

Need a Little Rest and Relaxation?

Try your own Backyard Retreat

Gone are the days when a backyard consisted merely of a picket fence, picnic table and swing set. Today, homeowners across the United States are investing considerable sums in renovating their outdoor spaces, including building elaborate terraces, outdoor kitchens, luxurious pools, intimate sitting areas and detached structures.

In 2003 alone, American homeowners spent \$17.25 billion renovating their outdoor spaces, according to the Census Bureau. This figure is up 47 percent from just five years ago, and represents nearly 15 percent of homeowner expenditures on residential improvements and repairs in 2003.

BOWA Builders is seeing this trend in its own work. BOWA's Steve Kirstein, Principal and director of Maryland operations, attributes the firm's exponential increase in outdoor renovation to rising land costs, worsening traffic congestion and increased travel hassles.

"My clients are looking beyond the four walls of their homes and making sig-

nificant investments in their land," says Kirstein. "I expect nearly 25 percent of my work this year to be landscape- and hardscape-related, as clients aim to turn ordinary backyards into well-designed havens for personal getaways."

BOWA is helping its clients extend the comfort and convenience of their homes to the great outdoors. Even those with sloped, constrained or oth-



Creative use of multi-level retaining walls allows the owner to maximize this previously sloped backyard in Bethesda.

erwise challenging backyards are able to create highly usable spaces thanks to sculpted retaining walls, tiered terraces and the work of skilled landscape architects.

While the scope of outdoor renovations certainly ranges, the higher-end projects tend to pull out all of the stops. Outdoor kitchens may include conveniences, such as industrial-style stainless stoves, sinks, grills, refrigerators, trash compactors and even pizza ovens. These features are often nestled under a pavilion,



Extensive terracing highlights this disappearing-edge pool and nicely transitions the yard to the barn and pasture beyond.

equipped with a built-in entertainment center, heat lamps and a bar.

Many of BOWA's clients are opting for lavish installations of resort-type pools as the focal point of their backyard retreats. Amongst the latest trends are lagoon-shaped pools with beach entries, disappearing edges, swim-up bars and spill-over spas creating a vacation-like atmosphere for family and friends.

The materials used in outdoor renovations are also getting a facelift. Whereas flagstone and pavers were once the norm, today BOWA is importing materials from around the world to create outdoor showpieces. Natural stone, such as granite, limestone and marble, give the outdoor kitchens, pavilions and pools the unique touch BOWA's clients are seeking.



Multiple entertaining areas, including a pool, spa and tennis courts, create a resort-like atmosphere at this Virginia home.

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Time to Begin Thinking about Winter Again

With winter just around the corner, it is time to protect your home – and your family – by following our winterizing checklist.

Interior

- Check smoke detector batteries.
- Check security system batteries.
- Check carbon monoxide batteries.
- Check and clean fireplaces and chimneys.

Exterior

- Shut off and drain hosebibs.
- Check and clean septic system.
- Caulk and retouch exterior paint.
- Lock windows to keep them square.
- Clean debris from gutters and downspouts.
- Make sure drainage is heading away from the house.

HVAC

- Check and replace air filter.
- Check combustion chamber.
- Check charge on heat pumps.
- Check and replace humidifier filter.
- Clean away leaves and debris from outside units.
- Adjust dampers to favor northern, not southern, rooms.



How Can We Help?

Commentary contributed by
DOUG HORGAN,
CUSTOMER SERVICE MANAGER



At BOWA Builders our commitment to providing a superior level of customer service is more than a sales pitch. Instead it is a core value that is woven through every facet of the business and a key differentiator that sets us apart in the industry. To support this commitment, BOWA recently created a division dedicated to supporting the warranty and customer service needs of clients.


Perhaps what most distinguishes BOWA's customer service department is our policy of total accountability. If a client reports a problem with any aspect of a BOWA project, we will do everything in our power to rectify the situation. Whether the work was performed by BOWA or a subcontractor, we promise to take the lead and work with the client until the issue is resolved. To ensure timely resolution, we recently implemented a new work-flow management system. The system allows us to carefully track open work orders and share complete project details with the appropriate parties.

"Perhaps what most distinguishes BOWA's customer service department is our policy of total accountability."

We look forward to making additional process improvements to continue to serve our clients well.

Beyond supporting warranty items, we are pleased to offer our clients a one-stop shop for their homes' needs. Whether they need a handyman for a day to perform odd tasks or a carpenter to install chair rail in a dining room, clients repeatedly turn to BOWA for our expertise. We find our clients greatly appreciate this added service and convenience.

If there is anything our customer service team can do to help, please let us know. A representative can be reached via our web site, email to service@bowa.com or on our dedicated Customer Service phone line at (703) 873-9119. A 24-hour emergency pager system is also available by calling (703) 734-9050 and choosing option '8' when prompted.

The bottom line is, we are here to assist you 24 hours a day, seven days a week. So, how can we help? 

Our Portfolio

Large-Scale Renovation in Potomac, Maryland

Commentary contributed by
THOMAS FRENCH, AIA
THOMAS FRENCH ARCHITECT



Rear terracing turned an otherwise flat lot into a luxurious space with multiple entertainment areas.



Custom art glass and integrated shades soften the look in the new sun room.

"The design envisioned was for a rear addition that would unify a deceptively large house that had been renovated and added to a number of times. The grand gesture was a pair of sweeping stone stairs that connected main-level elevated terraces with a new pool and lush landscape. By establishing graceful transitions between the inside and out, the house finally took full advantage of one of the finest lots in Potomac. The rear addition, stairs and pool combined to create a new sense of symmetry. The unifying concept was a truly rare level of rich detail: fine stonework and exterior trim, custom art glass panels to disguise skylights and soften the effect in the sun room, and impeccable bar room/media room paneling. The overall effect is that every touch seems duly considered. While we are proud of our design, the project also benefited from a talented interior designer and landscape architect, a client with a keen eye and a dedicated construction team."



Rear elevation depicts the full grandeur of the outdoor renovation.



Interior stonework and hand-built walnut cabinetry complete the bar and adjoining wine cellar.



Walnut built-ins and ceiling beams create warmth in this state-of-the-art media room.

Large-Scale Renovation in Great Falls, Virginia

Commentary contributed by
JOE BURKE, CR
BOWA BUILDERS, INC.

"The goal of this renovation was to convert an ordinary suburban house into a rich, yet unassuming, home that highlights the client's style. Ultimately, the main living areas were transformed



Floor plan modifications allowed for this gracious family foyer.

into charming, well-appointed spaces that suit the family's lifestyle and express the unique character of an elegant farmhouse.

An awkward powder room/laundry room area was reconfigured to allow for a gracious family foyer. This new space features a Brazilian slate floor, finished cabinetry and a porcelain utility sink. In the kitchen, distressed cabinets, commercial-grade appliances, a teak butcher-block island and hand-painted tiles transformed the bland room into a vibrant showpiece. Kitchen windows were expanded and a morning room added to enhance views and allow

more natural light. In the family room, a monotone brick wall gave way to the warmth of a natural stone fireplace flanked by custom built-ins accommodating a television and dual-accessed firewood storage. The family room now opens to the kitchen with the interest of low bookcases, decorative columns and an arched entry. Faux finishes, wainscoting, textured glass and bronze and crystal door hardware provide the finishing touches."



Larger windows and a new morning room bring life to the formerly closed-in kitchen.



An arched entry, columns and built-in bookcases open the family room to the adjoining kitchen.

2 for 2 for 2

Our way of Saying Thank You!

Enjoy a luxurious stay at the award-winning The Inn at Little Washington – our treat!

For every two personal referrals you make who hire BOWA Builders for a large-scale renovation project or a new custom home, we will treat you to a luxurious getaway. You and a guest will receive two days and one night at the world-renowned The Inn at Little Washington as our way of thanking you for referring your friends and family. With more than 90 percent of our business coming from personal referrals, we want to show our appreciation to our greatest asset, our clients.

While you are away, you can rest assured knowing that your referrals will receive the same commitment to total client satisfaction and craftsmanship you have come to expect from BOWA.

Call us today at (703) 734-9050 to learn more about "2 for 2 for 2" or to discuss how we may help with your next home project.

Thank you for your continued support of BOWA Builders. 🏠



Photo courtesy of The Inn at Little Washington.



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