

Anticipating 2021 Home Space Trends

(continued)



Hemingway Construction outdoor environment



Sarah Wieland – media rooms with stadium seating and popcorn machines to bring the movies home, and home gyms are being brought to the next level – also seeing golf simulators – anything that brings entertainment home.



Emilia Ferri – expanding on the home gym, we’re seeing Pelaton Rooms, as well as home saunas and spas, and dog bathing stations incorporated into the garage or mud room.



What about supply chain issues?

Emilia Ferri – There are up to 4-5 month delays in appliances.. and kitchen renovations are huge right now!

Sarah Weiland – There’s been a huge shift – a narrower view of what the customer can get. We used to source from Italy and India, but now we are focusing on U.S. made furniture and furnishings, and the less states you have to go thru the better chance you will get it, so for example we’re sourcing from New Jersey.

Tori you truly are a one woman firm. You even do your own CAD... How are you handling these issues?



Tori McBrien – We have to be super flexible. . . for example, when there’s a shipping delay, it’s about educating your clients. There are two main criteria I look for. Timing is huge, so we are looking for pieces in stock, and East coast vs. West coast. The other criteria is people are willing to wait for something really special and unique, and I try to find those special items for them.

Peter Sciarretta – We are managing client expectations, and building in delays.

Jack Franzen – As architects, we are having trouble getting surveys. Surveyors are so busy, they are just not available. On the other hand, millwork is at the end of a job, so millwork subs need work.

Have you changed your contracts to reflect the realities of COVID?

Sarah Weiland – We have a COVID Contingency written into every contract and every invoice with projected lead times on materials, cost of goods, import taxes and tariffs! We’re telling clients that it’s a whole new ballgame... A guy in the factory gets COVID and the factory gets shut down... Clients are normally very understanding. It can be from 6-8 weeks to 16-20 weeks!

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Peter Sciaretta – We definitely have a COVID clause that we call a “cost of commodity” clause.

What about the town approval process..how has that been impacted by COVID?

Emilia Ferri – It varies from municipality to municipality in both Connecticut and Westchester County. Some are drop offs; some are by appointment and some are electronic... Response is quicker with electronic.

Anthony DeRosa – I love what happened with the permit process! We used to send someone to town hall every day with a check list and follow up 3-4 hours each day. ..Now, we get it to them digitally, and for the standard building permit, it’s streamlined and much quicker response by e-mail. Most towns were antiquated... We’ve had great luck especially with Darien, Greenwich and New Canaan.

Peter Sciaretta – there’s a dropbox in the lobby, and the questions I get are a lot more direct, streamlined and a shorter list than when I went in person.

How are you handling crisis management?

This is where professional associations like AIA CT and local Fairfield County HBRA have been so valuable to their members.

HBRA of CT and members like Anthony DeRosa and Bob Wiedenmann were instrumental in getting Governor Lamont to categorize construction as “essential” during the state two month shutdown in April and May. That allowed builders and remodelers and all of the associated trades and suppliers to keep working.

Jack Franzen – When the first round of PPP loans became available, Gina Calabro at AIA CT helped us and other members navigate the process and got us to the right bank. ☐



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Wednesday
February 3, 2021
3:30pm - WEBINAR



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AMERICAN
SOCIETY OF
INTERIOR
DESIGNERS
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HBRA
HOME BUILDERS & REMODELERS
ASSN. OF FAIRFIELD COUNTY INC.



Panelist

Emilia Ferri

Emilia Ferri Architecture + Design is an award-winning full-service architecture practice based in Greenwich, Connecticut encompassing work in Residential, Commercial, Hospitality, Retail, and Interiors,

Emilia brings over twenty years of international and local design work that contributes to her cutting-edge design sense. She is a licensed Architect in Connecticut and New York, NCARB certified, and LEED BD+C accredited.

She is a graduate of Columbia University with a Masters of Science in Architecture and Urban Design and Syracuse University with a Bachelor of Architecture. She is a recipient of multiple AIA and HOBI Awards since launching her practice. From concept through construction, Emilia and her team work diligently with each client through all phases of design down to the last built detail. With an expertise of the construction process, she also provides services in project management and construction administration, which ensures that design intent is executed.

Emilia is enthusiastic in developing and implementing innovative solutions that respond to each client's desires and style while integrating high quality designs. With her commitment to excellence, Emilia strives to provide each client and project with personal attention and dedication.