

DESIGN



NEW YORK
METRO
CHAPTER
OF ASID

SUMMER | 2018



**OUR
EXPERTISE
ENHANCES
EVERY
PROJECT**



As specialists, we design storage solutions for any type of room, building, or luxury property. With a selection of carefully-curated premium finishes, accents, and accessories, white glove installation service, and preferred pricing, our trade partners look to us for customized ideas that match their needs.

CALIFORNIA CLOSETS®

TRIBECA | UPPER EAST SIDE | HAWTHORNE | MANHASSET | NEW CITY | **914.592.1001**

SOUTHAMPTON | **631.737.2224**

californiaclosets.com facebook & instagram: @caclosets

©2018 California Closet Company, Inc. All rights reserved. Franchises independently owned and operated.



SPARKING INNOVATION AND IGNITING THE SENSES WITH A CAREFULLY CURATED SHOWROOM



287 AMBOY AVE
METUCHEN NJ
732.205.0291

schwartzdesignshowroom.com To-The-Trade Only

330 FAIRFIELD AVENUE
STAMFORD CT
203.817.0433

230 Fifth Avenue

NEW YORK MARKETCENTER™



800-698-5617 | 230FIFTHAVE.COM
Jane Senders, Executive Director 212-689-6307
Harvey Richer, Leasing Agent 212-689-6305



Inquire about our
trade program

WE LIVE IN COLOR



High or low. Love or hate. Nothing's simply black or white. The best of life is found in the colors in between. The nuances that makes us different – and yet the same. Our shared need for art, connection, and design, and the unique and personal ways they touch our lives.

We celebrate a life more colorful – creating new elements to enrich yours.

BOCONCEPT.COM | FROM DENMARK. TO THE WORLD

BoConcept®

contents

Note from the President	
Bjorn Bjornsson	6
Chapter Officers	
Meet the Board	8
Calendar	
Upcoming Events in the Region and Beyond	9
Save the Date	
ASID NY Metro Design Excellence Awards & Annual Meeting	10
Discover	
New Faces, New Ideas	26
Designer Training at Monogram	26
High Point VIP Tour	27
Juan Montoya Collection	28
Designer's Way Video	29
ELF Scholarships	30
Kips Bay Show House	31
Five to Follow	
The Green Life	32
Retrospective	
Remembering Larry Kravet	50
Ask the Expert	
Working with Co-op and Condo Boards	51
Spotlight on Christopher Guy	
Always Fascinated by Design	52
Spotlight on Color Gallery	
Benjamin Moore Opens New Showroom	54
Metro Moments	
ASID NY Metro Design Summit	56
IP Appreciation Dinners	59
The Business of Design	60
Sponsors	
NY Metro Chapter Supporters	61



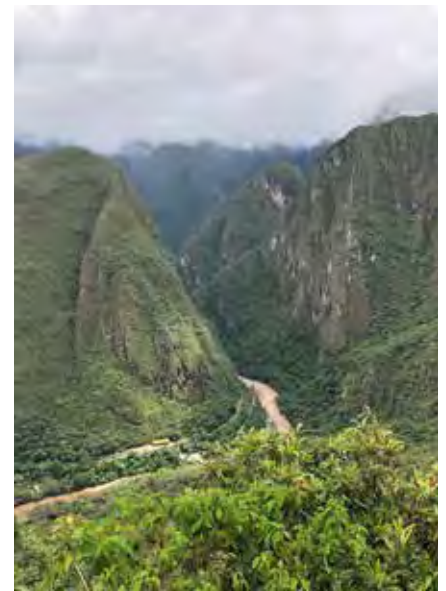
MASTER OF THE MÉLANGE

James Rixner is...

text by Michele Keith
Page 34

James Rixner-designed interior in a chic New York townhouse. Photo by Nick Johnson.

AD Show Winners:
Award highlights
Page 41



Design Destinations:
The Magic of Peru
Page 46

On the Cover:
Interior of a home in the West 67th Street Artists' Colony Historic District of Manhattan.

Photo by Alex Lucaci



Fab Find:
Richard Haining's Stacked Table
Page 64

Natural | Elegant | Luminous

Live Your Life In Stone



 **ABC STONE**



FLEXIBILIZE OXIDE RUSTY



FLEXIBILIZE STRATUM



ONICE BELLA ROSA



GREEN GOLD AGATE



GREY ICE ONYX

New York 718.389.8360

ABCworldwidestone.com

Long Island 516.997.9412

interior
semi-precious

interior
engineered-stone

exterior
landscape stone

sandstone
quartzite

marble
granite

limestone
travertine

ASID NY METRO
230 Washington Avenue Ext.
Suite 101
Albany, NY 12203
asidnymetro.org

A note from the President



Photo Credit: Morris Gindi

A Night to Remember

We are thrilled to announce that we finally have in place a new administration for our ASID NY Metro Chapter. The Chapter administrator has been working hard to catch up and learn the ropes, and we have confidence in this new marriage between our Chapter and CAP Management.

On June 1, we held the first ASID NY Metro Chapter Awards Gala at the Condé Nast building on the 34th floor. It was an amazing and very successful event. The Awards Gala will be held annually to honor Industry Partners, sponsors and vendors—all the people and companies that work behind the scenes to make us, the designers, look good in the end. It's important that we, the designers, celebrate the people who help us navigate through the stressful and difficult process of designing a space. Please stay tuned for more coverage and pictures from this event in the next issue of DESIGN.

We hope you enjoy this Summer issue which includes interesting content from our members as well as from the Communications Committee which has been working very hard on both this issue and the Chapter Membership Directory that you will be receiving during the Summer.

We've been featuring in each DESIGN magazine one or two of our outstanding ASID NY Metro Chapter designers. In this issue we present James Rixner. I am personally very pleased to feature this designer—he has always been a force to be reckoned with, an overall great person and a good addition to the ASID NY Metro family.

We're sorry to say that the design community has lost a very influential member of the Kravet family. Most of you knew Larry Kravet as a warm and great friend and big supporter of the design community and ASID NY Metro Chapter. Our thoughts go out to the Kravet family.

We're pleased to celebrate the new faces of the ASID NY Metro Chapter—our new designer members, industry partners and sponsors. We urge every new member to send in a short write-up about themselves when they join so we can introduce you to the local ASID family. You are also welcome to send in some interesting tidbits from your travels here in New York or beyond; something you might want to share with your ASID family.

The NY Metro Chapter is always looking for new members and sponsors to join ASID. And we also encourage chapter members to join our committees and help the board create the beautiful events that we offer to you all. Please feel free to contact the Chapter Administrator if you'd like to volunteer for a committee and state which committee you're interested in.

The committees are currently working on a number of projects including the Awards Gala 2019, the CEU Summits, Summer Social, Annual Board Meeting, Holiday Party and other smaller events in between these larger ones—so roll up your sleeves and come help out.

See coverage of the Awards Gala in the next issue of DESIGN Magazine or online at nymetro.asid.org.

Bjorn Bjornsson
President, ASID NY Metro Chapter



Charles Pavarini III, Joan Ravasy, Bjorn Bjornsson and Susan Anthony with backdrop by street artist UnCutt.

CONTRIBUTORS

Communications Committee

Diana Mosher, Miriam Makram, Danielle McWilliams, Alexandra Nino, Jennifer Levine, Francesca Calegari, Audrey Kerchner, Sarah Fletcher, Laurence Carr, Elisa Conigliaro, Emma Tessler

Contributors

C. Jaye Berger, Bjorn Bjornsson, Francesca Calegari, Vanessa Deleon, Phyllis Harbinger, Michele Keith, Audrey Kerchner, Ellen Kravet, Miriam Makram, Jennifer Minsky, Diana Mosher, Alexandra Nino, William Spink

ASID NY Metro Editors

Diana Mosher, Bjorn Bjornsson

Publisher & Design

ASPIRE One Communications, Inc.

Advertising Sales

nyasid@aspiremetro.com

Sophia Koutsiaftis

Michael Mazzola

Alan Wolfe

Editor

Gwen Donovan

Art Director

Gregory Cullen

Project Manager

Valerie Mangan

ASID NY METRO DESIGN Magazine is a production of ASPIRE ONE COMMUNICATIONS, INC.

Any reproduction or re-use of the articles, images and content without the express written consent of ASPIRE ONE COMMUNICATIONS, INC. is strictly prohibited. ©2018 All Rights Reserved.

THE FINEST HANDCRAFTED POOL TABLES IN THE WORLD



MADE
IN THE
USA

BLATT BILLIARDS
Since 1923

AMERICAN
SOCIETY OF
INTERIOR
DESIGNERS
ASID
INDUSTRY PARTNER

Worldwide delivery and installation

blattbilliards.com | 800-252-8855 | info@blattbilliards.com

chapter officers



Bjorn Bjornsson

President

About: Born and raised in Iceland, Bjorn was educated in Denmark where he received his Masters degree in Architecture/Interior Design at Copenhagen's Fredriksberg Technical School of Interior Architects.

president@nymetro.asid.org



Asler Valero

Professional Development Director

About: Asler is a Venezuelan-American interior designer based in New York City. He balances his passion for design with traveling the world and working with charity organizations such as Housing Works, DIFFA and UNBOUND.

professionaldevelopment@nymetro.asid.org



Kim Hendrickson-Radovich

President-Elect

About: Kim was trained at the prestigious Parsons School of Design. Her extensive background in the fine arts informs the signature style of Kim Radovich Interiors, the Long Island-based firm she owns and operates.

president-elect@nymetro.asid.org



Diana Mosher

Communications Director

About: Diana was an editorial director in print and digital media while attending New York School of Interior Design. Through Diana Mosher Consulting she provides a range of interior design and marketing/communication services.

communications@nymetro.asid.org



Virginia Guillian

Financial Director

About: Born and raised in Tokyo, Virginia is bilingual/bicultural. She received a BFA in Advertising from the University of San Francisco. She is the Marketing Manager for Lefroy Brooks and Cooper & Graham.

finance@nymetro.asid.org



Benjamin Huntington

Director at Large

About: Benjamin was born and educated in England, completed a BA with honors at Kingston University and then apprenticed with an exclusive London based architectural firm. He opened his own New York based design studio in 1991 specializing in high quality total interior refurbishments.

at-large@nymetro.asid.org



Jewells Blackwell

Membership Director

About: Jewells graduated from the University of South Florida with a B.S., majoring in Pre-Med and minoring in French and Theater. She is the Regional Sales Manager at To Market Flooring in New York.

membership@nymetro.asid.org



Lucy Wang

Student Representative

About: Born in the U.K. and raised in Taiwan, Lucy moved to New York in 2016 as an M.F.A. student of Interior Design at Pratt Institute. Lucy attained her Bachelor's degree in Neuroscience and Behavioral Biology at Emory University and practiced undergraduate research at the Yerkes National Primate Center.

studentrep@nymetro.asid.org



Keith Jones

Emerging Professional Chair

About: Keith works as the Kitchen & Bath Manager for Cosentino. His design background stems from studies at Parsons School of Design in New York and Paris. Keith has also worked with Giorgio Armani, Lacoste and Macy's in visual and merchandising roles.

epac@nymetro.asid.org



Vanessa Deleon

NY Metro Ambassador

About: Inspired by her Cuban roots, Vanessa is as influential as her Art Deco styling rooted in her cultural composition.

vdeleonvda@gmail.com



Save the Date!

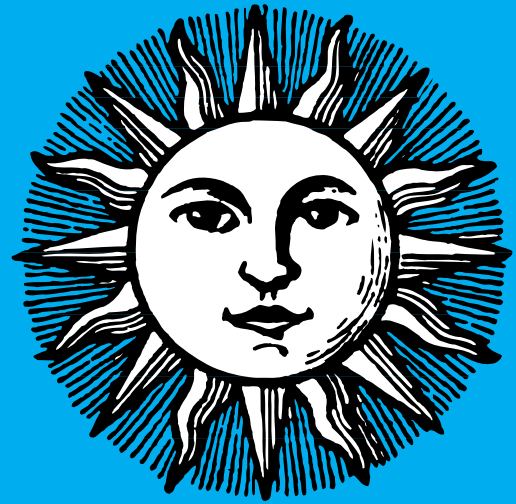
August 2: Summer Mixer

ASID

New York Metro Chapter

WHEN: August 2, 2018
from 6:00 PM to 9:00 PM

WHERE: GROHELIVE
160 5th Avenue, 4th Floor (Entrance on 21st Street),
New York, NY 10010



PART OF LIXIL



ASID

calendar

at a glance...

june

- June 1**
ASID NY Metro Design Honors Gala
Condé Nast, One World Trade Center
New York, NY
- June 12**
ASID NY Metro Long Island Event
"Interior Design Roundtable: State of the Industry"
Kravet, Bethpage, NY
- June 12-14**
NeoCon
The Mart
22 Merchandise Mart Plaza, Chicago

- June 21-23**
AIA Conference on Architecture 2018
New York, NY
- June 26**
ASID NY Metro Long Island Event
Bakes and Kropp
Cold Spring Harbor, NY
- June 27**
IDLNY Gala at the Intrepid
Intrepid Sea, Air and Space Museum
Pier 86, New York, NY

july

- July 18**
first LOOK New York's Contract Product Event
New York Design Center, 200 Lexington Avenue
New York, NY
- July 19-21**
The ASID Leadership Experience
Marriott Marquis Washington
901 Massachusetts Avenue NW
Washington, DC
- July 21**
Celebration: The ASID Awards Gala
Washington, DC
- July 22-Sep. 3**
The Hampton Designer Showhouse
2148 Scuttle Hole Road, Bridgehampton, NY

aug

- August 2**
ASID NY Metro Summer Mixer
GROHELIVE! Center
160 Fifth Avenue
New York, NY
- August 12-15**
NY NOW
Javits K. Javits Convention Center
New York, NY

sept

- Sept. 4-23**
London Design Biennale
London
- Sept. 8**
Design Mixology:
ASID Studio Visits
Industry City
254 36th Street, Brooklyn NY
- Sept. 13**
What's New, What's Next
New York Design Center
200 Lexington Avenue
New York, NY
- Sept. 15-28**
London Design Festival
London

* ASID NY Metro chapter events in red

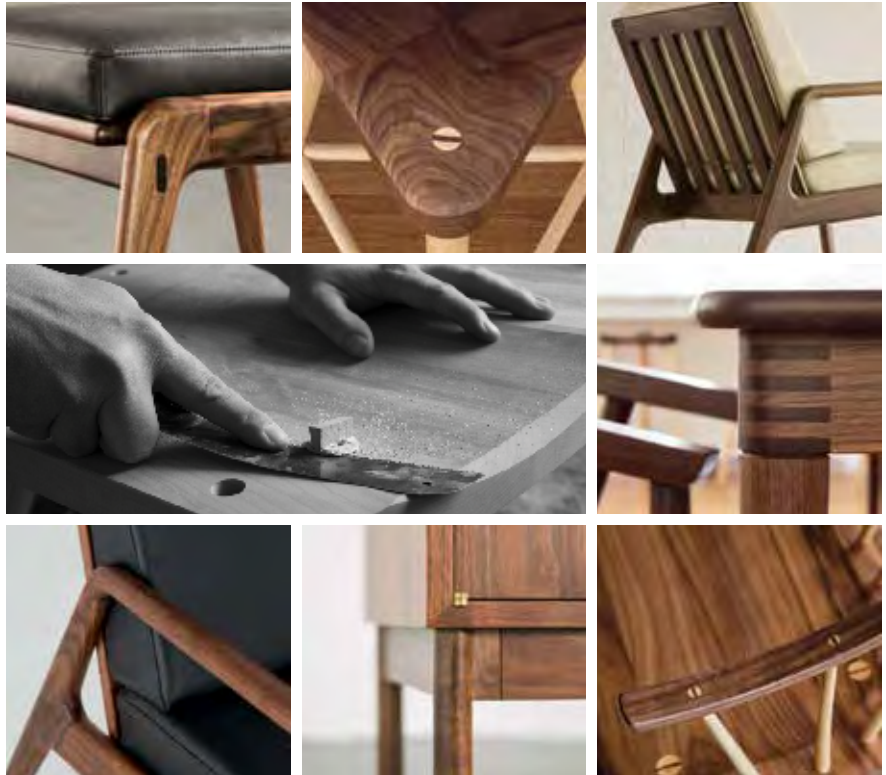
visit www.nymetro.asid.org/events for more events and registration details

**EXCELLENCE IN
CRAFTSMANSHIP.
BEAUTY IN DETAILS.**

Thos. Moser offers timeless designs from traditional to modern, as well as fully custom work, handmade since 1972.

THOSMOSER.COM/NY
212.753.7005

Thos. Moser
HANDMADE AMERICAN FURNITURE



FREEPORT, ME · BOSTON · NEW YORK · PHILADELPHIA · WASHINGTON, DC · SAN FRANCISCO · 212.753.7005 · THOSMOSER.COM



Save the Date!

October 2: Design Excellence Awards & Annual Meeting

ASID

New York Metro Chapter

October 2, 2018

Agenda

- › Swearing in of 2018-19 President and Board
- › Meet the incoming President Kim Radovich and incoming President-Elect
- › Cocktail Reception

Join us as we celebrate stellar work by talented chapter members in a range of categories. Call for Entries will open in July at www.asidnymetro.org



A S P I R E
DESIGN AND HOME



MICHELANGELO DESIGNS
 The Italian Design Center



100% Made in Italy

**MODERN | TRADITIONAL
 TRANSITIONAL
 THOUSANDS OF FABRICS
 LEATHERS | FINISHES**



A design building featuring
 Italy's top furniture manufacturers
 in a 40,000 sq. ft.
 trade showroom since 1985



2 Main Avenue, Passaic NJ 07055
 michelagelodesigns.com
 (973) 779-3200
 By Appointment Only



**On
 Newsstands
 Everywhere**

**Subscribe
 Today**
 aspiremetro.com/
 subscribe



FISHER & PAYKEL

THE BEAUTY OF CHOICE



FISHER & PAYKEL

NEW YORK

Architects & Designers Building
150 East 58th Street, 3rd Floor, Suite 361
New York, NY 10155

LOS ANGELES

Costa Mesa Experience Center
695 Town Center Drive, Suite 180
Costa Mesa, CA 92626



A&D BUILDING

150 E 58 NEW YORK

NEW YORK'S
BEST ADDRESS
FOR KITCHEN,
BATH AND FINE
FURNISHINGS



Artistic Tile • B&B Italia | Maxalto • Bilotta
Kitchens of NY • Bosch Design Center •
Carlisle Wide Plank Floors & Rugs • Cosentino
Surfaces • Drummonds Bathrooms • Edward
Fields Carpet Makers • Eggersmann Kitchens |
Home Living • Fantini USA • Ferguson Bath,
Kitchens & Lighting Gallery • Fisher & Paykel
| DCS Experience Center • Florense Kitchens |
Systems | Furniture • Gaggenau Design Studio •
Hans Krug Fine European Cabinetry • Hastings
Tile & Bath Collection • Holly Hunt New York •
JGeiger Shading Technology • Lefroy Brooks |
Cooper & Graham • Listone Giordano Wood Floors |
3L & Company • Miele Experience Center •
Nolte Küchen • Ornare Kitchens | Closets |
Bathrooms • Paris Ceramics • Poggenpohl •
Poliform • Scavolini USA • SieMatic • SMEG
USA • Snaidero USA Kitchens | Snaidero USA
Living • St. Charles New York • Sub-Zero |
Wolf | Cove • Thermador Design Center • Wood-
Mode | Brookhaven | American Classic Kitchens

Walk Right In or Visit ADBuilding.com



LeftbankArt



52KO0859 w/frame 36P524941

200 LEXINGTON AVE
SUITE #609

T 646.293.6694 | NYDC@leftbankart.com

www.leftbankart.com



SPACKLE IN J-FRAME
BAR GRILLE



AMERICAN SOCIETY OF INTERIOR DESIGNERS
ASID
INDUSTRY PARTNER

TO ORDER:
1.800.387.6267
P: 718.832.1200
F: 718.832.1390
ARCHGRILLE.COM

ARCHITECTURAL GRILLE
CUSTOM DESIGNED, FABRICATED AND FINISHED



NEW YORK 
Window Film CO. INC.
87 Gazza Blvd. Farmingdale, NY.

Windows let in the light and offer beautiful views. However, the sunlight they invite in can also cause hot spots and severe fading of your furnishings.

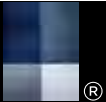
3M Window Films can help reject solar heat, reduce fading, and add a valuable layer of protection to your home.

residential • commercial • safety & security • decorative

Contact us today.

 **Authorized Window Film Dealer**
Prestige Dealer Network

www.nywindowfilm.com
87 Gazza Blvd. Farmingdale, NY 11735
631-354-5060 



SAY GOOD MORNING TO OUR 4 NEW EYE-OPENERS.

2000T® | HERLEWING® | EALA® | MARANGA®

Since 1852, Hästens has been on a relentless quest to create a bed so perfect it makes you more awake. Because how you feel at 4 pm is the only way to really judge the quality of your sleep. Now, we have once again pushed the boundaries for perfection.

Our new series of beds are built with the ultimate combination of natural materials in a unique layer-upon-layer technique. The finest horsetail hair, wool and cotton are massaged together by hand to full evenness,

creating a sophisticated union of airy softness and pliable firmness. Up to three separate spring systems – perfectly matched to each other – give every part of your body exactly the support it craves. And meticulously placed side stitching makes all layers work together in a level of harmony that has never before been experienced. With Herlewing, Eala, Maranga and a refined 2000T Hästens takes sleep comfort to a revolutionary level. Read more at hastens.com.

BE AWAKE FOR THE FIRST TIME IN YOUR LIFE®

Hästens 
since 1852

58TH STREET | 202 E 58TH ST, NEW YORK, NY 10022, 212-486-8022
MADISON | 1100 MADISON AVE, NEW YORK, NY 10028, 212-628-8022
SOHO | 75 GRAND ST, NEW YORK, NY 10013, 212-219-8022
W18TH STREET | 232 W 18TH ST, NEW YORK, NY 10011, 212-706-0509
GREENWICH | 23 E PUTNAM AVE, GREENWICH, CT 06830, 203-629-8022



PROTECT YOUR FURNISHINGS AND ART COLLECTION FROM FADING

Applied to the interior surface of your windows, Sunshield Energy Control Systems' invisible coating offers the state-of-the-art in protecting your fine furnishings, fabrics and artwork from the destructive effects of sunlight.

Their proprietary preservation products have been utilized in the world's finest homes as well as the most prestigious museum environments. Energy conservation benefits are additionally realized through solar heat and glare reduction. Sunshield's knowledge and expertise will ensure that your valuable investments will be kept safe for future generations to enjoy.



SUNSHIELD
ENERGY
CONTROL
SYSTEMS



www.sunshieldusa.com
914.633.5853



BARCLAY BUTERA



LEXINGTON
HOME BRANDS
NEW YORK DESIGN CENTER

200 Lexington Avenue | Suite 212
lexington.com | 212.532.2750 | nydc@lexington.com



SHOWROOM



THREE SPECIALISTS. ONE EXCEPTIONAL KITCHEN.



Sub-Zero, Wolf & Cove is the best in class for your cooking, refrigeration and dishwashing needs. Bring your plans and talk details with our resident experts and get a taste of all that your new kitchen can be. Visit us at our three showroom locations.

Manhattan - 150 East 58th Street, 5th Floor - New York, NY 10155 - 888-327-0053 - subzero-wolf.com/manhattan
Roslyn Heights - 170 Mineola Avenue - Roslyn Heights, NY 11577 - 888-327-0053 - subzero-wolf.com/roslynheights
Pine Brook - 25 Riverside Drive - Pine Brook, NJ 07058 - 888-327-0053 - subzero-wolf.com/pinebrook



Thermador
Culinary freedom
IN A WHOLE
NEW LIGHT

THERMADOR.COM

BSH Experience & Design Center
A&D Building New York
150 E 58th St, Ste 700 | New York, NY | 10155 | 888.455.8892

Kitchen designed by: Terracotta Design Build
©2018 BSH HOME APPLIANCES CORPORATION. ALL RIGHTS RESERVED.

LeftbankArt



52KO0859 w/frame 36P524941

200 LEXINGTON AVE
SUITE #609

T 646.293.6694 | NYDC@leftbankart.com

www.leftbankart.com

FARROW & BALL

CRAFTSMEN IN PAINT AND PAPER



MORE THAN COLOUR

There's an exact science to combining the finest quality ingredients within our closely guarded formulas. It's what gives our paint its extraordinary depth and lasting finish.

STEP IN STORE OR VISIT FARROW-BALL.COM

THEODORE ALEXANDER®



Experience your interior passion.
Portrait #1 in a series: Birds of a feather

THEODORE ALEXANDER TRADE SHOWROOM
NEW YORK DESIGN CENTER
SUITE 515 | 200 LEXINGTON

646-293-6628

MENTIS
photography



**ANASTASSIOS
MENTIS**

mentistudio.com

(646) 302 3171

amentis@mentistudio.com



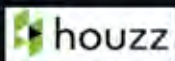
Photo courtesy of Artistic Tile.

ARTISAN TILE • IMPORTED STONE • SELECT BATH FITTINGS • ACCESSORIES



portico
TILE & BATH FIXTURES

444 WEST JERICO TURNPIKE, HUNTINGTON, NY 11743



Tel : 631 . 549 . 8900
www.porticotile.com

Fax : 631 . 549 . 8905
info@porticotile.com

bloomingdale's

DESIGN PROFESSIONALS

PROGRAM

Bloomingdale's mission is to make style a source of creative energy in customers' lives, and there is no better source of that energy than in the home.



Why Bloomingdale's?

Bloomingdale's can help Designers make their client's home a reflection of their personality with our **unparalleled selection of home goods from the world's best brands.**

Items from our luxury bedding collections transform their personal space into the comforting and relaxing refuge they crave after a long day. Bedding collections from **Frette, Sferra** and **Donna Karan**, with their inviting tones and elegant fabrics, remind clients of time spent enjoying R&R in favorite bed and breakfasts. Cookware sets from **All-Clad, Cuisinart** or **Le Creuset** and luxury dining chairs and tables from brands like **Calligaris, Mitchell Gold Bob Williams** and **Michael Aram**, furniture becomes an inviting backdrop to stories shared between loved ones and friends.

A meticulous eye for household items lets you bring each space to life and whether you're striving for a stylish look in the guest bathroom with accessories from **Hudson Park** and **Jonathan Adler**, or an earthy tone and ambiance in the living room with designer furniture from brands such as **Baker, Nicoletti** or **Huppé**, make each room in your clients home a welcoming balance of function and form.

How Does It Work?

You will get a **dedicated account executive** to help you every step of the way (handling invoicing, ordering, shipping, and consolidating goods, etc). We are here to help make this process as easy, fashionable, personal, and fun as possible! The Design Professionals program is only for **professional interior designers, architects, and licensed general contractors** who work with homeowners on their design and/or improvement projects. To qualify for the program, the professional interior designers **must be verified** by a Corporate Services Account Executive and **must present a valid resale or sales tax certificate.**

Discount

We will be offering a competitive **Trade discount** applicable within the Home store. For all the details regarding the discount, please contact your **Account Executive** below for more information!

Loyallist Points

Become a Loyallist to earn points while shopping—no matter how you pay. **Earn at least one point** for every dollar you spend, and earn a **\$25 reward card** every time you reach 5,000 points. You can also earn points quicker during special Loyallist promotions throughout the year!

Who and Where To Get Started?

Contact **Erle Tompkins** at the **59th Street Flagship Store!** He is happy to assist you with any questions you may have regarding this service and how he can help you with all of your client's needs!

Phone: (212) 705-3817

Email: Erle.Tompkins@bloomingdales.com

Chairs

Wallcoverings

Artwork

Mirrors

Upholstery

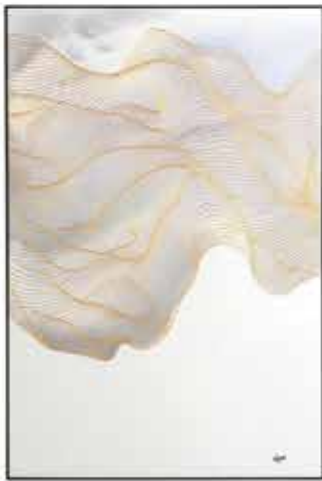
Cabinets

Accessories

Pillows

Lighting

Outdoor Furnishings



THE FINAL TOUCH
DESIGNER RESOURCE

Long Island's PREMIERE Trade Only Showroom

New Faces | New Ideas

The NY Metro Chapter of ASID is fortunate to be part of such an innovative, ever-changing design hub. This month we feature Andrés Sáenz of Andrés Sáenz Interior Design and Keith Baltimore of Baltimore Design Group. We're excited to spotlight these talented members of our creative community.



Andrés Sáenz

Andrés is originally from Bogotá, Colombia. At 18, he designed the interiors of his employer's apartment, a two-bedroom dwelling located in the Art Deco District of Miami Beach. This serendipitous experience was the catalyst for Andrés long career in interior design. He graduated with a Bachelor's Degree in Fine Arts from the Universidad Autonoma de Barcelona, while also receiving a Masters Degree in Interior

Design from the Escola Massana (Barcelona) in 2005. In 2006, he obtained a grant to work in Torino Italy, where he was involved in large-scale projects for the Architecture and Urbanism Department that designs public kindergarten schools in Torino. In 2009, he started collaborating in Colombia with Minima Arquitectos, an established architectural firm, where he implemented corporate, retail and hospitality projects and expanded his portfolio. Since 2012, he has been based in New York designing residential interiors for high-end private clients.

fun fact: *By the age of five, Andrés already had the highest standards of style. He hated jeans, t-shirts and sneakers and would only dress in corduroy pants, white long sleeve shirts, a bow tie, knitted vest and patent leather shoes. In kindergarten he wouldn't play on the floor because he didn't want to ruin his outfit.*

Keith Baltimore

Founder of the acclaimed design firm Baltimore Design Group, Keith has over 25 years of experience in the design industry. His portfolio ranges from luxury residential to commercial work. Keith's design approach is based on studying his clients holistically, intuiting what they uniquely want. With a keen eye for elegance, attention to the smallest details, and a theatre lover's sense of lighting, his glamorous and imaginative designs inspire and delight. Keith has received awards from designer showcases throughout the metropolitan region, and the Best of Houzz Award. His work is often featured in the media including: Traditional Home, NY Cottages & Gardens, LI Pulse, Newsday and Luxury Living. He is also a frequent guest on NBC Open House TV spotlighting his designs. A philanthropist at heart, Keith grants an annual art and design scholarship to a graduating high school student aspiring to enter the design field.



fun fact: *Keith graduated college with a minor in Dance, and is now a Broadway producer!*

Designer Training in Chicago

ASID Metro Gets a Taste for Monogram

text and photography by **Diana Mosher**

In April, AJMadison and GE Monogram hosted a group of ASID NY Metro members for designer training at the Monogram Design Center in Chicago. Joining designers from other parts of the country, ASID NY Metro members saw exciting new technology as they toured the showroom, earned continuing education credit and got up close and personal with Monogram appliances in the live kitchens while Chef Jon Liddell gave cooking lessons and prepared meals. Thank you to our excellent hosts including Kate Siegel, Director, Brand Partnerships, AJMadison; Sheri Gold, National Showroom and Design Manager, GE Monogram and Christina Dragota, Lead Product Specialist, GE Monogram.



Chef Jon showed the technology in action.



Asler Valero and Arlene Angard take Monogram for a test drive.



Jacqueline Hosford (left) collaborates on a lunch recipe.

High Point Market

New York Metro Hosts 'Virgins & Veterans' VIP Tour

text by Diana Mosher



The Christopher Guy showroom was just one of many stops on the popular Virgins & Veterans Tour now in its second year.

Photo by Jennifer McGraw

High Point veteran Kim Radovich, President-Elect of ASID NY Metro, and High Point virgin Bjorn Bjornsson, President of ASID NY Metro, hosted the Spring 2018 Private VIP Veterans & Virgins High Point Market Tour in April. Complimentary to all ASID members, the two-day tour provided a firsthand look at the best the Market has to offer, plus a comprehensive overview of how to navigate this daunting collection of showrooms in multiple locations around town.

Also an outstanding networking experience, the group provided an opportunity for NY Metro Chapter members to spend time with members from other ASID Chapters, as well as interesting international attendees who registered for the popular tour now in its second year. All transportation, breakfast, lunch, cocktails and access to evening parties were included. Thank you to all our sponsors for their hospitality, in-depth showroom tours and amazing product demonstrations. ■



Jackie Higgins, Jennifer McGraw, Kim Radovich, Margreet Cevasco and Lorrie Daro (above) are ready to see what's new at High Point. The Virgins & Veterans Tour included a visit to Samad Rugs (above, right).



Photo by Jennifer McGraw

Thank you to all our sponsors and partners!

Bernhardt Furniture Company
Christopher Guy
Jaipur Living
Kravet
Lexington Home Brands

Old Biscayne Designs
Samad Rugs
Theodore Alexander
Vanguard Furniture
Wesley Hall

Juan Montoya Collection

‘Moonlight’ for STEPEVI is Inspired by the Starry Sky

text by **Diana Mosher** | photography courtesy of **STEPEVI**

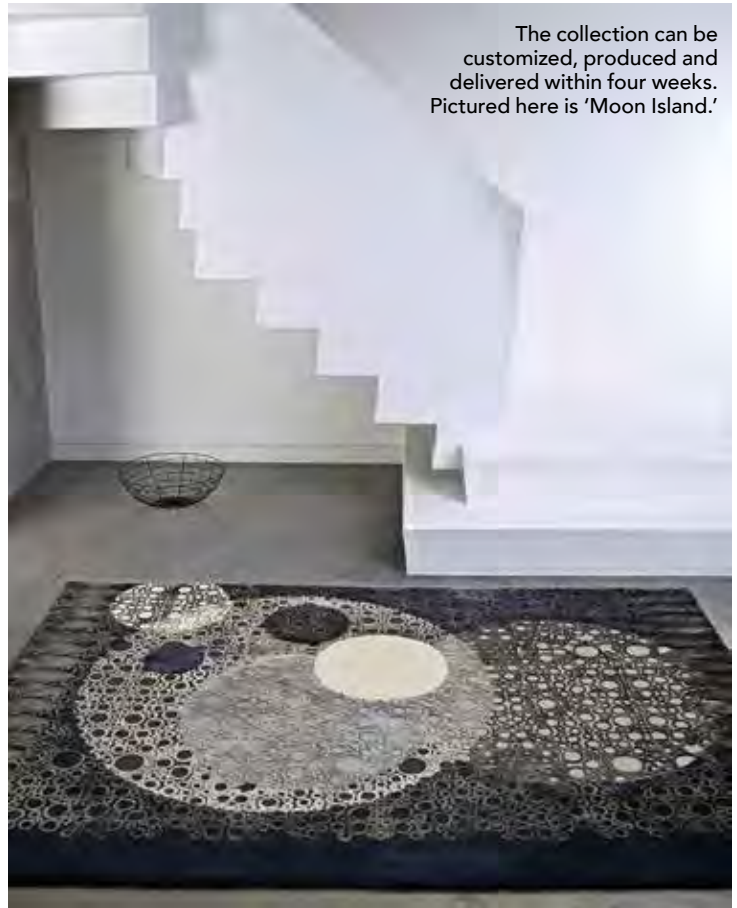
ASID NY Metro member Juan Montoya has designed a new collection for contemporary rug brand STEPEVI. Inspired by the celestial night skyline, the Moonlight collection features four stunning designs: Moon Island, Moon Rocks, Luna and Stellar. Handcrafted from wool and high-quality viscose, Moonlight draws inspiration from constellations, planets and cosmic analogy.

“The fascination of the starry sky in the countryside was my inspiration for this carpet collection,” says Juan Montoya of Juan Montoya Design. “With its asymmetrical form and scintillating expression, the moon was the driving force behind this collection. It intrigued me and continually put my imagination in a cosmic state.”

Juan Montoya Design specializes in residential and contract interior design, with projects located throughout the United States and internationally. Montoya is a member of the Interior Design Hall of Fame, a recipient of an honorary Doctorate of Fine Arts from Parsons School of Design, Star of Design Award, and the Legends Award from Pratt Institute. Known as a truly original thinker, Montoya is not wedded to a particular style or period.

STEPEVI combines traditional rug making techniques with new technology and is a pioneering interiors brand with innovative collections inspired by the latest fashion, colors and textures. Like all of STEPEVI’s rugs, Montoya’s captivating new collection can be customized to any shape or size, produced and delivered within four weeks. STEPEVI USA is located on Wooster Street in New York. The brand also has locations in many international design capitals including London, Paris, Milan, Istanbul, Geneva and Munich. ■

The collection can be customized, produced and delivered within four weeks. Pictured here is ‘Moon Island.’



The Moonlight Collection was inspired by the celestial night sky.

‘Moon Rocks’ (pictured here and right) comes in a range of colorways.



Designer's Way Video Series

Elena Frampton Shares Advice with Emerging Designers

text by **Alexandra Nino** | videographer/photography by **Rafe Karen**

Earlier this spring, the Student and Emerging Professionals Committee of ASID NY Metro launched the second video

in its “Designer’s Way” series of videos in which established designers offer insight and advice to new professionals in the industry. This time around, the video featured prominent New York City-based designer, Elena Frampton of Frampton Co. Her biggest piece of advice for anyone thinking about becoming an interior designer? You have to love it!

Frampton, whose prestigious firm is known for creating particularly unique and highly customized residential spaces, loves that the industry combines everything from art to science, psychology and business, but also emphasizes that creativity is only one aspect of running a business in interior design. “On a day-to-day basis, it’s a rigorous job. I think there’s a misconception out there that interior design is about being in a room with a lot of fabric and furniture, but the reality is that’s only a small part of my typical day.”

As you might expect, she of course finds the creative aspects of her job the most fulfilling: the thinking, the making and the doing. However, as a young designer she feels it’s important to recognize that along with

all of that comes project administration and client maintenance, not to mention juggling current projects with prospecting for new ones. “Being a creator takes persistence and having a successful design practice where you are creating new projects while simultaneously getting new projects takes perseverance, determination and keeping your eye on the goal. If your goal is to be a creator, you have to consistently do whatever it takes in order to manage that.”

Frampton seems to have mastered this balance wonderfully, and her passion for creating comes across easily in all of her interiors, including the Brooklyn Heights Designer Showhouse room that she and her team had the honor of participating in this past fall. The second floor study, whose design was inspired by the beautiful green foliage its windows reveal, features a bold wallpapered ceiling with a palm leaf pattern, contrasted with softer architectural elements such as the naturally finished wood shutters, and antique mirror panels that reflect the space and help to bring in more light. A collection of art furniture adds a playful tone to the space and also serves to disprove the common conception that furniture cannot be both artistic as well as thoughtfully designed and livable at the same time.

While extremely fulfilling, Frampton also alludes to the fact that running your own firm certainly also comes with some obstacles. When asked what one of the most common challenges she encounters might be, Frampton feels that it’s often when a client wants a look that is attached with a certain budget, when in fact, that client’s actual budget is much lower. “Of course it’s not the client’s budget that’s the problem,” she says, “it’s the misalignment—you’ll never be able to make someone happy who wants a project to look like one thing, but wants to spend another.”

Frampton also emphasizes the importance of managing a client’s expectations and having honest conversations with them from the get-go. “I tell my clients from the beginning that some things may not go according to plan during the process. It’s not a matter of hoping that nothing goes wrong, it’s a matter of if it does go wrong, how are we collectively going to handle it.”

Frampton’s “Designer’s Way” video concludes by offering some words of advice to her younger self: Don’t worry so much. “Listen to your inner voice and know that what you want to do is enough; that your work is enough. Let diligence and determination drive you, and most importantly, your love of design and creation will move you forward.” ■

“If your goal is to be a creator, you have to consistently do whatever it takes to manage that.”



View Elena Frampton’s “Designer’s Way” video and Elizabeth Von Lehe at www.nymetro.asid.org

students making news

Education Legacy Fund

ELF Awards Scholarships to 15 Students

text and photography by William Spink

The Mission of the Education Legacy Fund (ELF) is to promote the future of interior design through education and research. ELF has been awarding scholarships to students from the five CIDA recognized curricula in the New York Metropolitan area for two decades. On May 17, ELF celebrated its 20th anniversary by doing what it does best: honoring 15 students at “Celebrate the Students.”

The newly refurbished, spacious and cheerful 18th floor space of the New York Design Center was filled to capacity with the award recipients, their parents, families, friends, professors and the ELF Board of Directors. James Druckman, President and CEO of the New York Design Center, hosted the event. Refreshments were enjoyed by the crowd while the extraordinary work of the award recipients was on display

before the awards were presented.

At the standing room only awards presentation, Kenneth Wampler, Founder and CEO of The Alpha Workshops, gave a wonderful talk on “Inspiration” and his inspired work at Alpha. Linda Blair, Past President of ASID NY Metro Chapter and Lorrie Lieber, President of the ELF Board of Directors, presented the scholarships.

The award recipients were asked to introduce themselves and say a few words about why they chose to study Interior Design. The engaging responses were as varied as the students and the places from which they came to pursue their studies: Syria, Hong Kong and Long Island among them. The future of Interior Design is clearly in very talented and capable hands! ■



Kenneth Wampler, Founder of The Alpha Workshops and The Alpha Workshops School.



Meet the Winners:

Fashion Institute of Technology
(Carmita Sanchez-Fong, Chair)

Daris Zvegintseva
Certificate of Merit, Freshman Year

Jessie Goldstein
Certificate of Merit, Sophomore Year

Natalie Suss
Certificate of Merit, Junior Year

New York Institute of Technology
(Martha Siegel, Chair)

Bethany Faiella
Certificate of Merit, Freshman Year

Krinal Nareshkumar Patel,
Certificate of Merit, Sophomore Year

Michelle Dahl
Certificate of Merit, Junior Year

New York School of Interior Design
(David Sprouls, President/
Ellen Fisher, Dean)

Christine Simeon
Certificate of Merit, Freshman Year

Jessica Hassler
Certificate of Merit, Sophomore Year

Monica Molinaro
Certificate of Merit, Junior Year

Pratt Institute
(Alison Snyder, Chair/
Tania Sofie Branquinho, Assistant Chair)

Vanwalee Chanue
Certificate of Merit, Sophomore Year

Ji Min Lee
Certificate of Merit, Sophomore Year

Sara Thomas
Certificate of Merit, Junior Year

School of Visual Arts
(Jane Smith, Chair)

Fuad Khazam
Certificate of Merit, Freshman Year

Millina Siera
Certificate of Merit, Sophomore Year

James Seo
Certificate of Excellence, Junior Year

Kips Bay Show House

A Timely 'Home Wellness Retreat'

text by **Diana Mosher**
photography by **Marco Ricca**

The Kips Bay Boys & Girls Club launched the Kips Bay Decorator Show House in 1973 to raise funds for after school and enrichment programs for New York City children. “The incredible group of designers and this remarkable space make the Show House one of the most important events in design, not only aesthetically, but also financially,” says James Druckman, President and CEO of the New York Design Center and President of the Board of the Kips Bay Boys & Girls Club. The show house greets as many as 15,000 guests annually and since its inception has raised over \$22 million.

Among the talented group who transformed the 2018 show house on East 65th Street were ASID NY Metro members Jamie Drake and Caleb Anderson, Juan Montoya, Barbara Ostrom, Marcia Tucker and Charles Pavarini III. Visit www.kipsbaydecoratorshowhouse.org for more information about all the installations.

A room that he described as “timely and what we need now,” Charles Pavarini III’s top floor installation was a wellness retreat for mind, spirit and body. The in-home spa featured a massage table, healing crystals and outdoor fountain—a totally relaxed setting and place to decompress. It provided a welcome oasis from the hustle and bustle of the city below. ■



Charles Pavarini III’s relaxing in-home spa featured a massage table, healing crystals and outdoor fountain.



The Green Life

text by **Francesca Calegari**

Clean breathing, clean eating and a greater connection to the environment are among the latest wellness trends to watch. From beneficial house plants to vegan delicacies and a travel destination that boosts our emotional well-being, these five Instagram accounts are refreshing to follow for a happy and healthy mind and body.



House of Plants

Founders, botanical stylists and indoor plant specialists Rose Ray and Caro Langton revamp urban spaces around London sourcing, growing and propagating houseplants with powerhouse air cleaning properties. The duo is also author of the book "House of Plants: Living with Succulents, Air Plants and Cacti," which is a manual for indoor plant lovers bringing plants into city life. Anthropologie and Urban Outfitters stock their book as well as many independent stores worldwide. Enjoy the beautiful photography, illustrations and styling inspirations! @houseofplants



The Art of Kokedama

Japan's most popular technique of Kokedama suggests a new form of gardening for indoor and outdoor spaces. Incorporating fresh, green plants is a big trend in home decor, and these Bonsai-style moss balls are adorable! More evidence has emerged on the benefits of greenery not only for our breathing but for our emotions as well, giving us overall higher levels of wellbeing. Carla is the creator of the Kokedama neat twine technique as featured in Better Homes & Gardens. Happy, healthier breathing @kokedamabycarla



Vegetarian Fare at NIX

Healthy eating as well as "plant-based eating" has risen considerably in popularity. Food is celebrated for flavor, wellness and for the planet. If you are passionate about vegetarian and vegan cooking, Nix offers seasonal and highly flavorful dishes; the recipes change all the time. Michelin-starred chef John Fraser and restaurateur James Truman create vegan options that are suitable for hyper-vegetarian tastes as well as other vegetable dishes which are more fun and decadent in a lively Greenwich Village atmosphere. @nixny



Mind, Body and Soul

Mii Amo is a wellness destination. This intimate retreat nourishes mind, body and soul for those seeking rest, reflection, renewal and transformation. I love their five journeys: healthy lifestyle, rejuvenation, de-stress, spiritual

exploration and Ayurvedic balance. A true healing environment! Nestled in the Red Rocks of Sedona and connected to the Enchantment Resort in a red rock canyon sacred to Native Americans, Mii Amo is a journey destination into the rooted spaces in one's spirit and a voyage into one's emotional well-being. @mii_amo_spa



Six Senses Resorts

In August, Six Senses Hotels Resorts Spas will launch a new multi-property wellness resort experience in the Himalayan Kingdom in Bhutan's western and central valleys. Luxury adventurers seeking a destination that's in total harmony with the natural environment will be able to embark on a circuit visiting five individual satellite resorts in separate locations. Every location will have a specific theme and provide a unique experience resulting in a wonderful journey through the Himalayan Kingdom also known as the Happiest Place on Earth. This is what I love to follow to nourish mind, body, and soul! @sixsenseshotelsresortsspas

THE BOLD LOOK
OF **KOHLER**®



CONSOLIDATED
PLUMBING SUPPLY

121 Stevens Avenue, Mt. Vernon, NY 914.668.3124
See the full line at consolidatedplumbingsupply.com



Rixner designed the massive Grand Salon with 14-foot ceilings and double fireplaces at Blairsdon, a 63,000 square-foot mansion from Beaux-Arts masters Carrère & Hastings in Peapack-Gladstone, New Jersey for a 2016 showhouse. Photo by Marco Ricca

Master of the Mélange

James Rixner spins past, present
and future in a brand-new way

text by Michele Keith



“My formula, if you can call it that, is always to create an immediate, dramatic impression and let the overall design flow from that focal point.”

—James Rixner

profile

Opposite: The bright white room in a modern duplex designed by Rixner is in the West 67th Street Artists' Colony Historic District. Photos by Alex Lucaci (both pages)

When a truly unique home—no template in sight—is the order of the day, many people turn to James Rixner, and for good reason.

“Every space is different,” he says. “Every client is different. I think each of my projects could best be described as a marriage between the homeowner, me, and the architecture, with the goal being serene elegance splashed with urban sophistication in a completely appropriate design.”

The New York-based designer says that key to achieving this is his “obsessive” devotion to finding the most distinctive fabrics, furniture, lighting and art, often one-offs.

These he blends with “a carefully selected mélange of Modernism (Mies van der Rohe) and elegant Art Deco (Jean-Michel Frank and refined Emile-Jacques Ruhlmann), such midcentury elements as Tommi Parzinger lighting and sleek Dunbar upholstery, and a touch of 1970s classicism as exhibited by Ward Bennett chairs.”

Add such favorite go-tos as Mies van der Rohe’s Brno chair and Cedric Hartman’s AE tables —“Timeless, sculptural, minimal

and well-made. Almost not there, they work with any style.”— and one gets an inkling of Rixner’s methodology.

Possessing a contagious sense of humor and exhibiting unbridled enthusiasm for staying ahead of the design curve, the self-proclaimed “architecture nerd” obviously enjoys his work, though it wasn’t his first calling.

The Pittsburgh native came to New York armed with a Master’s degree in Urban Design, but quickly realized the discipline was not for him. So with no formal training in interior design, he soaked up experience working for HLW Architects and the influential designer Harry Hinson, after which he joined the interior design department of Bloomingdale’s, which at the time was the place where not only society types but top-tier designers shopped. Then he struck out on his own, with clients from the store happily following in his wake.

The lack of an interior design degree never hindered Rixner. It may even have led to “a life-changing and career-altering event,” that is, being one of only four new faces invited to participate in the 25th Anniversary Kips Bay Decorator Show House. His assignment? A his-and-hers master-bathroom suite connected to Mark Hampton’s master bedroom. Garnering

rave reviews, it started the phone ringing and it never stopped. One might wonder how, with so little experience, Rixner managed such a triumph. It was simply his approach, he says, which holds true to this day, “Work harder and smarter. My formula, if you can call it that, is always to create an immediate, dramatic impression and let the overall design flow from that focal point.”

And flow it does, whether it’s the bright white, contemporary duplex he recently completed for a young couple within the West 67th Street Artists’ Colony Historic District in Manhattan, a cluster of Neo Renaissance-style buildings created as artist studios at the turn of the century, or the 30 x 60-foot Grand Salon with 14-foot ceilings and double fireplaces at Blairsden, a 63,000 square-foot mansion from Beaux-Arts masters Carrère & Hastings in Peapack-Gladstone, New Jersey. The latter, which Rixner came to know participating in the 2016 showhouse held there is, in his words, “difficult to top. How often does anyone get to do such a room? Incredible proportions plus historical significance, it’s a rarity.”

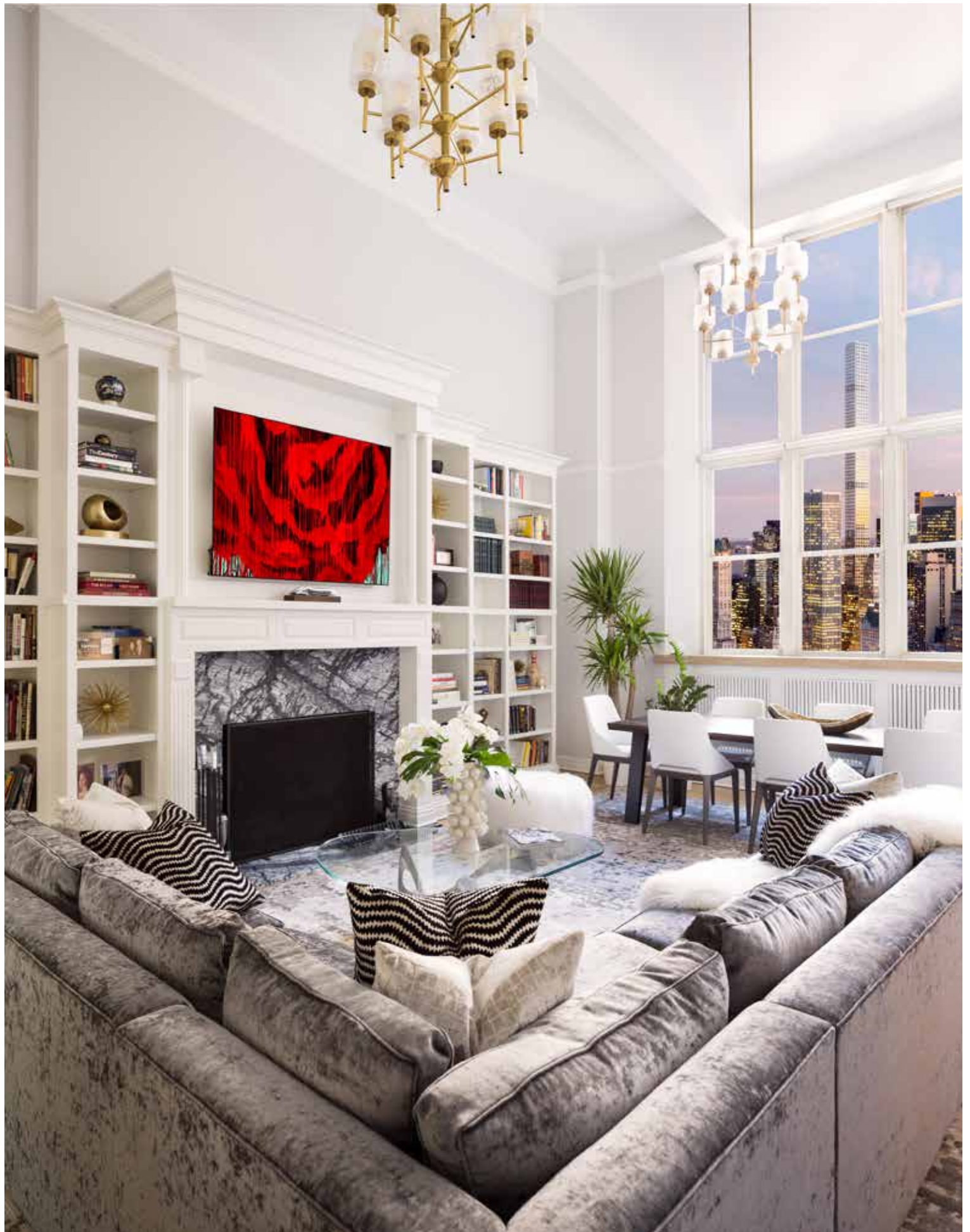
While he’s done all manner of residences, there are still a few things that top his ‘I’d Love To Do’ List. In addition to brainstorming and

One of Rixner’s most sought-after talents is creating timeless settings like this sleekly designed kitchen.



“I feel very fortunate.
I get paid to do
what I love doing.”

—James Rixner



profile

decorating a residence with Brad Pitt, “He’s so design-oriented, I think our ideas would mesh really well,” Rixner would like to “renovate the interiors of a midcentury atrium house in Palm Springs, California. The type I have in mind would be inspired or done by 1950s real-estate developer Joseph Eichler,” he says. No surprise, as one of the dominant features of Eichler homes is that even 50 years later, they look modern, and one of Rixner’s most sought-after talents is creating timeless settings.

For the moment, though, there’s no time for dreaming. Among several endeavors, Rixner likes to stay well-versed in new technologies, especially in the field of lighting, pointing out that he kept away from LEDs until they “nailed the color problem.” The environment is another concern. “Our industry must become more aware. I don’t make it the main focus but try to accomplish what needs to be done by sleight-of-hand. Once the client has it, they love it.” Giving a nod to his young staff, he says they help him stay current on the latest issues.

With a book in the works for Fall 2019 publication, a possible return to teaching at Parsons School of Design, and moving his office uptown, Rixner has plenty to do along with a variety of residential projects for both returning and new clients. “I feel very fortunate,” he says. “I get paid to do what I love doing.” ■

Rixner likes to stay well-versed in new technologies, especially in the field of lighting as seen in this contemporary chandelier. Photo by Marco Ricca



Timeless, sculptural, minimal and well-made describes Rixner’s methodology. Photo by Alex Lucaci

The New York-based designer says his key to achieving a serene, sophisticated environment begins with finding the most distinctive fabrics, furniture, lighting and artwork. Photo by Alex Lucaci



Photo by Marco Ricca



2018

THE DESIGN HONORS

presented by
ASID NY METRO

THANK YOU FOR YOUR SUPPORT

On June 1, 2018 we held our first annual awards gala. During the event we gave out awards in ten categories from nominations submitted by interior design peers. The 2018 *Architectural Digest* Home Show winners were also recognized. In addition to our wonderful sponsors, we want to thank everyone who participated.

PLATINUM LEVEL

bloomingdale's

B BJÖRN BJÖRNSSON

SHERWIN WILLIAMS.

JENNAIR

FERGUSON

GOLD LEVEL

hansgrohe
AXOR

J. POCKER
RESTORE FRAMES AND PRINTS SINCE 1944
LARSON · JUHL

Privet Cove
DESIGN STUDIO

ELISSA GRAYER
INTERIOR DESIGN LLC

SILVER LEVEL

THE ROBERT ALLEN DURALEE GROUP

THE SHAD STORE

AA
ARLENE ANGARD

PATRON LEVEL

KIM RADOVICH
INTERIORS

roadway moving

New Growth Design

DRAKE/ANDERSON

ASID DESIGN AWARD WINNERS

MOST HELPFUL SHOWROOM SALES REPRESENTATIVE
Nadia Ramos-Santiago

BEST EDUCATIONAL SPONSOR
Sherwin-Williams

BEST CUSTOMER SERVICE
Kravet

BEST ADVOCATE FOR LOCAL ARTISTS AND ARTISANS
Arlene Angard

BEST UP AND COMING MAKER/MAKER FOR LIGHTING
Allied Maker

MOST GENEROUS SHOW HOUSE SPONSOR
Hubbardton Forge

MOST SOCIALLY RESPONSIBLE COMPANY
Hansgrohe

MOST INNOVATIVE COMPANY
Élitis

BEST UP AND COMING MAKER/MAKER FOR FURNITURE
Ot-tra by Zimmerman Workshop

BEST DESIGNER ADVOCATE
Phyllis Harbinger

See coverage of the Gala in the next issue of DESIGN Magazine, online at nymetro.asid.org or [f](https://www.facebook.com/asidnymetro) [i](https://www.instagram.com/asidnymetro) [y](https://www.youtube.com/asidnymetro) /asidnymetro



NY METRO CHAPTER

NY Metro Judges the Best of the Best

text by Miriam Makram | photography by Angie Vazquez

Best in Show Flooring: New Growth Designs

Transitioning from natural floral designers to a leading high-end artificial plants and greenery provider, New Growth Designs' impeccable outdoor greenery holds up against UV-rays while maintaining the look of fresh plants.



In March, a jury of ASID NY Metro Chapter members walked the aisles of the fabulous Architectural Digest Design Show to judge the ASID NY Metro Best of AD Design Show Awards. With over 400 brands on display at the show, the competition was stiff. The 2018 results were announced live from the show and shared on our social channels. Congratulations to all the winners! These stand-out companies were awarded for their excellent contributions to the design industry with innovative products, designs and business practices. Each of our winners was also recognized on June 1 at ASID NY Metro's first annual Design Honors black tie gala at Condé Nast, One World Trade Center.

Best in Show Wall Treatment: Benjamin Moore

A leader in paint and color trends, Benjamin Moore's color of the year Caliente was splashed throughout the booth design conceived by interior designer Bonnie J. Steves.



Photo credit: Miriam Makram



Best in Show Plumbing: House of ROHL

Authentically crafted fixtures and fittings by artisans around the world employ techniques passed down by generations. Each piece created by House of ROHL carries with it heritage and craftsmanship.

Best in Show Furniture: Sossego

Distributor of award-winning Brazilian designers, Sossego is the Portuguese word for tranquility (pronounced so-say-go), reflecting the warmth, relaxation and comfort characteristic of the Brazilian lifestyle into each of their pieces.



Best in Show Lighting: Hubbardton Forge

One of the country's oldest and largest commercial forges, Hubbardton Forge manufactures domestically in Vermont and maintains its 40 year tradition of artisans handcrafting each of their products.

Best in Show Overall Design: Jenn-Air

Creator of the legendary downdraft cooktop, Jenn-Air is a luxury kitchen appliance manufacturer with sophisticated design and innovative technology—values they carried even into their booth design.



Most Innovative Appliance: Blomberg

With over 130 years of innovation and quality, Blomberg is an appliance manufacturer that has combined contemporary European design with cutting-edge performance.



Most Innovative Material: Baswa acoustic AG

Innovative acoustic products, pioneered by Hans "Jeannot" Sulzer, provide seamless sound absorbing surfaces to fit any design need.

Most Innovative Product: JM Lifestyles

JM Lifestyles is an atelier of craftsmen specializing in concrete design. With innovative uses of concrete, each client relationship serves as the inspiration to their unique ideas.



AD Design Show

Within the highly anticipated Made section, presenting new and innovative products, our winners included:

Best in Show Sustainable Design: Stine Woodworking

The fourth generation to steward his family's 500 acres, David Stine of Stine Woodworking sustainably harvests American hardwoods and turns them into beautiful handmade furniture.



Best in Show Lighting: Luke Lamp Co

While taking a risky adventure in an abandoned railcar facility Luke, with Luke Lamp Co, stumbled upon his calling in lighting design — starting with rewiring found industrial light fixtures to create flexible lighting that adapts to a plethora of shapes.

Best in Show Adaptive Reuse: Counter Culture

Chad Kilgore of Counter Culture has given a whole new meaning to paper—creating unique pieces of art from an otherwise ordinary material.





Best in Show Overall Design: Bones Studio

Raised with the work ethic from his father, who is a farmer, and an eye for design from his mother, Ryan Dart of Bones Studio was equipped with a strong foundation upon which he built his innovative designs.

Best in Show Most Innovative Product: Fracture Studio

Creating modern furniture and accessories from epoxy, Fracture Studio left show goers in awe with their flawless surfaces and seamless color variations.



Judges rose to the challenge of determining the Best in Show for 14 design categories



Meet the 2018 Judges

This year's ASID NY Metro Design Show judges were: Phyllis Harbinger, Jackie Higgins, Audrey Kerchner, Miriam Makram, Diana Mosher and James Rixner. Thank you to ASID NY Metro Past President Susan Anthony who chaired the 2018 AD Chapter Awards as well as the Design Honors black tie gala. ■

ADVENTURE IN THE ANDES



The main attraction in Chinchero is the market and the wonderful artisan shops where they weave and sell alpaca clothing. We were able to interact with the local women and girls who create these beautiful works of art while being entertained by llamas and alpaca who loved being fed!

Why Peru should be on everyone's bucket list

text by Phyllis Harbinger | photography by Phyllis Harbinger

THIS WINTER, MY SISTER TREATED ME TO THE MOST FASCINATING TRIP as a gift for designing and overseeing the renovation of her new Upper East Side apartment. From the moment we stepped off the plane in Cusco, the luxurious and welcoming nature of the people engulfed us as we were quickly immersed in their culture. A luxury SUV was stocked with hot thermos cups of indigenous Coca tea, used to help us acclimate to the higher altitudes as we traveled to the Sacred Valley.



We were forewarned about the numerous microclimates and arrived for our trek to the Summit of Machu Pichu (left) dressed in layers. At Ollantaytambo (below), the concentric circular geometry of the ruins took our breath away.



The topography changed by the minute as we climbed the mountains through various microclimates in this ancient Inca and pre-Inca region of the country. Along the way, we saw Alpaca, sheep herders, woman and men of the Andes dressed in traditional garb, tending the land and herding their sheep.

The mists traveled through the valley engulfing verdant green covered pitons while the river ebbed and flowed in and out of view. My creative energy came alive and I was already developing a color scheme for my next project, inspired by the variety of green shades, tints and tones of the landscape.

Arriving at Ollantaytambo, an ancient Inca village and unfinished palace, our private guide and driver introduced us to the most magnificent archaeological

wonders of the region. The Concentric Circular geometry of the ruins took our breath away. Famous for the agricultural terraced topography, each terrace embraces its own microclimate and is held expertly in place by hand-cut stone walls.

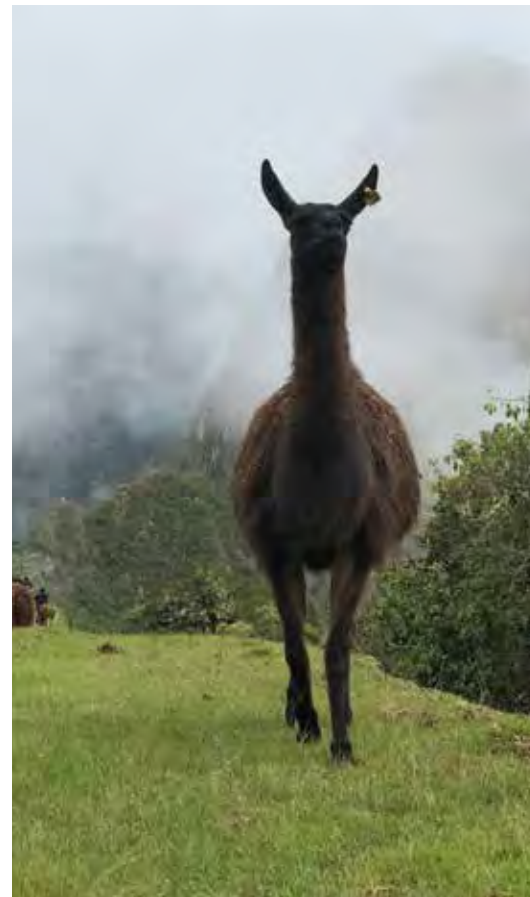
After a gourmet artisanal lunch, we drove through a few towns and villages and were deposited at The Sol y Luna Hotel—a five-star Relais & Chateaux property. As we drove through the gates, I felt as if I had been transported to a magical secret place. To me it represented a cross between the vortex you experience in Sedona at the Enchantment Resort and the illusive nature of the mountains in Sante Fe, New Mexico.

Artfully planted gardens with exotic and local flora and fauna, modern architecture juxtaposed with circular casitas and a quiet solitude to savor. Had





Phyllis Harbinger and her sister enjoyed an adventurous trip in Peru.



Before heading to Peruvian cities Cuzco and Lima, the sisters explored Incan ruins and colorful markets filled with hand-crafted items.

we truly know what this place had to offer, we would have booked a longer stay. Mountain vistas and views at every turn, a luxurious spa, great food and staff that could not do enough for us. Each night after dinner, we returned to our rooms to find the beds turned down and a hot water bottle nestled between the sheets for each of us! I did not know that this was a tradition in Peru and it's one I would like to continue stateside.

The next day we were off to visit an amazing village of Chinchero and the Salt Mines of Salinas. Unlike traditional salt mines, it is nestled into the mountainside and comprised of 5,740 small pools called pocitos. Discovered and used since the time of the Incas, they are fed by a saltwater hot spring deep in the mountain. The village of Chinchero sits high above the rest of the Sacred Valley. This lovely little place is lost in time and stole our hearts.

The following day our trek to Machu

Pichu began. We boarded the Vista Train in Ollantaytambo for a scenic ride through the valley, allowing us to view the mountain tops as we traveled to one of the main hot spots on my personal bucket list.

We spent two days in amazing Machu Pichu. It's a World Heritage site and was certainly a highlight of our trip. It is astonishing that a civilization could build a wondrous village in such a remote location. Even today with our advancements in technology, it is hard to imagine how they engineered and quarried the stone miles away and built this multi-faceted village complete with temples, storehouses, homes and terraced agricultural farmland.

That night we traveled to Cusco—the prize of Peru. Cusco is a city of culture, beauty and grace. We stayed at the Inkaterra, a converted monastery where our suite was a mix of antiques and modern appointments. The last stop on our Peruvian adventure was

Lima. My sister and I were again completely surprised by the architecture—a mix of ancient and modern, the climate (there is never a clear blue sky) and the culture.

One of the highlights of our stay in Lima was a private tour of the oldest home. Tucked away behind a non-descript door, and only open by appointment, it's still owned by the original family of conquistadors since the 1600s. To see hand-painted tile floors, colonial furnishings and fresco walls lovingly preserved by the family was a special treat!

We also saw a recently discovered Inca city near the bohemian neighborhood of Baranco and visited a furniture gallery before returning to the Hotel Miraflores which is in a tony part of town, up on the cliffs above the ocean. Our views from the room were spectacular and we also had a VIP lounge where we spent our last night enjoying the sunset and reflecting on this amazing part of the world! ■



retrospective

”Mr. Larry Kravet was such a respected man to so many people all over the world and more so to his employees. He was someone who was a great example of humanism. An icon of the industry, his legacy shall live forever in our hearts.”



Remembering Larry Kravet

text by Ellen Kravet

As I write this, I am relaxing in my hotel room after a full day of design inspiration in Los Angeles. I am reviewing this incredible day in my mind.

Yet it is during these quiet alone moments that I find myself rather distracted. I can't help but reflect upon a more personal somewhat immeasurable type of inspiration; that which I gained throughout my entire life from my dear dad, Larry Kravet. It is through his teachings and selfless actions that I have learned the most valuable lessons. He was a man of good faith, good will and genuine devotion. I always admired his kind nature and endearing concern for others. Yes, he taught us about good design and good business practices, moreover the real and most cherished lessons were taught at home.

Since his recent passing, through his many friends, colleagues and business associates, my family and I have received an outpouring of notes and stories about my dad.

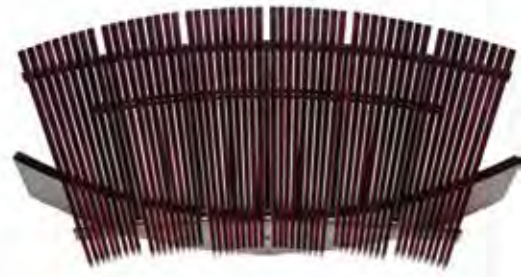
I take the liberty of quoting a handwritten note from a long time devoted employee:

”Mr. Larry Kravet was such a respected man to so many people all over the world and more so to his employees. He was someone who was a great example of ‘humanism.’ ‘An icon of the industry,’ his legacy shall live forever in our hearts.”

Now that's inspiration. ■



JK 100
kravet YEARS
ONE FAMILY. ONE PASSION. ONE CENTURY.



Thomas Hucker
STUDIO



BEAUTIFUL, FUNCTIONAL, PERSONAL
CRAFTSMANSHIP AT ITS BEST

917. 770. 1241
49 Harrison St, Hoboken NJ 07030
thomashuckerstudio.com

Working with Co-op and Condo Boards

Expect a lot of chefs in the kitchen

text by C. Jaye Berger, Esq.

When we talk about working with a co-op or a condominium, we are referring to either the Board of Directors in a co-op or a Board of Managers in a condominium.

In each case, there are usually five to seven people on the Board, so there are a lot of “chefs in the kitchen.” Some buildings create committees when they have renovation projects to make the process more manageable.

Interior designers may be working with Boards for one of two different reasons—either a building project such as re-doing the lobby and hallways, or an individual apartment project. This article will only discuss building projects. A future article will focus on the function of the Board on individual apartment projects.

On building projects, usually the Board has a committee working with them to help funnel all the information. Every person living in the building will have their own thoughts and ideas about the color scheme and “look” for the lobby, but it all has to somehow be narrowed down so that the Board can tell the interior designer what they want.

It is important for interior designers to establish a budget with the Board. Some buildings need to work in phases so that they can afford the work needed. Sometimes the building has the funds in their reserve account, but other times they need to refinance their building mortgage in order to move forward.

Boards also have to be reminded to stay within their budgets as they discuss their wish lists, since ideas are coming from many directions which can easily push the price beyond the budget. When bids come back too high, as they often do, the designer will need to assist the Board in scaling back the project to fit the budget.

The designer must understand that many people must vote on their plans and schemes, so the work can be very time intensive.

The Board will need to see renderings and revised plans. They allow the shareholders or unit owners to see what is being discussed. The actual implementation of the work will probably be put out to bid to ensure the lowest and best prices. Boards want to be careful to be impartial in choosing who does the work.

Clear contracts are especially important, since the designer wants to be on firm ground if he or she needs to ask for additional fees. Contract administration should be included to ensure that the project turns out as planned. Do not save money by having the Board or management company observe the work to save money with the designer.

The work in these buildings is usually in high-traffic areas. Designers need to be especially careful to keep that in mind when selecting materials, such as floor coverings in lobbies which may be slippery when wet or fabrics for sofas and chairs which may be too delicate. I am reminded of a co-op building in which the interior designer was hired to select new carpeting to replace the sturdy carpeting which the building had for the past 20 years. Somehow the designer chose a white-ish carpeting which fell apart and was stained after only a short time.

Some people have no idea about the cost of the work until they solicit bids, then they are shocked when the bids start coming in much higher than the budget they had in mind. This can come about either because the designer has not been designing with



C. Jaye Berger, Esq.

Principal,
C. Jaye Berger
Law Offices

C. Jaye Berger is an attorney in New York City located at 110 E. 59th St., 22nd Fl., New York, New York 10022, (212) 753-2080. Her practice focuses on real estate, construction and contract law and litigation. Her clients include owners, developers, interior designers, architects, contractors, co-ops, condominiums and insurance companies.

the budget in mind or because the client has asked the designer to keep adding to the design, and the designer has complied and kept designing. Contracts should provide for this contingency so that the designer agrees to work with the client to scale back the design. It's a good idea to have an attorney knowledgeable in this area review your contract. I find that many buildings make them look the same as contracts with general contractors. ■

spotlight

Always Fascinated by Design

A Conversation with Christopher Guy Harrison

text by **Vanessa Deleon** | photography by **Laurent Bergers**

Christopher Guy Harrison is a renowned award-winning designer and the founder and CEO of his brand, Christopher Guy. Born in Britain, he was raised in Spain and France. Today Christopher can be spotted in several locations he calls home: London, Singapore and the US. Christopher credits his mother who was influential in his career path. But the experience that ignited Christopher's passion for design occurred at the young age of 16. Working alongside his Spanish stepfather, he embarked on his first building project — their own family home in the South of France. We recently interviewed Christopher about his past, present and future.



Christopher Guy Harrison Founder and Owner, Christopher Guy

An international lifestyle allows Christopher Guy to view the world through a critically constructive eye that draws inspiration from everything he admires, translating into design elements that form the bedrock of today's vast CG Collection. Above all else, his unique work is characterized by elegance, which forms the DNA of each design and is central to the brand.

Q & A

Q When did the love for furniture design come into your life?

A I have always been fascinated with overall design whether it's the design aesthetics in clothing or the beauty and form of building a house. But my love for furniture design (specifically) didn't happen until later on in life when I was living in Madrid. I realized that if I could follow form in other things like designing a house, then I could do it in furniture as well.

Q How would you describe yourself in one word?

A Optimistic.

Q Who is, or was, the most influential person in your life?

A I have a lot to owe to my mother and also to my stepfather because they took me to many parts of the world at an early age—like

the Canary Islands when I was only seven years old—and these trips introduced me to a foreign land away from England. My mother was influential to me because she was always passionate about design. But the opportunity of working alongside my stepfather when I was just 16 years old to build our very own family home in the South of France really ignited my passion for design.

Q How long have you been in the furniture design business?

A I've been in the furniture design business for more than 25 years since I left Madrid and moved to Java to create a small mirror company.

Q Can you tell us how many brands and items you currently represent?

A I only represent the Christopher Guy brand.

Q If you were going away on an island to build a new home and you could take one piece of furniture, what would you take with you?

A Well, I would've said the Chris-Cross chair because that is probably the most representative of my brand, but if it has to be one piece of furniture I would take any one of the CG beds.

Q What would you be doing if you were not designing furniture?

A I think I would be in the property business. I've always enjoyed refurbishing

houses or apartments rather than just building them from scratch (even though I have built quite a few from scratch). I feel that it's more challenging when you have to design around an existing structure, because you have to look at all the various shapes/features already existing and try to incorporate them in your design.

Q What country inspires you the most?

A I think it depends. When I was starting out, I was inspired by a lot of countries in Europe, whether it was Spain, France, or Italy. At that time, I was very much inspired by French designers back in the 1920s. Now that I have been recently living in Asia I have been inspired by countries such as Indonesia, particularly seeing how the resorts were built and just seeing their sophistication and simplicity. I think they have taken elegance to another level.

Q Who is or was your favorite furniture designer? And why?

A I think in the furnishing world, it would be people like Émile-Jacques Ruhlmann. He was a 1920s furniture designer and maker. His work was all about lines. The way they were beautifully formed and the curves were just right. He was the most magnificent of the French furniture makers of that era. What he created was truly an international look. He wasn't trying to reproduce something of the past but was doing something totally new and different at the time, which created a totally new French look.

Q What do you think will be the next furniture trend?

A I think furniture is trending toward simpler designs which have a lot to do with the ability to manufacture (i.e., the cost of labor, manufacturing skills, capabilities, etc.). Furniture designs are also becoming more global instead of just being tied, or limited, to a specific culture or region.

Q What's next for Christopher Guy?

A Distribution is one of the most challenging parts in today's global market. And as a global company, my goals for CG are to improve and streamline distribution and to create an e-commerce side of the business. Currently, we are in the works of creating a seamless experience between our showrooms and online business for all of our customers.

Q Any regrets?

A No, I really don't have any regrets looking back.



“You're only as successful as your next project.”

—Christopher Guy Harrison

Q What advice would you give to up-and-coming designers?

A It's probably one of the most challenging careers you can pursue. Although it may not be the most rewarding financially, it is the type of work that you want to get up and go to each morning. I think design is no longer

just designing a product. If you're in the business of decorative furnishings, you have to understand the marketing, the ability to sell, the website, the shop front, etc. There are so many things that go into designing before you can say you're a success. And I believe you're only as successful as your next project. ■

spotlight

Benjamin Moore Opens Showroom at 200 Lex

Visit the ‘Color Gallery’ at New York Design Center

The Benjamin Moore showroom at the New York Design Center

provides a space for design professionals to work and bring their clients to meet and review projects. The concept of the showroom is “Color Gallery” and it offers color inspiration as well as product education through these key showroom areas:

Color Gallery:

Rotating artwork featuring Benjamin Moore product and color

“Theme and Variations” created for Benjamin Moore by The Alpha Workshops, Inc., is comprised of several panels that were created using their signature Negoro-nuri painting technique. Featuring the Benjamin Moore Color Trends 2018 palette, this technique involves painting layers of different colors on boards and then sanding away each layer to reveal the color underneath. The artisan’s hand dictates the result by following a process to its end or following a process with a plan toward a final design. The Alpha Workshops team found several natural color combinations within the palette of 23 colors, and explored some of their favorite combinations in the artwork shown.

Currently on display is Aura product in the Color Trends 2018 color palette designed by members of Alpha Workshops under the guidance of Edward Farrell, Studio Project Manager, Alpha Workshops.

Color Inspiration:

Rotating vignettes featuring Benjamin Moore product and color

Three library vignettes, painted in CENTURY’s Blue Muscari, Marcasite and Madder Red illustrate the unparalleled depth of color and



Rotating vignettes feature Benjamin Moore paint colors in rich, jewel-like tones.



breadth of color choices available in the CENTURY palette. This trio of colorful reading rooms are accented with a library chair upholstered in 'Collage' from the Peter Dunham textile collection, courtesy of Hollywood at Home. Currently on display is CENTURY product and colors designed by Ellen O'Neill, Director of Strategic Design Intelligence, Benjamin Moore.

Color Decision:

Work tables, color selection light box and product sample boards

This area boasts two 36x72 work tables where designers can work and bring their customers to meet and review projects.

Color Vault:

High-tech, color selection light box, work table and 4000+ designer color sheets

The high-tech color vault is reminiscent of bank, housing thousands of color sheets and chips. With the state-of-the-art technology, this vault makes it easy to view and source a wide array of colors.

Classroom:

Education, presentation and meeting space

The perfect area to host discussions or educational classes, this section holds up to 50 people and can be configured in numerous ways. Tables can be setup for conference/meeting, banquet and classroom styles or tables can be removed altogether for theater style seating. ■



Benjamin Moore®

Visit the Benjamin Moore Showroom at New York Design Center

200 Lexington Ave, Suite 814, New York
Showroom Manager: Jeffery Criddle
Phone Number: (646) 293-6626
Hours of Operation:
Monday – Friday from 9:00am – 5:00pm

LIVE FROM NEW YORK

ASID NY Metro Design Summit

text by **Diana Mosher** | photography by **Anastassios Mentis**

Universal design, aging in place and wellness were explored by a number of speakers including Jennifer Minsky of Hansgrohe.



Universal design, living in place and wellness are hot topics that interior designers need to stay abreast of in order to be competitive and to help our clients achieve important lifestyle goals. In May these topics were explored in-depth by an impressive line-up of experts

at an all-day educational forum at the A&D Building. Thank you to all the speakers and moderators! Read more about them at www.asidnymetro.org.

LIVE from New York, the ASID NY Metro Design Summit was presented by the ASID NY Metro Chapter in partnership with the

National Kitchen and Bath (NKBA) Manhattan and Metro New York Chapters as well as The International Well Building Institute and Luxe Interiors + Design. Attendees earned up to .5 CEU credits.

The full day of learning and networking started with a Brazilian-themed breakfast at

Ornare. Showroom Crawls with snack service throughout the day provided opportunities to see what's new at Carlisle Wide Plank Floors & Rugs, Lefroy Brooks, Cosentino Surfaces, Geiger Shading Technology, Drummonds and Snaidero. Lunch was prepared and served in three separate locations: Miele, Nolte and Thermador. ASID NY Metro's May Design Summit concluded with a fabulous cocktail party and raffle at Poggenpohl sponsored by Gurri Design + Remodel.

The sessions offered many takeaways. For instance, it might not be appropriate to immediately dive into a discussion about Universal Design with certain clients. It can be included discreetly as the design progresses by specifying products that can be used by all regardless of their abilities. Wider doorways, lever handles and other features allow for "equitable use" without requiring much physical effort.

We frequently talk about aging in place, but this group is actually quite diverse and comprises clients without urgent needs, those with progressive needs such as the start of dementia, and those with acute needs. The client survey helps designer and client plan ahead while determining the physical and sensory needs of everyone in the home. Now, or in the future, they may require contrasting textures and colors that facilitate navigation.

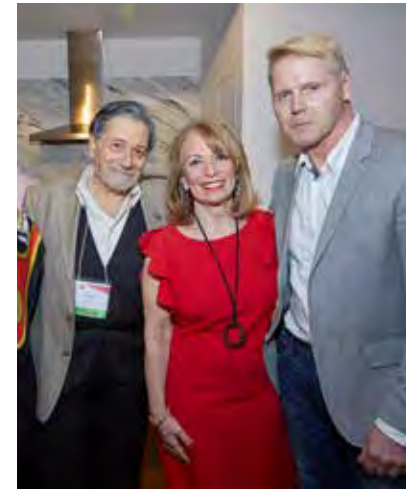
The Summit ended with a cocktail party and raffle at Poggenpohl sponsored by Gurri Design + Remodel.



Showroom Crawls provided opportunities to visit Carlisle Wide Plank Floors & Rugs, Lefroy Brooks, Cosentino Surfaces, Geiger Shading Technology, Drummonds and Snaidero.



Ornare hosted a delicious Brazilian-themed breakfast. (left to right) Erica Khoury, Mylene Del Nero, Vivi Alves.



Charlé-John Cafiero, Sharon Summer and Bjorn Bjornsson.



Thank you to all our sponsors and partners!

- A&D Building
- Luxe Magazine
- NKBA
- Ornare
- Carlisle Wide Plank Floors & Rugs
- Lefroy Brooks
- Miele
- Nolte
- Thermador
- Cosentino Surfaces
- JGeiger Shading Technology
- Drummonds
- Snaidero
- Poggenpohl
- Gurri Design + Remodel

metro moments

Afternoon sessions explored the impact of healthy spaces on productivity and happiness in residential and commercial spaces. We spend 90 percent of our time indoors. Eliminating exposure to daylight can negatively impact the circadian rhythms of the body—biological cycles that repeat approximately every 24 hours and are regulated by environmental signals. Circadian rhythms play a large part in governing hormone release, body temperature and sleep/wake cycles. Disruption of these natural rhythms has been associated with an increased risk for a cardiovascular event, obesity, diabetes and depression. But with remarkable advances in LED technology, we can design healthier spaces more easily.

The WELL Building Standard provides evidence-based guidelines that address the health of the people who inhabit the spaces. It represents a significant departure from previous green building standards that have focused on the health of the built environment. The US is currently behind Asia and Australia in WELL adoption rates, but new pilot programs are moving forward in the US, including a multi-family pilot that already boasts 100 projects. Interestingly, real estate brokers are also seeking WELL credentials so they can speak authoritatively about health and wellness to their clients. ■

Sessions explored how healthy spaces impact productivity and happiness.



Held at the A&D Building, the Design Summit also included showroom tours.



Merita and Sami Kelmendi of Gurri Design + Remodel with Diana Mosher (center).



Emma Tesler, Phyllis Harbinger, Alyssa Grella and Ediley Diaz-Collante



Educational and networking opportunities were part of the day's events.



Brian Roeder and Jeff Roeder of Blatt Billiards with ASID NY Metro President Bjorn Bjornsson, ASID NY Metro Director-at-Large Benjamin Huntington and Pitter Schattan of Ornare at the Sub-Zero, Wolf and Cove showroom.

IP APPRECIATION DINNERS

Thank You to Our Suppliers

text and photography by **Diana Mosher**

In 2018, the ASID NY Metro Chapter rolled out a new series of Industry Partner Appreciation Dinners hosted by Asler Valero, ASID NY Metro Chapter Director of Professional Development. These small events featuring a delicious menu prepared on-site by professional chefs provide an opportunity for ASID NY Metro IP and designer members to gather for conversation and socializing. The IP Appreciation Dinners are a great way to meet new faces and exchange ideas. Thank you to Sub-Zero, Wolf, Cove and Fisher & Paykel who hosted the first two IP Appreciation Dinners in their Manhattan showrooms at the A&D Building. If you're interested in hosting or attending one of these popular events, please contact Asler Valero at professionaldevelopment@nymetro.asid.org. ■



Fisher & Paykel hosted an IP Appreciation Dinner in their showroom at the A&D Building.

THE BUSINESS OF DESIGN

Don't be afraid to double your fees when your knowledge has grown.

Country Carpet Hosts Panel on Profitability

text by Audrey Kerchner | photography by Jennifer McGraw

Even though a horrible storm was blowing through the New York Metro area on May 15, the Country Carpet showroom in Syosset was packed with attendees for “Creating a More Profitable Design Firm.” Country Carpet put out a beautiful food spread and had a guitarist playing in the background, turning the stormy evening into a delightful event.

Moderated by Jackie Higgins of Beach Glass Designs and ASID NY Metro Long Island liaison, the panel included Robin Baron of Robin Baron Design, Billy Ceglia of Billy Ceglia Designs and ASID NY Metro President Elect Kim Radovich of Kim Radovich Interiors. Each panelist approached the business of design in their own way and they shared suggestions for creating a more profitable firm. These are some of the highlights of the discussion:

- Always charge a design fee and collect it up front as a retainer.
- Charge hourly for anything outside of your design fee such as meetings, phone calls or excessive design reworks.
- Charge 20% below retail for furniture and accessories that you source from your vendors but NEVER give it to them at the net price, even when you charge a design fee and hourly rate.
- Always spell out in your contract how you are charging and the breakdown.
- The goal is to have a profit of 37% to 44% each month/quarter/year—those are the magic numbers.
- There are different rates for the lead designer and their support staff.

The panelists also shared their philosophies on building and retaining a great team. Your team comes first. Make sure they are taken care of. Be kind all the time and hope they understand when you are having a really, really bad day. When things are good, make sure they are part of the celebration because a win is a team win.

The panel also explored the topic of tough clients. They suggested managing returns on a case-by-case basis. If the client approved it,



Jackie Higgins, Robin Baron, Billy Ceglia and Kim Radovich shared profitability tips.

then you don't take it back. If it's a small item that you were not sure about, take it back. Use your judgment. If they are excessive texters, you should charge them for your time spent texting with them. If your gut tells you they are not a good fit, then don't work with them. Make sure your contracts are attorney-reviewed and are as detailed as possible so you are protected. There should never be a gray area.

There was also a lengthy discussion about fees which included these take-aways:

- Charge based on the value of your time and knowledge; that's what clients are paying for.

- The value comes from the guidance you are providing. It's not about the cost of the project.
- Don't be afraid to double your fees when your knowledge has grown. Just do it and see what happens.
- If everyone you present to is signing your contracts, you're not charging enough. Double your rates so that you get the most lucrative clients.
- Pay yourself a salary before you pay your expenses. This changes your mindset about how you see your business and how you see yourself in it. ■

sponsors

ASID NY Metro Chapter Sponsor Directory



Thank you to these companies for their generous support of the ASID NY Metro Chapter. We encourage you to visit them in their showrooms and online for your ongoing project needs.



For beyond the surface.

AKDO

22 W 21st Street
New York, NY
212.485.0448
www.akdo.com



Benjamin Moore Decoration & Design Building

979 Third Avenue, Suite 1803
New York, NY
www.benjaminmoore.com



Farrow & Ball Decoration & Design Building

979 Third Avenue, Suite 1519
New York, NY
212.752.5544
www.us.farrow-ball.com



GROHELIVE! Center

160 Fifth Avenue
New York, NY 10010
212-886-0530
www.grohelivecenter.com



Christopher Guy

New York Design Center,
Suite 1601
200 Lexington Ave,
New York, NY
212.684.2197
www.christopherguy.com



Hästens

202 East 58th Street
New York, NY 10022
212.486.8022
www.hastvens.com



Kravet Decoration & Design Building

979 Third Avenue, Suite 1202
New York, NY
212.421.6363

New York Design Center
200 Lexington Avenue
Suite 401/402
New York, NY
212.725.0340
www.kravet.com



Lexington Home Brands

New York Design Center
200 Lexington Avenue, Suite 212
New York, NY
212.532.2750
www.lexington.com



Stark Decoration & Design Building

979 Third Avenue, 11th Floor
New York, NY
844.40.STARK
www.starkcarpet.com



Sub-Zero | Wolf Architects & Designers Building

150 East 58th Street, 5th fl
New York, NY
888.327.0053
www.subzero-wolf.com



Theodore Alexander New York Design Center

200 Lexington Avenue, Suite 515
New York, NY
646.293.6628
www.theodorealexander.com



Thermador Architects & Designers Building

150 East 58th Street, Suite 700
New York, NY
888.455.8892
www.thermador.com

About ASID NY Metro Chapter Sponsorship

Help spread the word to all your favorite manufacturers and service providers. The ASID NY Metro Chapter has multiple sponsorship options that allow partners to show support for the Society's mission while accessing the ASID network through a variety of channels. Visit www.nymetro.asid.org for more details or call Diana Mosher, Communications Director at 347.840.2499.

J A I P U R L I V I N G

Make
Life
Beautiful

ATLANTA | B1 12-F-9

JAIPURLIVING.COM

LAS VEGAS | B-424

PLK01

POL06



ZOB02

JAIPUR LIVING

Over 20,000 rug and textile furnishings to choose from.

POL06 Polaris
New, innovative constructions like this low-pile traditional piece with a surprisingly soft feel.

PLK01 Pollack
Unique perspectives from eight design houses, like world-renowned textile designer Pollack.

ZOB02 Zoe Bios
Capsule Collections merge art and interior design into stunning moments, like this one from Zoe Bios Creative.

GES22 Genesis
Deliciously luxurious handtufted rugs, like our best-selling Genesis collection.

JAIPURLIVING.COM

WE HAVE YOU COVERED INSIDE & OUT



LUTRON

Shading and Lighting at the touch of a button



New Outdoor Rooms CAMARGUE & ALGARVE



CMI INTERIORS

Where Shades & Light Live At the Touch of a Button

NJ 973.912.0922 | NY 917.750.5761 | contactus@CMIinteriorsinc.com | CMIinteriorsinc.com | CMiexteriors.com



STACKED Table

The Art of Reclamation

text by Jennifer Minsky | photography by Joe Kramm

Richard Haining is a Brooklyn-based studio furniture maker and artist who is committed to responsible design that is elegantly hand-crafted with a modern sensibility. Influenced by the over-abundance of scrap wood being thrown out in local woodshops and from the plethora of pre-war building materials being trashed from NYC's architectural landscape, Haining salvages these "waste" materials to use as the building blocks for his STACKED Collection. The incredible variation and intensity of tones and colors inherently found in his work is a result of the wood's previous life; water and mineral stains, knots, century-old nail holes, and other "defects" that are part of that lumber's history, a fingerprint of time since passed, a natural beauty to be celebrated, and only found through reclamation. Haining also designed and produced the awards distributed at ASID NY Metro's Design Honors black tie gala on June 1. DESIGN Magazine will feature complete coverage of the gala in the September issue.

www.richardhaining.com

American
Standard

Spectra+ Touch Showerhead



AMERICAN
SOCIETY OF
INTERIOR
DESIGNERS



BEST. DECISION. EVER.

Ferguson knows the toughest part of your job is helping your clients make the tough decisions. Let our product experts make it easier by introducing you to our extensive collection of products from the most sought after brands in a variety of styles designed to bring their vision — and your plan — to life.

Learn more at fergusonshowrooms.com

FERGUSON
Bath, Kitchen & Lighting Gallery

FARMINGDALE | MT. KISCO | NEW YORK | GREENVALE | BROOKLYN

FERGUSONSHOWROOMS.COM



WALL UNITS CLOSETS WALL BEDS HOME OFFICES LAUNDRY ROOMS PANTRIES SLIDING DOORS

*Join our Trade Program to receive exclusive discounts,
event invites & more!*

800.450.1455 | transFORMhome.com/trade | Industry Partner since 2005