remained from the original furnishings in the room, and Lea and her team incorporated these pieces perfectly in the space. Beautiful glass-fronted, floor-to-ceiling, built-in cabinets with pullout drawers replaced two Asian-inspired cabinets flanking a dark piece of artwork. The sides of the cabinets are glass, allowing light to filter through, accentuating the beautiful pieces on display, creating a finished look and adding texture to the space. These cabinets now flank a stunning piece of artwork that gives the room a pop of color.

The remodel took over a year and was done in two phases—a whole home renovation and a new wing that included a six-car garage. "I loved everything about this project, from start to finish," says Lea. "I loved the whole collaboration between the builder and the architect. The collaborative part just made it for me."

Interior Designer

Lea Shulman Interiors Lea Shulman 203.216.5278 leashulmaninteriors.com









reating a serene, chic and ultrafeminine oasis for a high-profile dancer with the American Ballet Theatre became the prime focus when designers turned an Upper West Side spare bedroom into a glamorous dressing room reminiscent of glorious days past. "My dressing room was very important to me when picking out the home we wanted to purchase," says the client, Misty Copeland, who is still a dancer. "I wanted to make a space that was really glamorous and reminiscent of old Hollywood."

"Femininity and function" were key words California Closet designers kept in mind when creating this sizable space, which needed to suggest relaxed grandeur—not precious, pretty, dreamy. One of the main priorities was designing a functional area that could hold all the client's items without keeping them on display all the time. The space features places for dresses and shoes, full-length mirrors, a generously sized island and a spot for glam with good natural light. "A lot of thought was put into this to make sure every design element was fully utilizing the space," says designer Megan Garcia, who works at the New York branch of California Closets.

To achieve this look, designers installed open cabinets with matte gold hanging rods holding an array of dazzling dresses. They displayed the client's extensive shoe collection on a panel of floor-to-ceiling shelves that showcase the lovely colors and styles and add an unexpected pop of color in this sleek, light-colored space. Additional storage for shoes and bags hides behind a three-way mirror, which lets Misty see her outfit from a variety of angles. Cubbies and drawers allow additional items to be hidden away. A beautiful centered island also gives the client a place to do her hair and makeup.

"I like to think practically when you're getting ready," Megan says. "You don't want things scattered all over the place, so I group things together in a way that makes sense. For instance, all the hanging on one side of the room, with drawers close by, and shelving on another side of the room. You think through how you'll walk around the room to actually get dressed each day. Making it beautiful is just the icing on the cake!"

Interior Designer

California Closets Megan Garcia 914-592.1001 californiaclosets.com

New York City: 26 Varick Street | 1625 York Avenue Westchester: 16 Saw Mill River Road, Hawthorne Rockland & Hudson Valley: 83 South Main Street, New City Nassau: 25 Northern Boulevard, Greenvale Connecticut: 565 Westport Avenue, Norwalk

LINDA RUDERMAN INTERIORS PHOTOS BY SCOTT RUDERMAN



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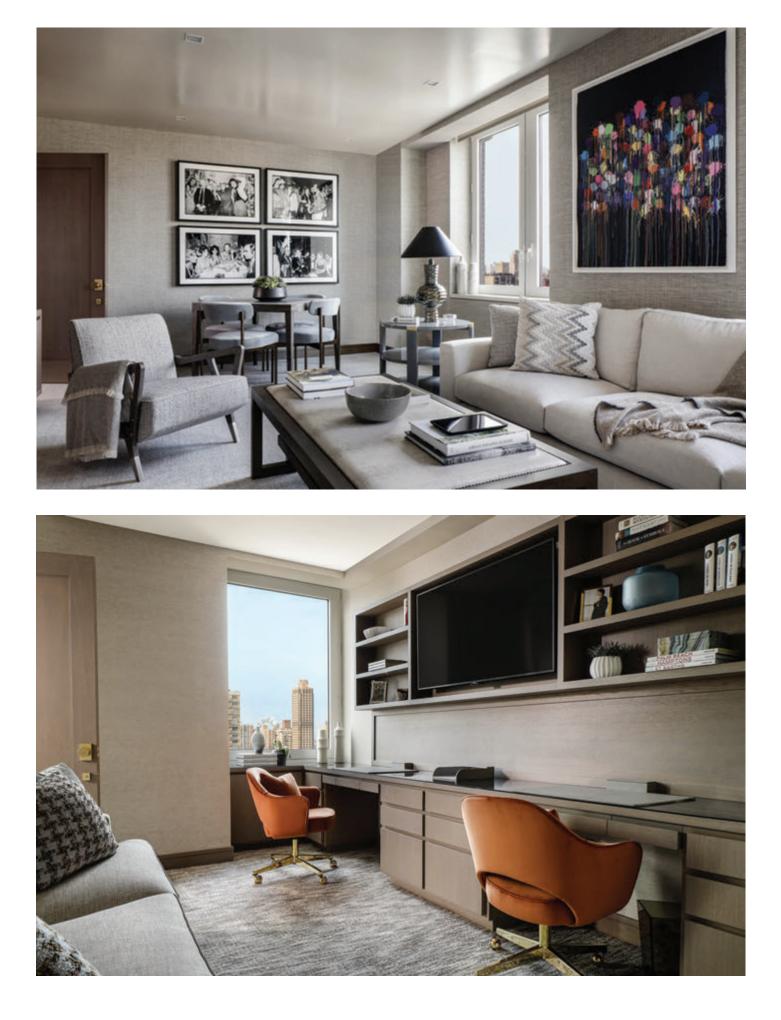
his two-floor apartment with a fantastic view of the city is located on the Upper East Side in a building designed by Robert A.M. Stern in the 1970s. While the building's beautiful outside is an ode to the esteemed architect, the duplex itself needed work.

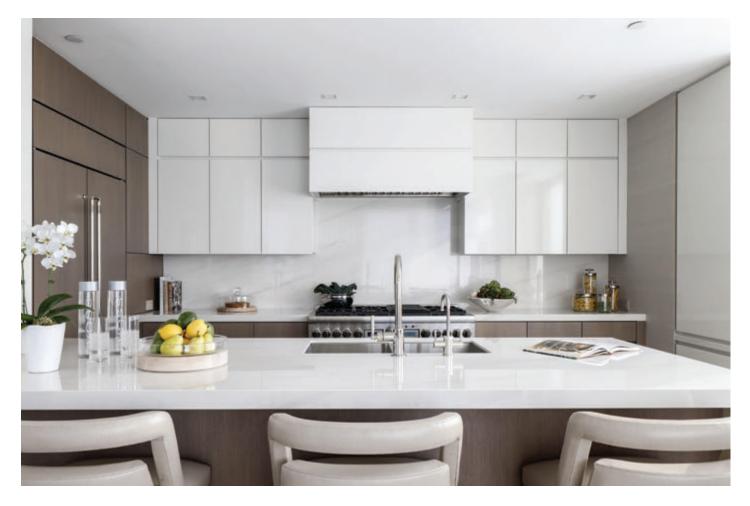
The outdated interior screamed of an earlier generation and seemed not to match any style. With its heavy dark draperies, floor plan and various seating arrangements, the setup didn't take advantage of the spectacular window views. The unfashionable curved staircase was the elephant in the room, and Linda Ruderman of Linda Ruderman Interiors knew immediately that both the staircase and the flooring would be the first things to go. "The apartment was completely gutted," Linda says. "There wasn't anything left from the previous apartment. It was a total renovation to create a family apartment for modern-day living; the clients wanted cleaner lines, a modern-style apartment."

The renovations included architectural modifications to the original floor plan, a new kitchen, all new bathrooms, new plumbing, new lighting and new closet interiors. And, while the windows themselves weren't altered, much of the work focused on making that sensational view the focal point. The remodeling also included moving an oddly placed wine refrigerator from the living room to a more appropriate location.

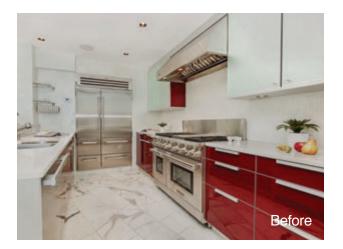
This high-end transformation brought in a backdrop of neutral colors that lightened and brightened the living spaces. The client's prominent and extensive pop art collection added a unique and fun pop to the home. More color splashes came from the luscious jewel-toned greens and colorful pillows.

The team replaced the original cold-looking stone flooring with beautiful, warm, IO-inch-wide engineered wood plank that matches the new straight staircase flawlessly with its glass, wood stairs and brass grommets. "We wanted to do a glass staircase to make it look more modern and like it was just floating there," says Linda.









The team considered the windows at every turn. Furniture layouts, wall color and framing—even the new high-gloss finish of the kitchen cabinets—all reflect the view of the city. Located on the 27th and 28th floors, the duplex affords privacy for the homeowner. Hence, removing the drab drapery allowed the tranquility of natural light to ease into the spaces and bring attention to the spacious windows framing the cityscape. Shading on the bedroom windows aids in filtering the sun when needed.

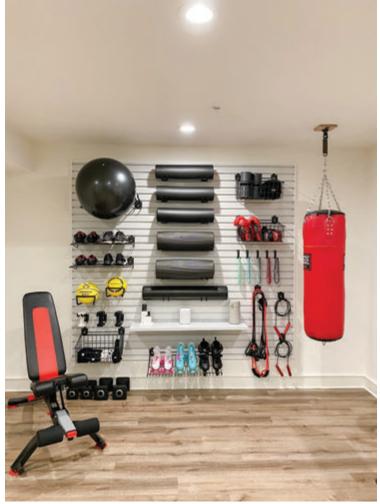
With two young children, the client needed plenty of storage to prevent the inevitable clutter that comes with youngsters. Linda and her team redesigned the hallway to offer extensive places for kids' toys and gear behind hidden doorways wrapped in Phillip Jeffries wallcoverings. They also added pockets of built-in storage areas throughout the home.

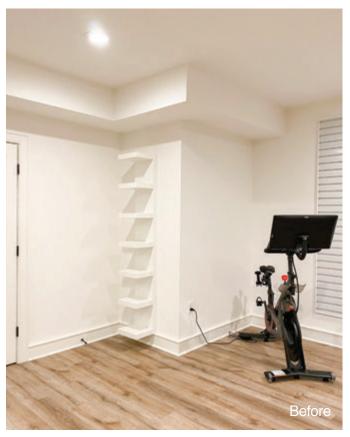
"We took an iconic Robert A.M. Stern building and updated the unit for modern-day living for a couple with young children," Linda says. "They wanted it to be chic, to be cool, but they also wanted it to be child-friendly."

Interior Designer

Linda Ruderman Interiors Linda Ruderman 74 Greenwich Avenue Greenwich, CT. 06830 203.552.9700 lindaruderman.com















busy family of five in Bethesda, MD, needed to organize the chaos in a large storage room and create a gym out of an empty space in their house. For help, they turned to Larisa Bright and Pam Meluskey, co-founders of Settled, a home organizing firm.

The family moved into their new home about two years ago and immediately started using the storage area for items such as extra food, surplus cleaning supplies, spare china and entertaining pieces. Before long, their stockroom was in complete disarray.

Larisa and Pam knew exactly what to do. They micro-categorized all the contents in the sizable, high-traffic area and created a map to maintain control of the room and assure that each item had a fixed location. The right side is reserved for foodstuffs. The left side contains sentimental storage, broken down into minute categorizations for easy tracking. The back wall includes the cleaning supplies and the client's numerous subscription services. The new organization system allows the homeowner to identify each subscription and when it needs to be paused. The team used specialty storage from The Container Store, including Weathertight totes, White Elfa mesh drawers and Brown Twill Plate & China Storage. All the containers they selected are both functional and attractive.

The team next turned to the gym space, which needed to serve double duty as a gym and a place for the children to play and ride scooters. "Our goal was to find a unique way to streamline all the equipment they had, while leaving space open for other activities," says Pam.

They decided on a slatwall solution by Gladiator, which allows everything to be at kid height and is easy to use. All paraphernalia has an easy-to-find home with a multifaceted system that holds a variety of gear, such as dumbbells, shoes, balls and roller skates. A shelving unit provides whatever a luxury gym might have, including rolled towels, water, travel deodorants, Evian sprays and a drop zone for jewelry.

Once the spaces were organized, Pam and Larisa educated their clients on using the newly systematized areas. Their instructions even included step-by-step tutorials for the children. "The space has to be incredibly categorized, inventoried and detailed—if not, there won't be a reason for it," says Pam. "It has to be maintained. Teaching clients how to use the system is part of what we do. Every project has a home reference manual of what we've done. There is a photo of every drawer and a photo of what goes in that space."

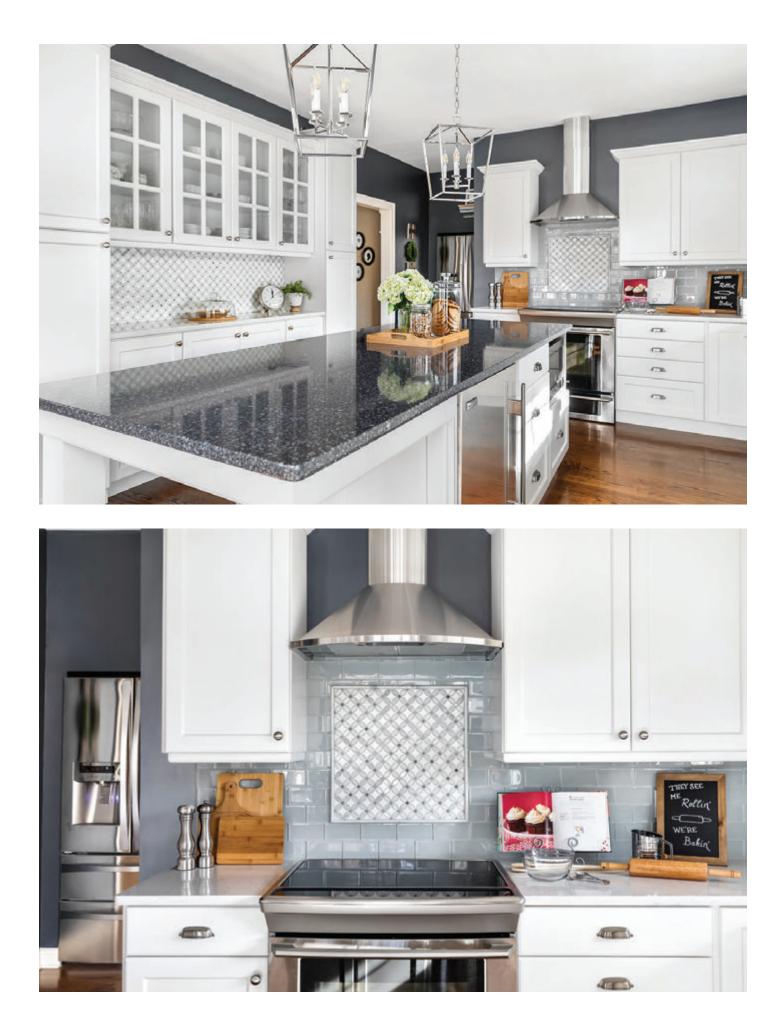
"Organization saves time and money," she adds. "You don't have to search for items, and you don't overbuy because you know your inventory. Organization enhances your life."

Resource

Settled. Larisa Bright Pam Melusky 973:405:4233 Settledhome.com









t doesn't always take a total gut job to magnificently transform an unfriendly, outdated space into a sleek and inviting New England-

flavored room worthy of casual conversation and entertaining.

This traditional kitchen in West Nyack, NY, was in need of a major remodel: It had tired-looking oak cabinets that showed their age with a goldish-orange hue; a large refrigerator that broke up the design, blocked light and made the area seem smaller; and a dark octagonal island that was unsettling to the eye. The homeowner asked Linda Fennessy of Kitchen Magic to create a clean, bright space—a timeless look with a casual New England flavor, matching the homeowner's personality and style.

The surprising aspect of the resulting monochromatic transitional space is that much of the modernization came with color, element and texture changes. The major modifications Linda made were by refacing most of the cabinets (with additional crown molding and silver pulls), adding a couple of pantries and a cabinet box, and replacing the island.

Linda's changes included moving the refrigerator to the former pantry area to invite in the natural light and open up the area, installing and refacing the cabinet box where the refrigerator used to be, and replacing the island with a beautiful transitional piece, surfaced with Parys Cambria quartz, which provides plenty of storage plus an easy-access wine refrigerator and microwave. The beautiful darks of the island top flow seamlessly with the rich white that dominates much of the space and blends gracefully with the dramatically deep navy walls. The lighter-hued perimeter counters are an exquisite Cambria Swanbridge

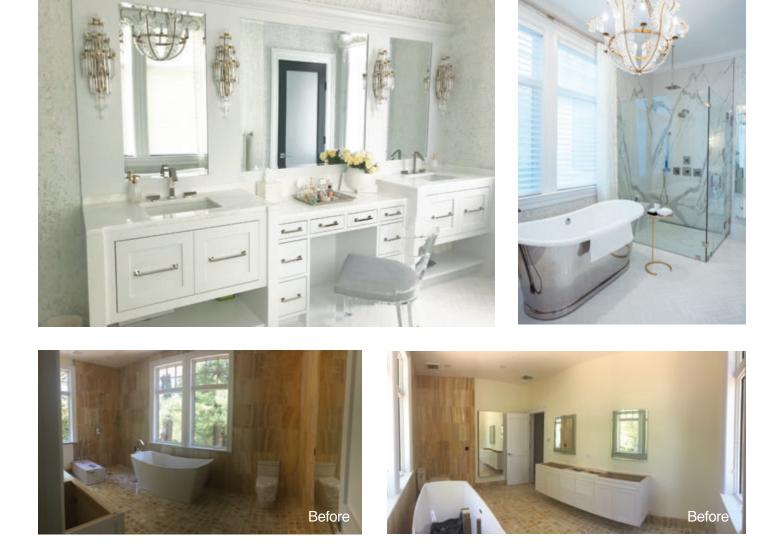
quartz, which looks stunning when coalesced with the sleek subway and mosaic tiles on the backsplash, the glass-fronted cabinets and the opensided pendant lantern lights with their subtle patina finish.

This dramatic space now offers a smooth balance between modern and traditional elements that are prevalent yet quite complementary. "She went from a very warm dark color scheme to a very cool color scheme of blues, grays, whites and silvers," says Linda of the homeowner. "She wanted the classic timeless look. It's really a two-color room with the silver accents. A lot of thought went into this kitchen, but it looks effortless."

Designer

Kitchen Magic Linda Fennessy 4243 Lonat Dr, Nazareth, PA 18064 866.339.2650 kitchenmagic.com





ometimes, spaces in a new build just don't feel right. They're not the essence, style or personality of the homeowner.

A prime example of this is a home located in Scarsdale, NY. The high-quality build lacked that necessary ambience in some of its spaces, so Jan Hiltz and her daughter-in-law, Christina Hiltz, both with Jan Hiltz Interiors, did a major renovation in the kitchen and a total gut job in the master bathroom.

"You walked into the master suite, turned your head to right, looked into master bath and there was the toilet," Jan says. "I said to the architect, this isn't how it was on the plan. The shower was also on an outside wall. In the winter, that is going to be problematic. So we just gutted the bathroom."

The homeowner wanted a Park Avenue look, sophisticated and contemporary, and something more in tune with the new home itself. Adds Christina, "The bathroom was fairly small for the grand size of the home. We needed to make it fit in with the rest of the home. We were working within the confinements of the space to give them everything they wanted. To make a smaller-scale master bath look grand took a lot of spatial planning. Plus, we needed to incorporate a water closet without making it seem small."

Much of this was accomplished with tricks of the trade, such as the high ceilings and the use of bright materials. The modern, smooth curb-

less shower also makes the bathroom feel more spacious, and the ceiling height allowed them to add a lovely large chandelier. The custom marble-topped counter, with its lowered vanity area and sophisticated acrylic chair, sits higher than normal and balances the mirrors nested inside custom millwork. Jewelry-like sconces made from crystal and matte gold flank the mirrors, giving the area a grand finishing touch. While the sconces add sheer beauty to the area, they're also functional, throwing out enough light to comfortably make proper use of the sit-down vanity.

Tying the room together are the mirrored-front freestanding soaking tub, the exceptionally rare and striking pure white Thassos marble floor in a herringbone pattern, and the textured, vintage-inspired cork wallpaper with its gold and silver veining.

"We met all the expectations of the client, and that's number one," says Jan. "We always look for the client to be really blown away by the finished product."

Designer

Jan Hiltz Jan Hiltz Interiors 21 Bridge Square Westport, CT 06880 203.361.9943 janbiltzinteriorsllc.com



solid collaboration between partners can make an immense difference in the final product. This is readily visible in a 100-year-old Larchmont, NY, home that needed an extensive makeover to bring it into the 21st century. Majestic Kitchens and Bath teamed with Keller/Eaton Architects, Meldrum Contracting Inc. and the homeowner to create a magnificent, bright and airy kitchen that bore no resemblance to the previous space.

Adorned with mint green walls, terra-cotta flooring, outdated dark European contemporary cabinets and no island, Scott Weinlein of Majestic Kitchens and Bath says the kitchen was a mix of styles totally at odds with one another and the home. "The original style of the kitchen was a mishmash," he recalls. "It totally didn't fit the vintage of the house, and it clearly had been renovated at some point prior to my client buying the house. It was a dark and dingy small space."

The design team realized that, to do everything the homeowner

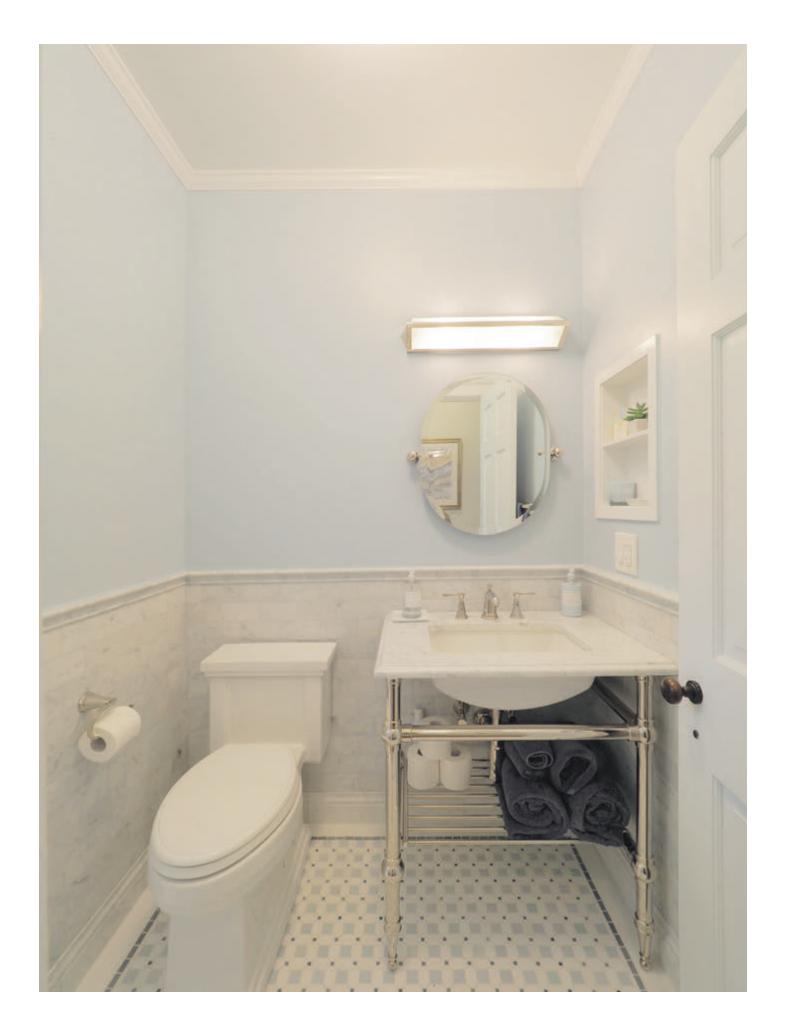


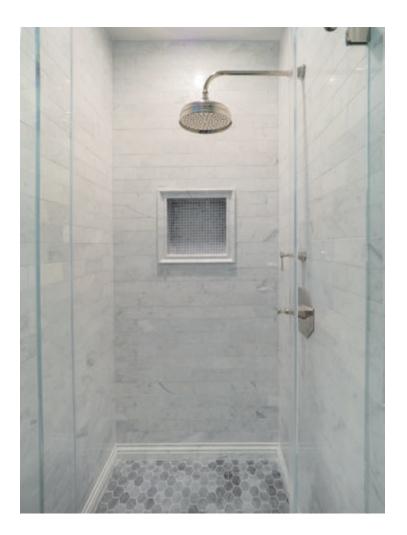




wanted, they would first have to extend the footprint of the home by about 150 square feet, which would allow enough space to expand the kitchen and add a much-needed island. The team created additional natural light by adding a triple window over the sink, windows on both sides of the stovetop hood, and a sliding glass door to the backyard. Removing internal doors gave the area an open feel and expanded the visibility between rooms. Rearranging the location of the appliances helped make the space more efficient and created a room worthy of being the focal point of the home.

The elements, textures and colors used in the space offer both warm and cool tones, fitting in





with the traditional nature of the home, and also adding a current feel to it. The exquisite StoneImpressions marble tile behind the stovetop is part of the Harlan Blue series of the small San Diego-based company. The delicate, light blue color of the walls was pulled from this special tile; it flows well with the white subway tile, the grayish white of the custom cabinets and the natural quartzite island and perimeter counters in Cloud White from AKDO Intertrade. The red oak wood flooring meshes beautifully and adds a flawless flow through the entire home.

"They'd been in a kitchen that was totally dysfunctional," Scott says. "They wanted something that would give them the ability to work well in the kitchen, have amazing storage, but yet be beautiful and relevant and current. There was a lot of motivation for renovating that space. They'd raised their children in the house, but always hated that kitchen. We really spent a lot of time on it, and the homeowners are bubbly about it. They're so amazed with the transformation."

Designer

Majestic Kitchens + Bath Scott Weinlein 700 Fenimore Road Mamaroneck, NY 10543 914.381.1302 majestickitchens.com



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desire for more storage and a lighter look brought John Leontiou of Form Ltd. to this New York City duplex apartment for a much-needed remodeling job.

The existing modern galley kitchen was dark with two different types of wood that "didn't jive together," says John. The upper cabinets had lift-type doors that ate up a lot of space and left them looking unfinished, and there was green tinted glass on the cabinet faces.

Besides more storage and a brighter space, the client wanted something on the transitional side, instead of the high-end European kitchen of the early 2000s. "It wasn't her style, and it wasn't planned very well either," says John of the kitchen, which is larger than the average New York City apartment kitchen, giving him room to make significant changes.

John's team installed new wall cabinets that extend to the ceiling and are accentuated with molding to give the homeowner extra space and offer a more finished feel. The team also added an extra pantry to the room for even more storage opportunities. The kitchen already had an under-counter wine cooler, so the design team created a bar space by removing the wall appliances and the re-frigerator, and repositioning the opening to the living room to allow for additional separation. A new Sub-Zero professional series refrigerator was added to the opposite end of the kitchen. John installed a larger range and range hood, which gave the team a bit of a setback when they discovered that the proper ductwork hadn't been used in the initial installation of the hood—not an easy fix on the upper floors of an apartment building.

John and his team used plenty of tricks of the trade to lighten this narrow internal space. They utilized brighter materials such as engineered quartz for the counter and backsplash—Aurea Stone Divine, with its white background and high-definition gray veining, works flawlessly within this redesigned space. Neutral-colored cabinetry with a variety of lighting—under-cabinet, overhead and interior cabinet— also complement the fresh design and add to its newfound airiness. White oak flooring completes the space and gives it an open and inviting feeling.

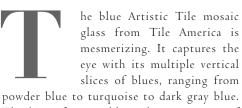
"It's a lighter-feeling type of kitchen," John says. "It's not a very big kitchen, but it's a very functional one."

Designer

Form Ltd. John Leontiou 32 West Putnam Avenue Greenwich, CT 06830 203-869-6880 formlimited.com

DESIGN BY THE JONATHANS TILE AMERICA

AN OCCUPANT OF A DESCRIPTION OF A DESCRI



The bits of gray add to the appearance of

sound waves. The design is called "Billie Ombré" and is a nod to the great jazz singer Billie Holiday.

"The pattern is actually Billie Holiday's voice in wavelength format," explains Jonathan Gordon of Design by the Jonathans. "It's really neat the way it creates this incredible large-scale pattern within the space." The Billie Collection also includes a full spectrum gray, rich charcoal to pale white, and an array of greens, from deep forest to a color reminiscent of pale moonlight.

The stunning blue in this Stamford, CT, bathroom became the foundation of a space that originally looked like a classic brown monologue. The room featured a narrow, cruise ship-sized glass shower and a quintessential outdated tub that unwittingly became the room's focal point due to its sheer size. This internal space



has no windows, but Jonathan quickly saw its potential and, after talking to the client, had a relatively open slate to design. "We take our clients on shopping trips to see and touch their products; Tile America is always one of our stops," he says. "The client said he wanted a modern spa-type, with features no

one else had. He said to me, 'I don't know what I'm after—come up with something and make it spectacular and modern, with a little bit of an industrial look.'"

Once Jonathan chose Billie Ombré, he knew the rest of the finishes couldn't overshadow the stunning shower design. The team chose muted neutral tones, except for the vanity, which matches the shower. To highlight the tile and add a unique restful essence, he created a tray ceiling within the shower border and added rope lighting to the perimeter strip, giving the shower an incredible spa feel. The stunning, modern gray wall tile runs horizontally, perpendicular to the vertical Billie Ombré, offering depth, texture and pop without trying to overshadow the shower tiles.

The high-end shower pulls out all the stops when it comes to





amenities. A digital command center in the shower controls all the components. A Kohler Real Rain showerhead is the main feature, with a secondary handheld shower mounted on the wall. The glass enclosure allows for a full-steam shower and includes the option to add scented oils. Other elements are a quartz benchtop, quartz floating shelves and niches embedded into the wall. A heated floor prevents cold feet, and an intelligent toilet has a bidet function and heating, and opens upon approach, among other accoutrements.

But the shower, says Jonathan, is the star of the show.

Designer

Design by the Jonathans Jonathan Gordon 203.557.3205 thejonathans.com

Tile America 105 Hamilton Street New Haven, CT 06511 203-777-3637 tileamerica.com





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hen viewing this beautiful home in Greenwich, CT, and its magnificent, sunny kitchen, a visitor would find it hard to imagine its original

appearance: dark, outdated and undersized, with two small windows that failed to let in enough light. The room had ceased to be useful to the homeowners, so it was time for an update.

The owners had hired Gardiner & Larson, a design-build firm, about seven years earlier to begin general renovations, but saved the kitchen for the second phase. "It was obviously outdated, and it wasn't very large," says Judy Larson of Gardiner & Larson Homes. "The homeowner wanted to make it brighter and more functional. It was a dark kitchen."

The design crew removed the wall with the two small windows and built an addition that tripled the size of the kitchen. This gave the homeowner the space she needed for appliance and fixture upgrades, additional storage, larger windows and four skylights, and opened up the pathway, eliminating the space's tight footstep.

The team did a perfect job. This striking, bright and cheerful all-white kitchen is filled with upgraded elements and appliances. The kitchen is now large enough for top-of-the-line appliances by Wolf: a range and hood, a professional series drop-down wall microwave, and a professional series single wall oven. A Sub-Zero refrigerator and freezer with drawers and cabinet panels attractively coordinate with the professional range.

The team also added a delightfully large and practical island that accommodates two sinks: the main sink and another in the food preparation area. The Compac Quartz Unique Calacatta island top and backsplash offer some pop with their dramatic veining. In contrast, the perimeter countertops by Aurea Stone (Lincoln) show a subtler movement and a flawless blend with the white backdrop. The brushed nickel pulls give additional texture and color to this neutral beauty. "Like most of our clients, they didn't want to stray too far from the architecture of the house," Judy says. "The design is very clean and uplifting. It's very simple, more classic because it's just simple detail."

Judy and her team of professionals, including builder Bob Gardiner and interior designer Andrea Baranovich, created a space that the owner, Patricia Gallardo can readily use for many occasions. Indeed, Patricia says her family now has little need for the formal dining room, as they









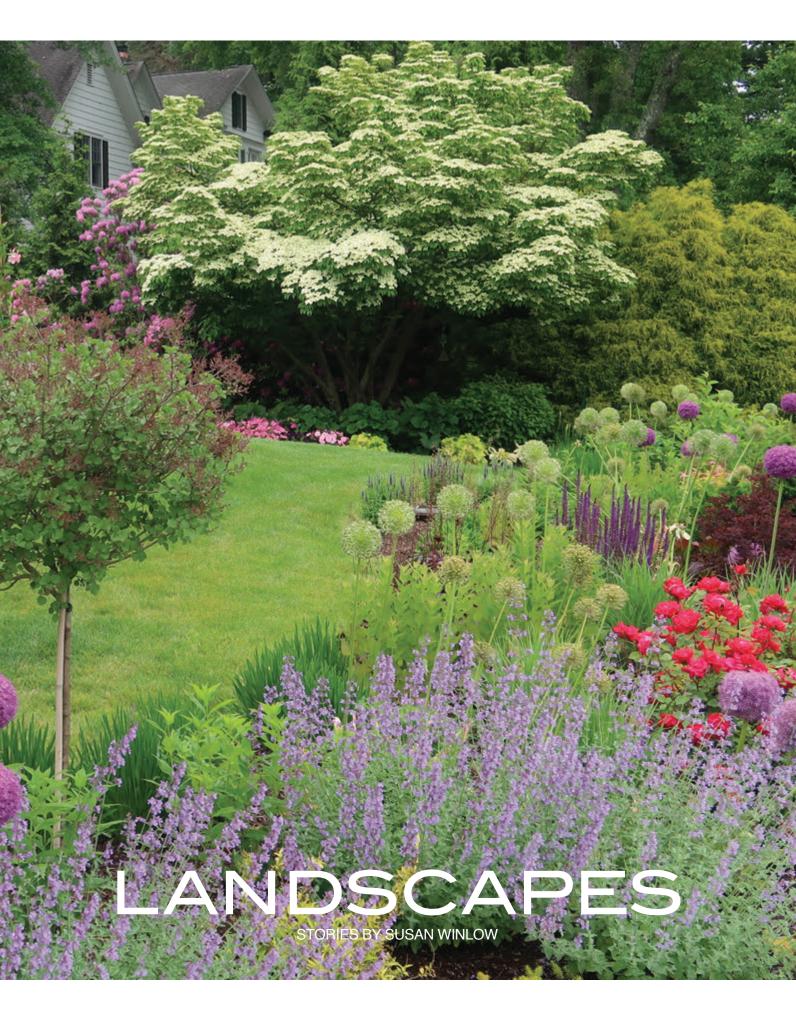
host many dinners in the kitchen.

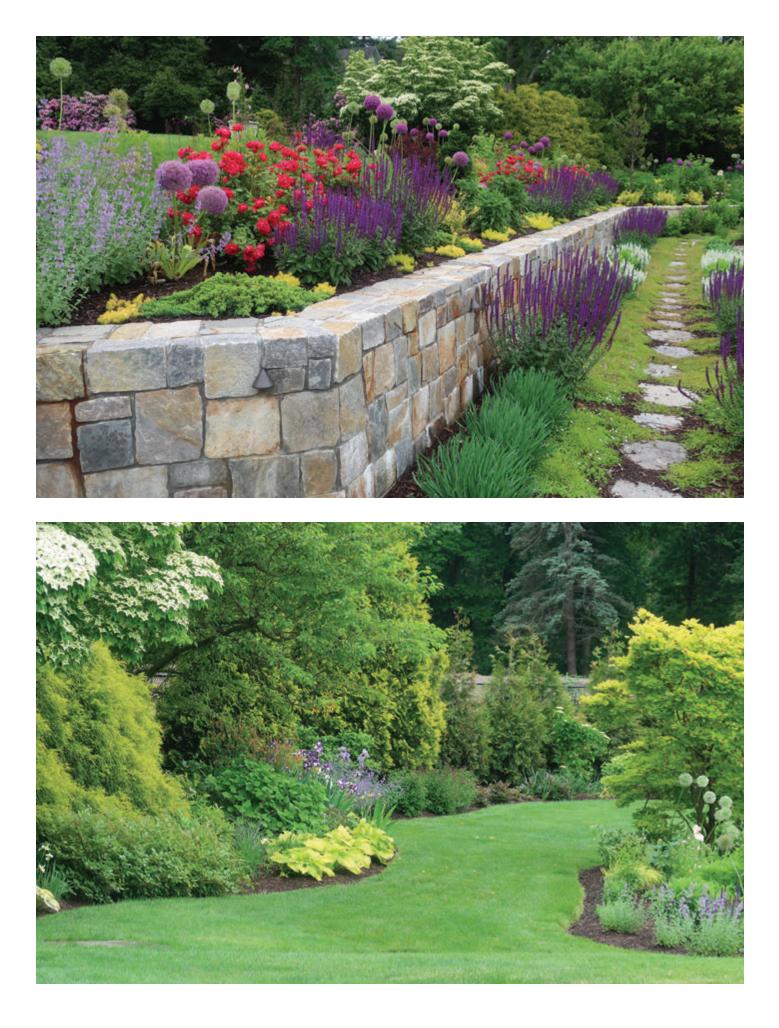
"The kitchen is the heart of the home," says Patricia, "and this rings true even more with the pandemic, by providing a sense of home, safety and comfort. The large quartz island has served as a great place for kneading dough, and the kitchen has been the perfect backdrop for the countless hours of my daughter's Tik-Tok videos."

Designer:

Gardiner & Larson Homes Bob Gardiner Judith Larson New Canaan, CT 06840 203.972.1409 gardinerandlarsonbomes.com

AUSTIN GANIM LANDSCAPE DESIGN







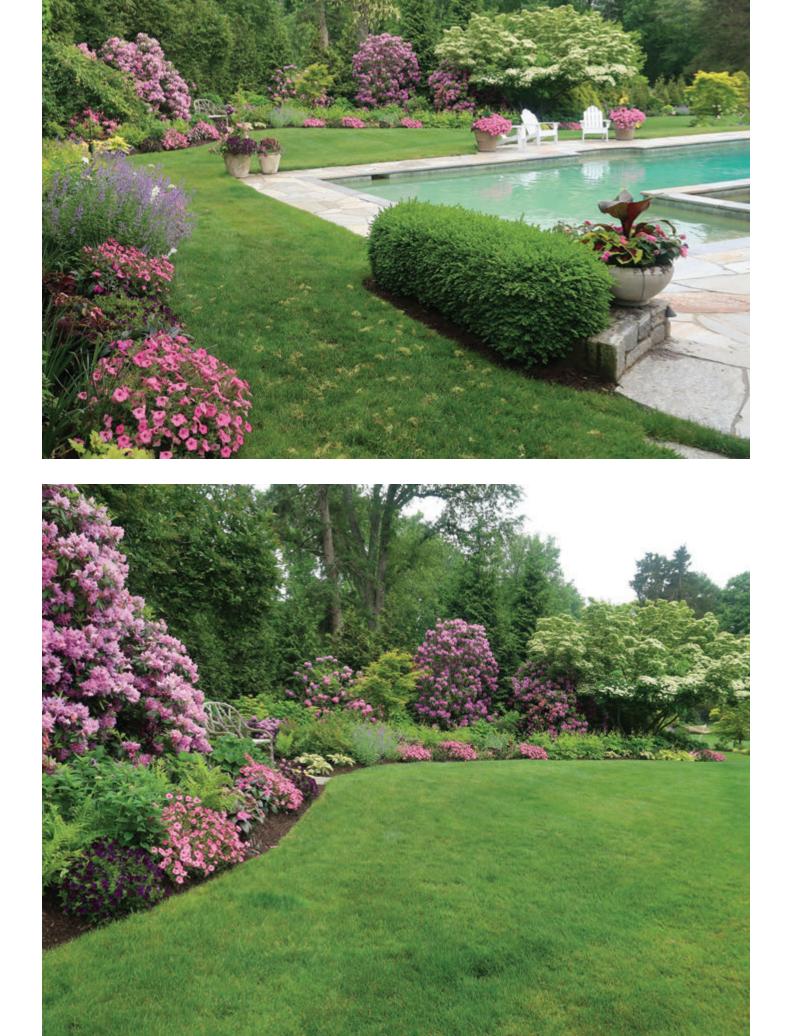




tapestry of mature evergreens and shade trees composed the existing perimeter plantings of this residence in Westport, CT. Over the years, the homeowners had modified their landscape to incorporate a mixture of flowering trees and unique evergreens. In doing so, they saw a color palette emerge: shades of green punctuated with pops of chartreuses, and burgundy foliage with seasonal floral accents from rhododendrons and hydrangeas. Still, they felt something was missing. Inspired by the diverse, colorful flower and foliage displays they'd seen at botanical gardens, the owners decided to explore the possibility of incorporating some of these features into their home landscape.

In discussing potential garden enhancements with Austin Ganim Landscape Design, LLC, the homeowners realized that a garden renovation would also give them the opportunity to redefine several garden rooms and improve the circulation between spaces. The existing outdoor living areas were located at the top and bottom of the hillside, and access between the pool and tennis court areas was either down a sloping lawn or by a path that led under the deck. Austin Ganim created a new design that incorporates a curved, monolithic bluestone staircase lined with plantings that connect the pool area to a mezzanine terrace. Raised planters for vegetables and cut flowers surround a central lawn panel backed by espalier apple and pear trees. Designers removed the old timber wall at the edge of tennis court and replaced it with a stone wall that is realigned to correspond with the geometries of the tennis court and house. This allowed space for a sitting area and stepping-stone path that connects to the side yard.

As part of the renovation, Austin Ganim evaluated the existing





plantings to determine which to remove, which to retain (such as the perimeter screening), and which could be successfully repurposed. The planting design built upon the existing color palette by incorporating additional plants with colorful foliage and many jewel-toned perennials, bulbs and annuals. This ensures that the garden beds will change throughout the seasons—as one plant fades, another begins to bloom. Where new screening was needed, Austin Ganim designers selected plantings that kept with the character of the existing tapestry to provide continuity between the spaces. They added bird and butterfly borders in the pool area, on the hillside and within other perimeter plantings, incorporating nectar- and pollen-producing flowers, grasses for seed heads, and berry-producing shrubs.

Although the new hardscape elements helped to better define the garden rooms of this property, what brought the landscape to life was creating a space that was not only aesthetically pleasing to the homeowners, but attractive to the many types of butterflies, hummingbirds, songbirds and other pollinators that regularly visit the gardens.

Landscape Architect

Austin Ganim Landscape Design Austin Ganim Eva Chiamulera 320 Kings Higbway Cutoff Fairfield, CT 06824 203.333.2003 austinganimlandscapedesign.com



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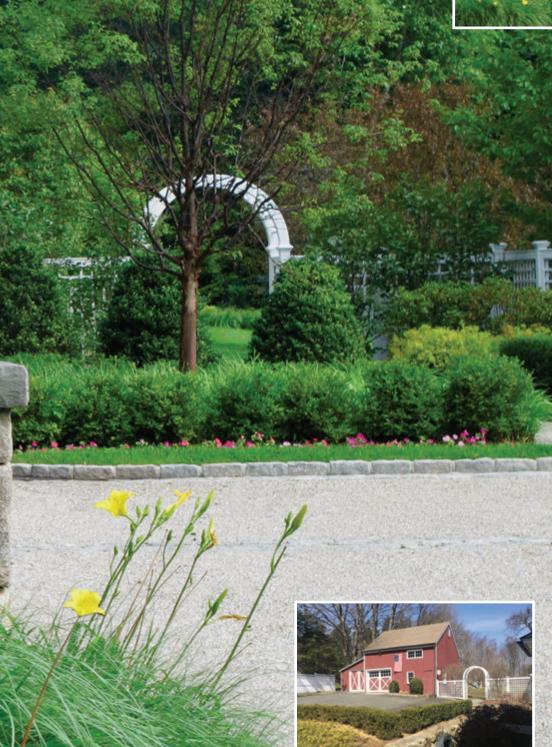
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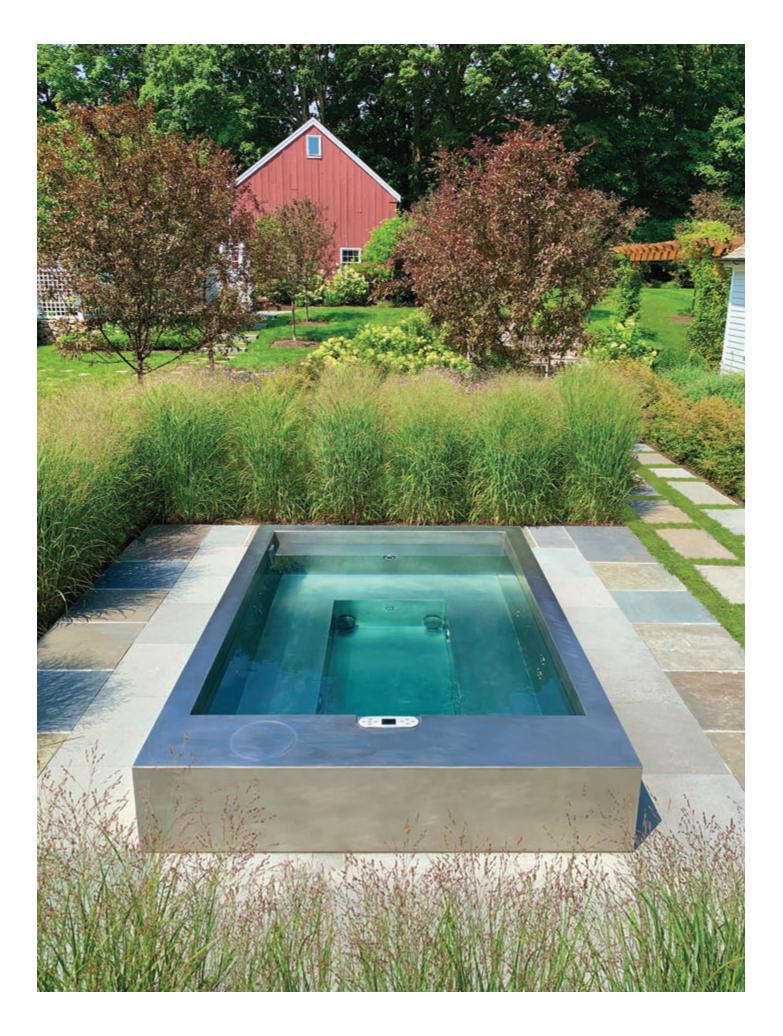
A stunning, picturesque 2.4-acre property dubbed Sil-

ver Hill Farm in Ridgefield, CT, gave landscape architect Brook Clark of Seventy Acres a wonderful backdrop to create magnificent visuals for the owners.

The clients had asked Seventy Acres to improve their driveway and parking situation and add property enhancements such as a spa, pergola and various entertaining and living spaces. The land already had some beautiful existing elements, including a historic barn dating from the 18th century, a guest cottage with an outdoor brick fireplace, and a terrace and pergola off the back of the house. Brook's team created enhanced visual connections between these existing areas by planting allées of colorful Royal Raindrops crab apples.

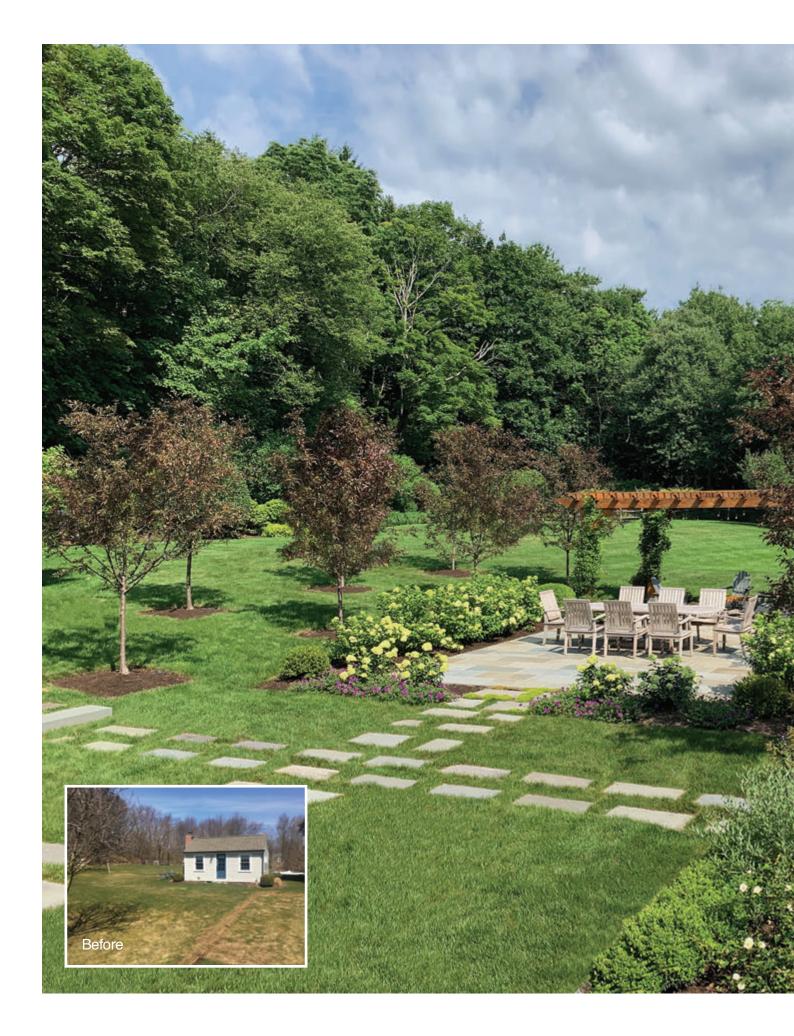
While the home had a formal front door, the homeowners used the secondary side door as the main entrance and wanted to direct their guests to the proper entrance. Brook

Before











and her team made a visual pathway to guide the guests to the correct door by designing bisecting bluestone pathways highlighted with a millstone set flush with the bluestone. Stunning plants and foliage give the area a lovely sense of calm: a maple tree draws in the eye, the low-growing flowering liriope spicata provide a willowy feel, and boxwoods and holly add height and dimension. The variety offers greenery or color year-round.

An aging sugar maple tree that served as a focal point for the former circular driveway could not be saved, but removing the tree allowed the team to realign the pavement, creating separate guest and family parking. Functional asphalt was utilized for family parking, while the more decorous cobblestone and peastone were used for the guest parking area.

A cedar pergola and peastone terrace with a sweet autumn clematis vine supply a warm and friendly gathering spot at the cottage. The custom stainlesssteel spa, located in an inconspicuous spot and surrounded by a bed of Shenandoah ornamental grass, provides seclusion and visual interest.

The spectacular garden areas furnish a space for both solace and parties. Surrounded by grassy areas and the staggered blooming of various flowers—Bridal Veil astilbe, Little Lime hydrangeas, lady's mantle and Popcorn Drift groundcover rose—the property offers pops of color year-round.

"It was a yearlong process," says Brook. "In the spring, we started planning, paused for the snow and picked up and planted in the spring."

Designer

Seventy Arces Brook Clark 27 Glen Road Suite 303 Sandy Hook, CT 06482 203.491.2405 seventyacres.com

DANDELION ENERGY STORIES BY SUSAN WINLOW

athy Hannun had a breakthrough realization. She recognized how much families spent on heating, and learned that the sheer magnitude of greenhouse gas emitted into the atmosphere due to the burning of fossil fuels—much of it from coal, oil and natural gasses—was second only to the amount emitted by vehicles. Kathy knew how to fix this problem, leading her to where she is today: president and co-founder of Dandelion Energy.

"There is an elegant solution to the pollution," Kathy says. "Every building is already sitting on a huge reservoir of energy in the ground—right below the building. The problem is, there hasn't been a cost-effective way of accessing it. That captured my attention. Why don't we use what's already there, instead of relying on these more destructive fuels?"

Enter the dawn of geothermal heating and cooling, and Dandelion's move to the Northeast in 2017. Currently, the firm serves New York, Connecticut and parts of Vermont.

Geothermal taps into the steady 55-degree, year-round ground temperature by utilizing a heat pump installed in your home and ground loops buried in the ground. In the summer, the geothermal system pulls heat from your home and transports it to the ground; in the winter, the heat is drawn from the ground and brought into your home.

Kathy compares the air conditioner to the heat pump in the geothermal system. "It's pretty simple," she says. "One example of a heat pump that everyone knows about is an air conditioner, which uses electricity to move heat from the inside to outdoor air. Heat likes to go from hot to cold places, and

the AC tries to put heat from the inside to the outside when it's hot out. It takes a lot of energy to force heat to go from the home to outside. It's very inefficient. The geothermal heat pump pushes heat into the 55-degree ground, moving heat in the direction it wants to go. It's way more efficient and easier to do. It takes way less electricity to make that happen."

The benefits of converting to geothermal include lower monthly cost and no emissions into the air. It's beneficial from a health standpoint as well, Kathy points out, since no fossil fuels are burning in the home. Installation is relatively quick—approximately two days to drill and lay the ground loops, and another couple of days to add the heat pump in the home.

While geothermal energy is still a niche market that has some limitations, the goal is to move geothermal and Dandelion into the mainstream. Kathy hopes that as more people install it in their homes, word of mouth will move the process to the forefront. At the present time, those who see the most advantages are those spending money on oil and propane, as opposed to those using natural gas. Dandelion is limited to homes that already have ductwork installed; it does not yet install in homes using radiators.

Converting to geothermal does come with a price tag, but Dandelion is working to make the cost more accessible by offering a zero-money down approach and working on increasing financing options. Currently, homeowners need to buy the equipment, but Kathy alludes to the possibility of equipment leases sometime in the future.

"The price will go down," Kathy says. "We've already seen





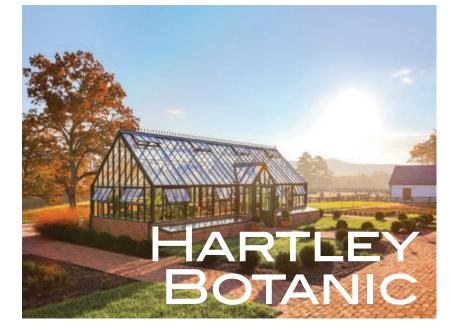
that just going from a small scale to now. We're still on the steep part of the curve. There's so much innovation happening that will bring the cost down and also make it possible for homes that can't be serviced today, such as those with radiators."

Dandelion Energy 833.GEO.4ALL dandelionenergy.com

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PROFILE





artley Botanic shares a bit of England with Americans: the quintessential greenhouse is gaining in popularity.

The greenhouse-growing culture so prominent in the United Kingdom is making its move to the U.S. market by creating unique, sophisticated glass additions to gorgeously landscaped property. The greenhouses allow for a year-round growing season for vegetables and lovelies such as unusual tropical plants.

At the forefront of this movement is the preeminent business, Hartley Botanic, established in 1938. Its factory is headquartered in a 150-yearold building in Manchester, England—ambience in its truest form. The company has sales in countries all over the world, including Italy, Spain and Russia, and has finally found its way to the U.S. While its main U.S. office is in Woburn, MA, the firm has sales executives from coast to coast, and—even though the big pond separates the two countries—this is a tight-knit group of employees who work together closely to bring this quintessentially English product to discerning American customers.

"Greenhouses in the U.K. are what garages are to the U.S.," says Neal Bobrick, president at Hartley Botanic Inc., who is based In Massachusetts. "That culture didn't exist here. I don't think that culture fully exists here yet, but more and more people are wanting a greenhouse."

Neal cites the "grow your own" and organic trend as part of its ability to move this very English garden institution into the U.S. market. CO-VID-19 gave the movement a bit of a nudge by steering attention toward the importance of investing in quality of life and home. "We've seen more interest in what we do," says Neal. "The pandemic has changed priorities for a lot of us."

Hartley greenhouses are considered the "Rolls Royce" of the pure growing greenhouses, with several factors setting these structures apart from their competition. There is no outsourcing—everyone is a Hartley em-



ployee. Every piece is handmade at a factory in Greenfield, U.K., just north of Manchester, and shipped to its intended location, even in the states. There is no inventory on hand, says Neal, and every structure is made to order for the customer. The company's tagline proudly proclaims, "Handmade in England, Cherished in America."

Additionally, all the glass used is 4mm safety tempered glass, which makes it a true growing piece is individual and wrapped in thermal

greenhouse. Each glass piece is individual and wrapped in thermal protection rubber, which means no metal-to-glass or glass-to-glass contact. The structure comes with a 30-year warranty. Neal says their discerning clients are "getting one of the best-made products in the world."

Neal emphasizes that there is a greenhouse style to match a variety of green thumbs, be it amateur or professional, or for vegetables or tropical plants. The ranges include the Original Heritage range, which is great for a first greenhouse; the true British concept, which can be found in the Victorian range; and the Modern range, with its thick extrusions and concealed hardware. Bespoke structures can be created in any of the ranges, giving the customer freedom to choose an attractive design that matches their yard, lifestyle or individual tastes.

In addition to obtaining a wonderful, high-quality garden addition, clients can be assured of satisfaction.

"We're very customer-centric," says Neal. "The customer comes first, which is an oft-used cliché, but our tech team in the U.K. bends over backwards to make sure that happens. We're honest. We deal with integrity. We show up when we say we're going to, and we build an amazing structure."

Hartley Botanic 155B New Boston Street Woburn, MA 01801 781.933.1993 hartley-botanic.com

THE ART OF SPACE

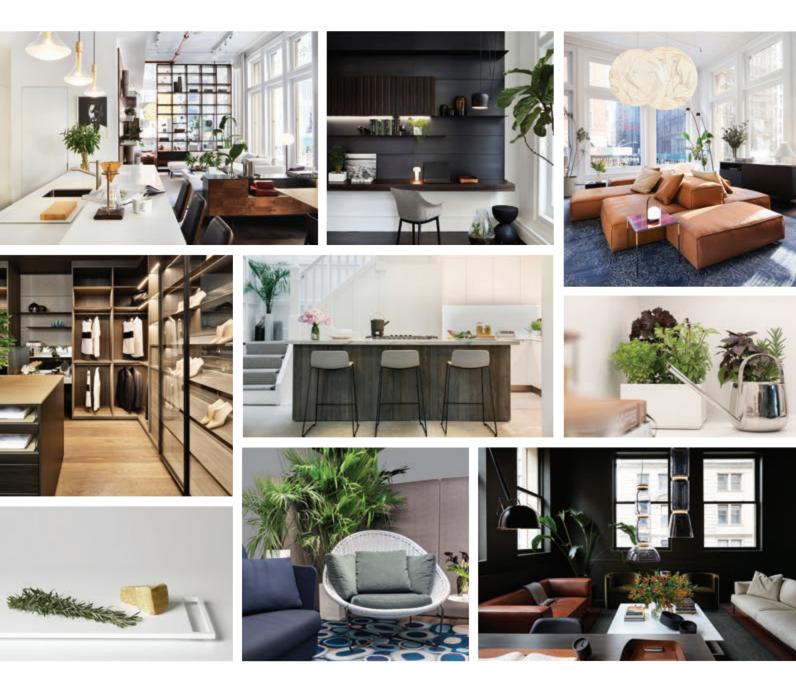
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