

# STYLEMAKERS

KANSAS CITY

2022



KANSAS CITY  
**Homes**  
9  
STYLE

Aqua Blue Designs • Awnings by Haas • Bickford + Company  
Ferguson Bath, Kitchen & Lighting Gallery • Karin Ross Designs  
Kitchens & Baths by Briggs • Locks & Pulls • Raynor Garage Doors  
Rosehill Gardens • Stumpff HomeWorks • Suma Design and Construction  
Total Design Tile & Flooring • Virginia Tile • Wilson's Floor Covering



There are myriad reasons to get a pool: personal enjoyment, health pursuits, relaxation, and just creating special memories with family and friends. If you have always envisioned yourself with a stunning backyard oasis but never really knew how to jump-start that dream, then now is the time to turn to the trusted experts at Aqua Blue Designs Inc.

Fiberglass pools have seen a steady increase in popularity in recent years, and for good reason. They are easy to maintain; they work great with saltwater chlorination, Ozone and UV systems; they can be installed faster (think: days instead of weeks or months); and they are typically more cost effective than concrete. A fiberglass pool is a standout in the



"People are looking to their backyards more and more and are wanting do something fun and interesting," expressed Norm Whitted, owner of Aqua Blue Designs, Inc., a locally owned, bonded, and fully insured business and premier installer of fiberglass pools and spas.

longevity department, too. A concrete pool requires resurfacing about every seven to 10 years, while a vinyl liner pool needs a liner replacement about every 10-12 years. A fiberglass pool requires only that you continue to enjoy it year after year. Plus, a fiberglass pool has the



potential to increase the value of your home, but this can vary by location.

When you partner with Aqua Blue Designs Inc., you are working with one of the area's oldest and most experienced fiberglass pool contractors and installers. With 22+ years in the business, Whitted and his team have a leading edge when it comes to overall knowledge of fiberglass pools and why this backyard pool material stands far above the other options (such as vinyl and concrete), as well as the experience and expertise to help you create the backyard of your dreams.

"Fiberglass pools are more popular than ever, and we have seen great demand for them within the Kansas City area," emphasized Whitted.







Aqua Blue Designs Inc. specializes in custom work and designs each pool specifically to the client's needs and desires. Along with the benefit of a lifetime structural warranty, these pools are

tanning ledges, beach entries, diving boards, waterfalls, spas, and infinity edges, all of which enhance the appeal and usefulness of your pool," emphasized Whitted. "Our pools are also available with automatic

will be kind to your budget, potentially saving you thousands of dollars in maintenance and upkeep over the years compared to its concrete and vinyl liner pool counterparts.



spectacularly beautiful. Further, because Whitted works with several manufacturers, he can offer clients a selection of nearly 300 different shapes, sizes, and configurations in a variety of colors.

"We can produce a variety of custom-made pools that include the highly popular

covers to keep debris, dust and other elements out of them when not in use."

A well-constructed fiberglass pool can last at least 50 years, provided it is taken care of and well-maintained. Plus, since fiberglass does not require a lot of extra work and maintenance, a fiberglass pool

If you are ready to dive into pool ownership, Aqua Blue Designs Inc. is ready to make that dream come true. ■

## FRESH VIEW...

*In most applications, fiberglass pools are superior to concrete (gunite) pools and are enjoying increased popularity around the world. Among the many benefits of fiberglass pools include less maintenance, quicker installation times, superior durability, and sound structure. Plus, the non-porous nature of the material makes it more difficult for algae to grow, keeping your pool water cleaner and healthier.*



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Your weekend starts early with us





If you love being outdoors and want to further enhance that space for year-round living, you should consider the awning and shade options from Awnings by Haas. With 20+ years of industry experience, owners

the colder months of the year. Awnings by Haas offers premier products made to the highest standards, including stationary awnings, oversized Roman shades, retractable deck and patio

and personally install, include the highly-durable Equinox® louvered roof system, which can transform an outdoor space to a year-round living area. With a simple touch of a button, you can open and shut the louvers to provide the ultimate and shade and sun cover. Awnings by Haas also offers Sunesta® retractable awnings, which provide sun protection that is 15 degrees cooler, and custom-built screens to help protect you from the elements. To further extend your time outdoors, Awnings by Haas can install Infrared



Jim and Susan Haas provide some of the best products and ideas suitable for both residential and commercial applications which can be operated manually or through motorized means.

Awnings and shade products allow you to create privacy and enjoy the shade in the hotter months of summer and also provide a way for you to still enjoy the outdoor life and soak up some sun during

awnings, solar screens and shades, retractable roof systems, cabanas, porches, pergolas, and even infrared heaters.

"We're the frosting on the cake for outdoor spaces," smiled Susan. And when it comes to outdoors spaces, Awnings by Haas knows how to make things classy with the unique applications they have to provide shade and shelter.

Among the products they offer, design,



Heating Systems that keep the heat in during the cooler months. This way, you can start Spring sooner and linger into Fall longer.

"Awnings are a great way to increase the time you can spend outside entertaining







and dining, using the best of the sun and the shade,” explained Susan. “Our awnings can make 35-degree temperatures outside go up to 65 degrees with an outdoor fireplace, and some have been tested to withstand winds up to 90 miles per hour.”

In other words, awnings and shades help you adapt to the seasons and can be customized to enhance the beauty of your property. Awnings by Haas assisted one customer who had no luck with other companies when it came to installing a full

28-foot screen to accompany the outdoor space at their new modern Westside home. Other companies wanted to split that screen in half and support it with a post in-between the sections. Awnings by Haas was able to provide one full screen, successfully meeting the clients wants and expectations while also beautifying the entire space.

Awnings by Haas also offers coverings for canopies and enclosures for carports. However, Susan advised to check with

your neighborhood first to see if those are allowed.

With a passion for what they do and a desire to assist customers with exactly what they need – whether shelter for an event space or a classy touch to an outdoor living area - Awnings by Haas



provides proven systems of sun control for both comfort and protection. All products are professionally installed and come with strong warranties. ■

## WHAT'S NEXT...

*According to Awnings by Haas, people love being able to close in their lanais, especially if they are situated in an area where trees are sparse. Homeowners can stylishly and functionally close the entire porch for full year-round usage.*

**Awnings**  
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If you asked architect Scott Bickford what he does all day, he would probably reply, "Design, plan, and develop." But in reality, he really just has a lot of fun. A rare combination of magician, artist, and innovator, Bickford has the uncanny knack

architects, and Scott Bickford undoubtedly leads the pack in this regard.

As owner and founder of the award-winning Bickford & Company Residential Architects, he leads a team of nine other talented professionals who help him carry



to create something from nothing. Because of his ability to understand things from an architectural point of view, Bickford simply sees the world differently than most people. His sole purpose with respect to what he delivers to his clients is to inspire, delight and intrigue, and he never fails to deliver on that concept. As Kansas Citians, we are blessed to have the best of the best when it comes to talented and experienced

his vision for highly innovative concepts and brings them to fruition. He operates by a philosophy to which he refers to as "personal architecture."

"By this term, we mean individualized residential architecture, developed through a team approach involving not only our staff of professional designers but also the builder and especially the client," explained Bickford, a 40+ year professional who is a



member of the American Institute of Architects and associate member of the Home Builders Association. "We take great pride in creating client-centered custom designs and in resolving difficult or unusual circumstances to achieve the result best suited to the client."

But what makes the architectural masterpieces which flow from Bickford's renderings so unique is that they embrace a special kind of simplicity amidst all the complexity such artisan work requires.

"Everyone still wants a place to eat, sleep, and cook," he expressed. "But everyone's vision of what that looks like is different, and that is what makes this job fun. It forces us to shape things differently







with each new project. We go wherever the client takes us.”

While Bickford and his team have completed thousands of projects over the years, there is always room for growth and further understanding of the craft. Bickford never wants to stop learning. That is what motivates him to continue to create. His work can be seen throughout the metro area, and some of his recent projects can be found in Loch Lloyd, which has recently made an expansion in development.

As for what Bickford thinks will transpire in the future of residential architecture, he really doesn't see too many significant changes on the road ahead.

“Homes are a reflection of our lifestyle,” he noted. “People still have families, and they need to eat, and sleep. However, people are putting more emphasis on the activities in which they engage the most. This extends to things like home offices, gyms, sport courts, and swimming pools. We are seeing more of an emphasis on these things as well as a huge uptick in outdoor living spaces.”

In other words, Bickford listens intently to fully understand the lifestyle of his clients and how they want the space to function, in a sense, being insightfully thoughtful

in which the client desires to live. That, in and of itself, is refreshing to Bickford, as he never wants to stop learning and discovering new things.



about the making of the home. Bickford and his team advance the practice of personal architecture with a keen focus on the clients coupled with an understanding of the environment in which the project is set. As a result, the client enjoys a well-made home that tends to the manner

“After all these years, I still try to learn something new every day,” smiled Bickford. “It keeps things interesting.” ■

## TRENDING...

*Bickford indicated clients are still leaning towards open floors plans with a fresher presence to them. Even if the space is traditional, French, or even farmhouse in design, clients still want it more inspired in new and creative ways. In other words, there is always a place for a modern influence, no matter the chosen style.*



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# Ferguson Bath, Kitchen & Lighting Gallery

## LIGHTING, KITCHEN & BATH GALLERY

If you want to create a space you will love to live in, the Ferguson Bath, Kitchen & Lighting Gallery is the place to be. Creating the home of your dreams is a process, but it can be a fun and exciting one, too,

With Ferguson, you can enjoy a one-stop shopping experience, as the best selection of home improvement products can be found all under one roof. You can get inspired, organize your favorite selections,

successfully navigate this wonderful journey.)

With state-of-the-art showrooms in Topeka, North Kansas City, Lee's Summit, and Lenexa, Ferguson easily serves residents from all points in the metro area. Turning your dreams into reality has never been easier.

"Our showroom consultants work directly with homeowners," noted Christine Hawkins, Builder Outside Sales. "And we are constantly adapting to make it a better experience for our customers. We have merged our Factory Direct showrooms with our other showrooms to provide all of the selections in one location. Customers can browse selections under one roof – plumbing, lighting, and appliances. All four of our locations offer this one-stop shopping experience."

Hawkins emphasized that due to current supply chain issues and demand for products that it is important to make your selections as soon as possible, whether building or remodeling.

"It is important to get ahead of the game to ensure products arrive on time so you



especially when you have a talented team of experts to assist you and a vast portfolio of top quality, exclusive, world-class product selections from which to choose.

focus on the details, and yes, even create a budget. (This is definitely a fun time, but it is important to know your budget in advance. That helps you and Ferguson







can get your project started," she noted.

One exciting service from Ferguson is the Build with Ferguson platform (build.com), which is a unique blend of a

digital and showroom experience, giving customers the best of both worlds.

"This allows you to do research from the comfort of your own home so when you come into the showroom you are ready to meet with a consultant and build on those selections," Hawkins explained. "So many people browse and shop online now, so this is an easy way to narrow selections down."

Inspiration is waiting for you at Ferguson Bath, Kitchen & Lighting Gallery. Their product experts, many of whom have a design background, are ready to help you navigate a wide range of options and browse the latest designs.

"We have so many things from which to choose, from basic stainless steel packages to sanitizing garbage disposals, touchless faucets, dishwashers with anti-microbial handles, free standing ranges with built-in air fryers and so

much more," said Hawkins. "Ferguson also owns Signature Hardware and under that brand releases new products quarterly to give even more options with the ever-changing trends."

Ferguson always showcases trends, influences, and inspiration on its website and on the Signature Hardware website, too.

"Definitely take advantage of our websites," said Hawkins. ■



## WHAT'S NEXT...

*According to Hawkins, greens and blues are top players in 2022 for kitchens and bathrooms. People are getting bolder in their selections and are also mixing metals. "You might see a brushed gold with a matte black finish," indicated Hawkins. "Some faucets and lighting fixtures are coming out with mixed metals, such as Kohler, which has an ombre faucet." At the same time, natural elements – wood grain and natural stone – are also quite popular.*

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"There's no time like the present." If you have heard that sentiment said one time in your life, you have heard it a thousand times. While it might be easy to simply brush it off, when it comes to certain matters, it holds significant weight and deserves to be taken rather seriously.

"I have heard so many people say they think they should just wait to remodel their

Ross is a solid testament to what it means to employ resilience, patience, understanding, competence, and quality at a time when some things are somewhat out of her control.

"I know many people are thinking prices will come down and it will get better, but all things indicate costs will continue to increase across the board, from materials



kitchen or bathroom because they believe things will get better in the future from a cost perspective," expressed Karin Ross, owner of Karin Ross Designs, a design+build firm with an emphasis on bespoke crafted kitchens and bathrooms.

to freight to labor. If you want to get a new kitchen or bathroom, get it done now," she emphasized. "Ultimately, you will still have value in your home, so why wait another five years?"

An award-winning designer known for



her attention to detail and crafting the client's own unique story through the creative expression of their inspirations exquisitely paired with her impeccable designs, Ross understands each individual's lifestyle and needs, delivering results that are not only breath-taking but that also have a reputation for setting the standards for contemporary luxury.

Ross prides herself on elegant designs followed through with professional installation. She intently and thoughtfully listens to the ideas of the client, provides her own insight, and designs a product with longevity in mind. Her expansive showroom in Lee's Summit, Missouri, which







has undergone a significant expansion, is open to the public and is full of a myriad of samples from which to choose. No detail is overlooked in the process.

overwhelming them and to avoid mistakes.”

Even during these uncertain economic times, Ross continues to lead, inspire, and innovate as she professionally and

delays may occur, Ross emphasized her standards of service will never change.

“I plan ahead and am a firm believer of setting the right expectations,” reflected



“I make sure everything is done correctly from the beginning,” she emphasized. “I have to think of the look and the function of the space as well as take into consideration how it will stand the test of time. I want it to last. I need to fully understand what the client is looking for so I can pre-select items to avoid

artistically navigates each specific project for the specific client, the specific space, and the specific home. A purveyor of truly custom design+build jobs, Ross is a strong leader in the remodeling industry. She can take a project from beginning to end that beautifully and effectively captures each client’s wishes and needs. Even when certain

Ross. “Bearing that in mind, I realize I am not for everyone, either. I believe the client also has the right to select a contractor with whom they feel comfortable, one whose style will align with theirs. I will only take on projects for which I know I can give my all, as my clients deserve the best.” ■

## FRESH VIEW...

*According to Ross, this is the season of “anything goes,” as long as it is put together thoughtfully. “I can open your mind to your true desires and work with it to create your dream kitchen or bathroom.” For Ross, it all comes to fruition in the end result, as the finished product looks like it always belonged there, and the client is extremely happy.*

# KR DESIGNS

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816.425.2815

karinrossdesigns.com



Have you been searching for some of the newest, freshest, and brightest home remodeling ideas this year? Look no further than Kitchen & Baths by Briggs. Recognized as a leading wholesale distributor of plumbing fixtures and supplies for kitchen remodeling, bathroom remodeling or new construction, this

unparalleled customer service, Kitchens & Baths by Briggs carries a wide variety of high-quality sinks, faucets, fixtures, and accessories to create and remodel any kitchen or bathroom. They also have a vast collection of beautiful boutique items to complement any design project, as well as decorative lighting fixtures.



115+-year-old company (you know they must be doing something right!) boasts some of the best showrooms in its native Omaha and right here in Kansas City.

Known for its focus on premier high-end products and materials, along with

Todd Johnson, Showroom Manager, continually keeps the excitement going with his in-depth knowledge of the products and services offered by Kitchens & Baths by Briggs. He and the entire Kitchen & Baths by Briggs team invite



you to browse the largest decorative plumbing showroom in the Heartland. In fact, clients can get things rolling before coming into the showroom by viewing products on the company's web site to get ideas and inspiration.

Among the high-profile name brands offered by Kitchen & Baths by Briggs include the new generation of Kohler displays, Bain Ultra, Hansgrohe, Rohl, Moen, BTI Aqua Systems, Waterstone, Watermark and many other well-known







brands. Johnson is equally excited about some of the newer brands taking the stage this year.

Also new by Hansgrohe is the luxurious Rainfinity, an award-winning showerhead

with its unique and silky water delivery. Hansgrohe, known for its machine-tooled elegance and upscale design, delivers an incredibly relaxing and warm experience, making you feel as if you are enrobed in

micro drops of water. This will appeal to wellness and design lovers alike, creating an unprecedented shower experience.

Kitchens & Baths by Briggs provides quick turnaround times and has enjoyed an excellent reputation for many, many years within the community.

"We are extremely proud of our stellar customer service, and every one of our employees stays educated on new product lines," emphasized Johnson. "We are a wholesale company with a focus on working with high-end designers and remodelers, as well as some builders. We specialize in 'custom-custom' products for higher-end projects. We also work closely with the contractors to make sure everything is properly installed and that all parts and pieces are together." ■



## WHAT'S NEXT...

*Vibrantly painted finishes on the exterior of tubs are gaining in popularity.*

*You can choose just about any color to match your home's décor.*

*Walnut wood finishes are making a comeback and intelligent toilets with integrated personal cleansing systems are stealing the show.*

*Full wet rooms are also in demand.*

*However, the experts at Kitchen & Baths by Briggs emphasized placing functionality and personal style ahead of what is currently trending, as what is "in" now might not be that way in a few years' time.*

*(Think: gray paint!)*



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*"If you can't find it at Locks and Pulls, you probably won't find it."*

This might sound a little over confident, but when you're known as a premier source for decorative door, bath and cabinet hardware you can show a little swagger.

will satisfy the basics, as well as the most discriminating of tastes.

Locks and Pulls was founded as a family business in 1986 and has continued to operate in that manner for the last 35 years. John Hensley and his staff have

Locks and Pulls is successful and has been able to open a second location, because of their relationships and commitment to service and selection.

As John moves closer to retirement, Kansas City can continue to rely on Locks and Pulls. His son, Adam, will be leading the company with the same high standards while updating the shopping experience and expanding their already unmatched selection of home hardware.

*"Hardware shouldn't be hard, with so many options to express personal style and make an artistic statement, we believe hardware is actually fun. Both locations offer over 1,500 cabinet knobs and pulls and 50 door hardware options, most of which are in stock, plus there are over 20,000 additional items available for order from over 250 manufacturers around the world."*

— Adam Hensley

From the smallest apartment to luxury hotel suites, starter homes to spectacular executive and celebrity mansions, Locks and Pulls has thousands of door, bath, and cabinet hardware selections in stock that

operated as a family-oriented business and have built long-standing relationships with builders, designers and homeowners. These high standards don't stop at ownership, the entire team believes that

Kansas City's builders and designers are confident in directing their customers to Locks and Pulls. They trust that their customers will receive exceptional service







at both locations and have showrooms that offer classic upscale product lines as well as unique artisan pieces. Baldwin, Classic Brass, Emtek, and Rocky Mountain Hardware are a few names customers will recognize but they believe customers will also enjoy the options from newer decorative lines, such as Addison Weeks, Lisa Jarvis and Armac Martin.

The pandemic demanded change in

everyone's life. Perhaps one of the most significant ways people felt the impact was in how they viewed and used their home. This shift resulted in a sharp increase of home improvement and remodeling projects. Locks and Pulls followed every guideline and created a safe shopping environment while also helping customers re-imagine their living space to bring a little comfort and satisfaction to their home.

When it comes to decorative hardware for your home, Locks and Pulls should be your first (and likely only) stop. Since hardware is ALL THEY DO you won't find their selection, price and expertise anywhere else. ■

## WHAT'S NEXT...

*Cabinet hardware finishes are important, and Hensley is seeing a strong demand for matte black and satin brass finishes in recent years, along with mixing and matching a variety of finishes and metals in decorative hardware products throughout the home. Many homeowners are pivoting from the traditional design styles, to more contemporary styles promoting clean, sharp lines.*

## LOCKS & PULLS

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If you desire a top quality and stylish new garage door for your home or business, or if you want a state-of-the-art garage door opener, it's time to discover Raynor Garage Doors of Kansas City. When it comes to the ultimate in service, selection, and style in the industry, Raynor Garage

beautifully transform your home.

Since 1992, Raynor Garage Doors of Kansas City has been offering exemplary customer service and premium products to area residents and beyond. Raynor Garage Doors of Kansas City was built upon a platform of outstanding

steel, wood, aluminum, glass, custom doors, and hardware.

Owner Dave Guthrie, who began his career within the garage door industry back in 1968, became partner in Raynor Garage Doors of Kansas City in 1992 and eventually transitioned to sole owner, along with his wife Sheila. Their son Mike Guthrie joined the business in 1994 and currently serves in the role of Vice President – Sales and Marketing.



Doors leads the pack. From its team of skilled service technicians to its design sales team that takes the time to truly listen to the customers in order to fully understand their needs, this local and family-owned business is ready to help you

customer service, unwavering integrity, and uncompromising value, setting the standard for excellence in service, repair, and installation. Raynor Garage Doors of Kansas City offers a variety of hand-selected garage door options, including

"We offer the full spectrum of garage doors and have eight major manufacturers across the United States and Canada," expressed Mike.

To begin the ideas and selection process, a design team member can come out to your home and/or you can start the adventure in their spacious showroom.

"People love visiting the showroom and







design center,” emphasized Mike. “We have positioned ourselves as a one-stop shop when it comes to selections and style. Our showroom has 20+ full size doors on display, along with full size working displays.”

Raynor Garage Doors of Kansas City provides free estimates and can also help

“This helps when making selections, and it also weeds out designs you don’t want,” noted Mike.

In addition to providing an outstanding portfolio of garage door designs and styles, as well as openers, Raynor Garage Doors of Kansas City also provides warranties on its products, the length of which depends

company offers discounts to existing customers on repairs.

“Garage doors represent the largest moving item in your home, and we recommend an annual safety inspection and regular maintenance to ensure they are properly working and in good order,” expressed Mike. ■



you see exactly how your new garage doors will look on your home with the aid of their visualization software.

on the make and model. Also, all of the installers are company employees, so no work is subcontracted out. Further, the

## WHAT'S NEXT...

*Integrated technology is popular with garage door openers now. The LiftMaster brand comes with myQ smart home technology that allows you to get notified when your garage door is opened or closed; provides remote access to your garage; and even allows eligible Amazon Prime members in certain areas to have in-garage deliveries.*

**RAYNOR.**  
Garage Doors of Kansas City

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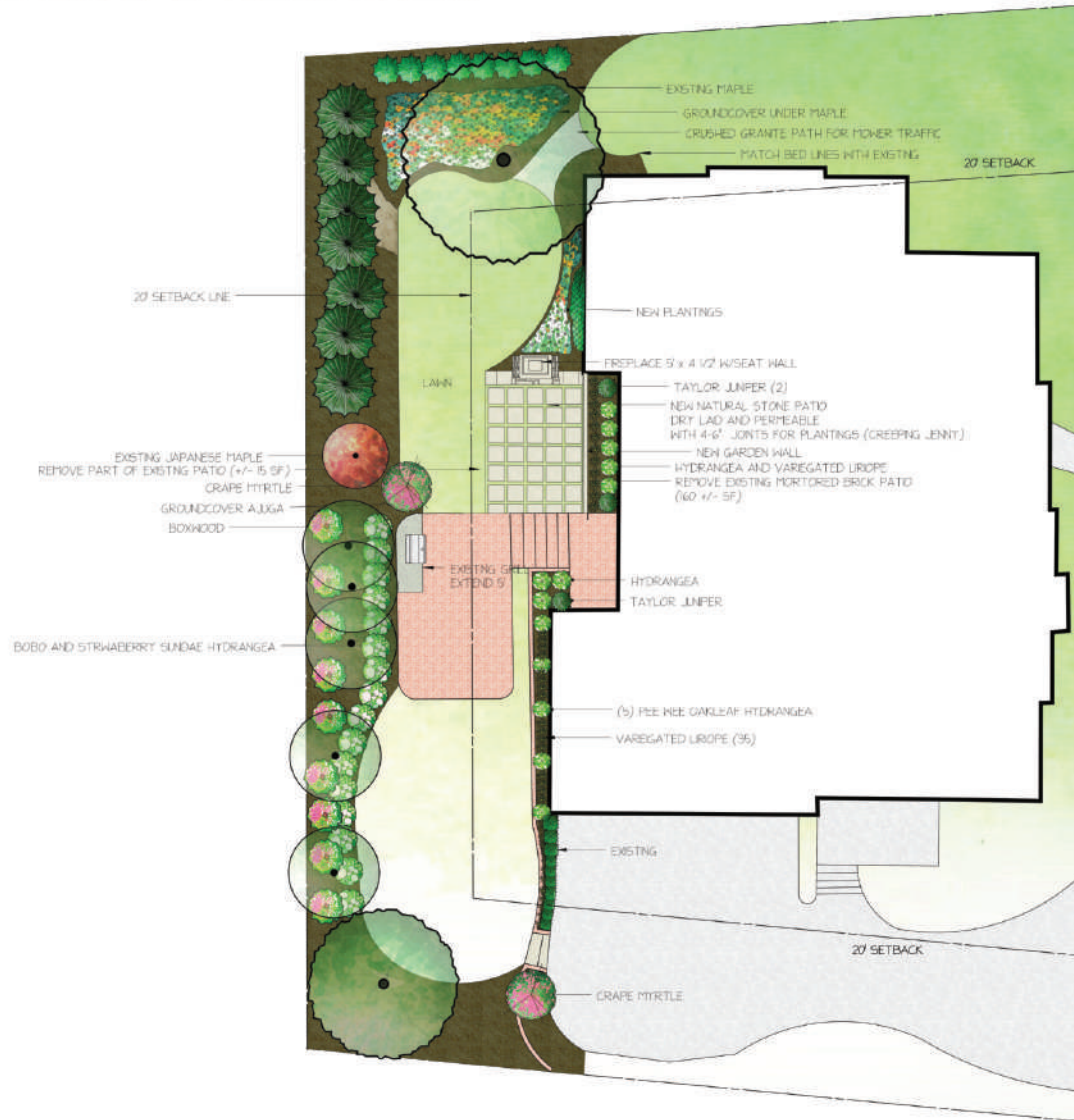
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When you don't simply rely on searching for new landscapes but instead use new eyes to envision what is already there, the end result can make you not only see a place differently, but also use it differently. For example, this Mission Hills home enjoyed a stunning landscape makeover at the hands of one of Rosehill Gardens' finest landscape designers, Jason Opheim.

Opheim is part of a team 150-strong with a company that has provided 100+ years of professional landscaping and more. He graduated with a degree in Landscape Design from South Dakota State University and has amassed a career portfolio 27 years strong with residential projects at all price points, from just \$500.00 to over one million dollars in both new construction and renovation. With each new project he manages, his initial vision beautifully transforms into breathtaking results.

"The owners of this home were looking for something small, unique, and comfortable for relaxing and entertaining in their backyard," expressed Opheim, who worked from a picture of a fireplace



the homeowners wanted, which was a design from a previous company that never was able to capture and complete that look for them. That is where Opheim and his talents stepped in. He modified the design, added the synthetic turf the homeowners wanted, and provided all of the landscape elements.

To begin this project, Opheim and his team removed the old stone wall and existing brick patio and created a unique small space for the fireplace. The focus was on keep the presentation natural, taking into consideration the "greenspace" for drainage.





"I recommended the square cut natural stones, and the homeowner really liked the look of the synthetic turf in between the stones," noted Opheim, who then finished off the area with simple landscape appointments.

Among the materials incorporated into this space were natural limestone for the fireplace and walls, with custom cut Indiana limestone caps for the wall and fireplace. Opheim then installed cream cut 24"x24" stone for the patio, which plays in perfect concert with the synthetic turf in between.

"For shade, we relied on simple plantings, such as hostas, hydrangeas, boxwoods, variegated liriop, and low spreading yews," explained Opheim.

"The key area of this project was the gas burning fireplace and the patio," noted Opheim, who designed the area in this small backyard for optimum functionality. He completed the entire picture with landscape lighting, which, by night, elevates the space to an entirely new level in artistic beauty. ■

## FRESH VIEW...

*Opheim emphasized that when creating a space, you should make sure it says something about yourself and your personality. This makes it feel authentic and comfortable when you are either entertaining guests or just enjoying the space with your family. If you merely design something based on what you saw on television or online just because you think it looks amazing, it won't tell the story about you and your family. Remain true to yourself in your design.*



311 East 135th Street,  
Kansas City, Missouri  
**816.941.4777**  
rosehillgardens.com



If it's true that a picture speaks a thousand words, then perhaps we should just stop right here and let the corresponding photos do the talking. The level of craftsmanship, skill, and ingenuity that have become the hallmarks of Stumpff HomeWorks, an award-winning, full-service professional remodeling company, tend to render one temporarily speechless. The



work this company does is so good, in fact, that you may never look at a home remodeling project the same way again. With a heavy focus on innovative craftsmanship and attention to detail, owner Tom Stumpff not only enjoys what he does, but his dedication to his craft is at the fiber of his very being.

"I enjoy what I do and all aspects of it," he reflected. "Granted, the design portion is fun to do, but I get excited about it all."

Armed with a proven track record within the home building and remodeling arena, Stumpff has extensive hands-on experience within all areas of construction. When he was 23 years old, he began working for a high-end contractor in town, cutting his professional teeth by learning everything about the trade he possibly could. He ambitiously advanced through the ranks of laborer, carpenter, and lead carpenter. His desire to learn more and acquire more skills never wavered. In 2011, he decided to strike out on his own and established Stumpff HomeWorks.

Of course, there was definitely a learning curve to being his own boss – and he had to put in the work to develop his portfolio – but fast forward to 2022 and his company has expanded to include a team 10-people strong, including two designers, three carpenters, a shop carpenter, and an in-house electrician and painter. Stumpff demands the best of himself, so it is no surprise that equal demands are placed upon his dedicated team of experienced artisans.

"We are all driven by the projects and by the people for whom we do the work,"



he expressed. "We develop a relationship with our clients, with the goal of turning out a project they will enjoy and that we will enjoy delivering to them. We all come to each project with the same attitude."

Stumpff HomeWorks tends to every detail with just as much precision as they do pride. While the work they produce is superior, Stumpff knows there is always room for improvement.

"We are always trying to get better," he emphasized. "We do what we think is







the best way and the right way to do things. Our focus is on creating a nice and timeless look through a clean and cohesive approach."

what each project will require," he said. "There is no guesswork here. My knowledge extends from knowing the basics, understanding all facets, and

environment within each home.

"When we set up a job, we make sure the clients don't even notice we are there, and we keep the work as contained to the



Innately talented, Stumpff has enjoyed building things since he was a kid and has a keen eye for presentation.

"Right from the start, I visually know

creating something clients will love."

Further, Stumpff and his team offer peace of mind to clients by taking great care in creating a clean and well-attended

space as we possibly can," smiled Stumpff.

"We soon become part of the family, so don't be surprised if we bring in the trash cans or grab your newspaper for you." ■

## FRESH VIEW...

*The creative wheels continually spin in Stumpff's mind, and he embraces each new project with heightened enthusiasm. "It's inspiring to imagine what we will do next," he said. "We keep pushing ourselves to improve, to do new things, and to embrace a bigger, more intimate process. It's exciting to see what new project is out there for us."*



**STUMPPF  
HOMEWORKS**

**913.488.3645**

[stumpffhomeworks.com](http://stumpffhomeworks.com)



When Mark Sumada, owner of Suma Design and Construction Company, first began honing his craft within the modern/contemporary home building arena, he had just barely scratched the surface of what

As a result of his deliberate approach to each home he creates, Sumada takes care of his clients and is highly involved throughout the entire process of construction. No matter the design or

redesign, and customize a home to meet the client's needs."

Among those needs/wants today include changes to the exterior and interior appointments and overall design elements of the home. From an exterior perspective, Sumada indicated he is starting to get clients who want a more contemporary façade and front elevation. And with the use of 3D virtual design programs, we can create new designs for our clients as they watch.

"This includes elements such as flat-lined roofs, low pitched roofs, and cleaner lines," he indicated. "We are not seeing requests for much in terms of ornamentation on the front of homes. People are leaning towards a more simplistic look."

When it comes to the interior of his homes, Sumada emphasized most clients love technology and automation, such as automated lighting, entertainment systems, and appliances, for example.

"Clients really like a fully integrated, high-tech home," he expressed. "This also includes solar panels, heated floors, induction cook tops, and attention to energy efficiency." And when it comes to energy efficiency, all of Sumada's homes meet the 5A energy rating.

that might look like. Over the ensuing years, he continued to elevate his style, seemingly moving up a notch within his design portfolio year after year. He has now come to a place where he is on the forefront of contemporary home design and continues to push the proverbial envelope in that regard.

price point, clients always get the builder with Suma Design and Construction. Further, clients get what they want.

"We showcase our products in our models with the added advantage of being in a position to do what the client wants us to do," Sumada emphasized. "We are a design-build builder, and we will design,







"The government HERS rating is 64, and ours, at 62, is well below that," noted Sumada. "We use elements such as 95% efficient furnaces, caulking packages,

homes, the heating and cooling savings can be significant, with most homeowners seeing a monthly bill of approximately \$150.00 combined.

different, unique, and even perhaps a bit daring in presentation, but that is perfectly fine with Sumada, whose creative and visionary wheels never cease to spin.

"When people see what we can do and the products we create, they realize that is what they want," smiled Sumada. "Our homes uniquely stand out, and we have basically created our own niche in this regard. As a custom builder, we are driven by the consumer. We will take your ideas and make it your own, spending the necessary time to make it all work and put everything into the home you want."

Sumada's work speaks to anyone who appreciates his design language. He stands out as an experienced and well-regarded custom builder with an impressive portfolio of designs, all of which can be tailored and customized for the client. ■



blown-in insulation, and insulated windows to keep those ratings so low."

Because of the energy efficient packages integrated into Sumada's

But a Suma Design home is more than just about cost savings. Each home is built with the client in mind. These houses have set the standard for what it means to be

## FRESH VIEW...

*Suma Design and Construction cautions its clients to avoid trends so whatever they choose does not go out of style in five years or so. Sumada suggests aiming for a more timeless presentation and feel.*

*"Opt for a clean color palette so when you switch out colors, it is with things that are easily disposable, such as pillows and art," he noted. "Keep it simple!"*



**816.532.1555**  
sumadesigninc.com



If it is full-service design you desire for all of your flooring needs, then Total Design Tile & Flooring has the ideal solutions for you. They are the tile, hardwood, carpeting, and vinyl flooring specialists who can easily navigate you from selection and design to installation. Plus, in addition to helping clients choose from a vast portfolio of flooring options, Total Design

Founded in 2010 by Garrison Pflumm, Total Design Tile & Flooring operates a design-driven showroom with a wide variety of vendors on display, both domestic and international and at all price points. There is something for every design taste and expression here. The company caters to builders, new construction developments, remodels, and



Tile & Flooring will happily assist in the selection of countertops, stain, and paint. Their experienced design consultants are the experts at pulling together a complete and stylish look for your home. Bringing your vision to life is what they do best.

more within the Kansas City metro area.

"All of our vendors manage their displays in the showroom and keep it up-to-date on new products," noted



Savanna Cunningham, Design Consultant.

The Total Design Tile & Flooring Showroom, located at 15430 S. Mahaffie Street in Olathe, Kansas, is open weekdays from 8 a.m. – 4 p.m. Appointments are required, and Cunningham advises customers, especially those involved in a remodel project, to bring photos or images of what they are inspired by and of the current areas in their home they want to renovate.

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"We also provide a strong educational component," expressed Cunningham. "We hold regular product knowledge meetings with our vendors, so we are always

visions come to life and seeing that thing that sparks a light in them, making them excited to come home," she smiled. "Communication is the key to our success,

free, in-home measure to ensure the accuracy of the quote, plan the scope of the work, and then discuss steps to start the installation process.



learning new things and staying on the leading edge, and we then share that knowledge and information with our customers."

Cunningham likes to refer to visits to their showroom as "fun experiences" and wouldn't have it any other way.

"It is so exciting to see customers'

and we take great pride in the customer service we provide."

Total Design Tile & Flooring works with in-house installers and sub-contractors. They invite you to come in and browse the showroom so you can prepare to design your dream home. From that point, their experts will come to your home to do a

"Of course, we also welcome do-it-yourselfers," said Cunningham.

Total Design Tile & Flooring also has a full service and warranty staff to further ensure customer satisfaction. ■

## WHAT'S NEXT...

*Cunningham has noted an increase in popularity for longer and wider hardwood floors and large format tile. When it comes to color choices, consumers are leaning towards warmer tones and warm neutrals in all types of flooring and paint selections.*



**TOTAL DESIGN**  
Tile & Flooring

**913.393.0116**  
totaldesignkc.com



When you have been in business nearly a century, you probably know a thing or two about your specific industry. Founded in 1928 by the Stephenson family, Virginia Tile Company continually sets the standard for the best in tile products and unmatched customer service. Throughout the decades, Virginia Tile has sourced its products from the most reputable manufacturers in the

tile related products, such as grout, drains and more. We provide a very specialized experience and unlike many of our competitors, we have trained and interior design degree qualified designers and professionals on staff. We sell tile and the solutions that go with it."

The local Virginia Tile Company showroom is connected to the company's



tile from Italy and Spain and around the world, as well as US-based companies that make exceptional designs, most originating from Italy, which is known for their advance technology. We also have a great offering of artisan lines in ceramic and glass from top brands," Bissa further emphasizes. Wood is an ever-popular design choice due to the soothing natural beauty it brings to any interior, whether residential or commercial. Virginia Tile offers a vast range of colors, hues, and grain patterns – where their porcelain wood-look tiles offer an abundance of appealing possibilities for kitchen and bathroom countertops and backsplashes, living room and office walls and flooring, and even outdoor spaces.

One area that is growing rapidly for the company is their Woodworking



world, creating a highly elevated experience that takes customers from inspiration to installation, whether in residential or commercial applications.

"Our company is built upon exceptional products and extraordinary people," emphasized Jessica Bissa, National Showroom Manager. "We are really one of the few distributors focused on tile and

national distribution center and, while the company is a wholesaler, its team of experts will work with external designers, retailers and their customers on designs – closing the gap between the retailer and the designer. At Virginia Tile, the customer can expect to get a thorough design experience from beginning to end.

"We have a great mix of hand selected







product offerings. Products like High Pressure Decorative Laminate, Quartz, Solid Surfacing and Cabinet Hardware which are sold thru fabricator customers into both Commercial and Residential applications.

"We carry a lot of great products with varying textures," Bissa also expresses.



"Our goal is to make it easier for the customer. We encourage you to use our expertise and use our showroom and we will do everything we can for you."

Before coming to the showroom, local Virginia Tile Company Midwest Regional

Manager Brent Castillo advises customers to have ideas in mind, and, to also visit the Virginia Tile website beforehand – [virginiatile.com](http://virginiatile.com).

"It is also a good idea to browse Pinterest or Houzz for ideas and bring in any paint samples you have," he encouraged. "We can help you bring

the customer service is unparalleled. Furthermore, with its free design service, customers get all the assistance they need to bring their designs together with the help of trained and qualified designers who will happily coordinate customers' selections with other elements.

"The exceptional service we offer, the product knowledge of our staff, and the premier customer experience are what set us apart from others," emphasized Castillo.

Virginia Tile ensures to buy deep to avoid shortages and do all that it can to stay in front of any potential issues that might arise for their customers.

When you choose Virginia Tile, you can be assured this company is always in production development, searching for new products and continually updating their showroom presentations, all while keeping an exceptional customer experience in mind. With vast selections and passionate people, bringing design to the surface is what they do best. ■

## WHAT'S NEXT...

*According to Castillo, the current trend leans towards large format tile, such as 2'x4' or larger in all areas of the house. "We are also seeing an increase in demand for different types of decorative tile, such as 3D, jewel tones, bright colors, and textured formats. With tile, homeowners can express their personality and create a unique story," Castillo highlights. Also, popular now are outdoor spaces accented with two-centimeter-thick porcelain pavers, as well as components for backyard pools.*



**VIRGINIATILE**

5100 Kansas Avenue,  
Kansas City, KS

**913.573.0600**

[virginiatile.com](http://virginiatile.com)



What gets the most use and abuse in your home and is also one of the most important aspects of your home? If you guessed flooring, you are correct. If you are considering replacing or installing new floors, Wilson's Floor Covering, Inc.

sets the stage for all other design elements in your home. Because of this, it just makes sense to have trusted experts at your side to help you select the perfect flooring, not only for the style of your home, but also for the way you live.

carpet, vinyl, natural stone, tile, laminate, and hardwood flooring. Plus, they are continuously updating their products to ensure you can enjoy the very best when it comes to making selections. Service and installation are also held to the highest standards.

"We approach each project as if it were for our own home," indicated Aubrie Weed, Vice-President. "We make sure to fully understand what each client's needs are and will then advise accordingly."

Open and honest communication is an integral part of the relationship between the sales staff and the customers. The company's ultimate goal is complete customer satisfaction achieved through individual and personal attention.

"This is not a high-pressure sale," said Weed. "Our staff is not on commission, so our focus is on suiting your needs, not just making a sale."

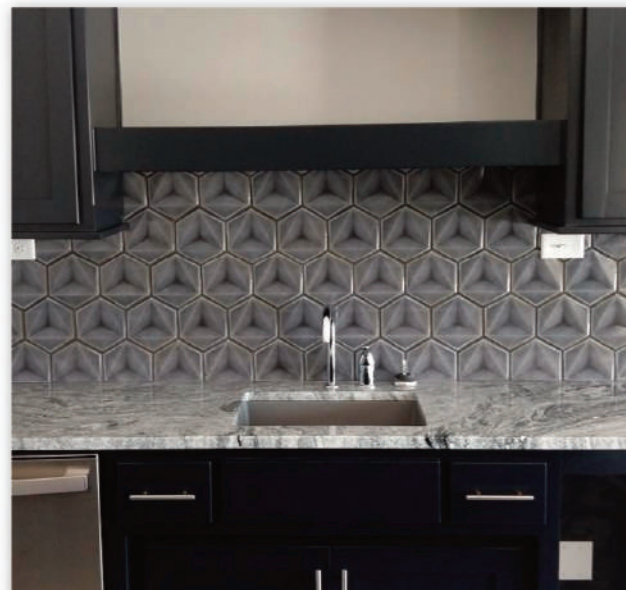
Throughout the company's expansive showroom, customers can browse all of the selections and gather some incredible ideas.

"Right now, we are seeing an uptick in wider plank hardwood flooring and a strong shift towards white oak and natural tones to provide that light, airy feeling in the home," suggested Weed.



should be the one and only stop you make. They understand the process of selecting new flooring can seem like a daunting task, with so many options, styles, and brands available. The flooring you choose typically

Located in Platte City, Missouri, Wilson's Floor Covering is a homegrown family business that has been a highly respected leader in the flooring industry since 1987. They specialize in a wide variety of







"Many people are taking out the tubs and making larger, walk-in showers or handicap accessible spaces to make their homes more adaptable for aging in place," she explained. "Many products are easier to clean and maintain, which is also helpful."

Because Wilson's Floor Covering, Inc. adheres to a high standard of quality,

customers know they are receiving dependable, trustworthy, and reliable materials installed by some of the most experienced tradesmen in the industry. Some of their team members have been with them for over 20 years.

"We don't send strangers to your home," emphasized Weed. "We know who is doing the work and know their background. All of our employees take pride in what they do. This is not a job to them, but a profession. All of us at Wilson's Floor Covering stand behind our products and installation."

In addition to providing premier flooring selections, Wilson's Floor Covering also works with a multitude of tradespeople and contractors and will happily refer other trades to their customers. After all, it is their customers who have kept them in business.

Some current circumstances can dictate certain delays in products. Wilson's Floor Covering professionals are the experts at managing expectations without

over-promising and under-delivering.

"We believe that it is worth the wait and that it is important to have your projects done properly," stated Weed.



There are so many decisions to make when it comes to making your dream home a reality. Wilson's Floor Covering tries to make the flooring aspect a simple and enjoyable process. ■

## WHAT'S NEXT...

*According to Aubrie, customers are leaning towards more shapes and design in their tile and carpet preferences.*



**ILSON'S**  
Floor Covering, Inc.  
— Since 1987 —

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