

THE BOARDROOM

CELEBRATING 25 YEARS OF EDUCATING THE PRIVATE CLUB INDUSTRY
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Distinguished Clubs
FROM THE BOARDROOM

IN PARTNERSHIP WITH
Forbes
TRAVEL GUIDE

OFFICIAL PUBLICATION FOR THE
ASSOCIATION OF PRIVATE CLUB DIRECTORS

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PICTURED L-R: JOHN CREAN, GM/COO BROKEN SOUND CLUB; LARRY SAVVIDES, GM/COO MIZNER COUNTRY CLUB;
MICHAEL MCCARTHY, CEO/GM ADDISON RESERVE COUNTRY CLUB; BILL LANGLEY, GM/COO QUAIL RIDGE COUNTRY CLUB;
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BOCA WEST COUNTRY CLUB

Offers Members Personalized Services and Amenities

Boca West Country Club offers an active and engaged social community, with impeccable personalized services and amenities, and an incomparable member centric lifestyle – a few of the many reasons Boca West remains a prestigious *BoardRoom Distinguished Club* with Elite Distinction.

The Boca Raton, FL country club, features 55 community villages, as one of the largest clubs in the country, and was one of five *Distinguished Clubs* that the more than 130 general managers attending the *Distinguished Ideas Summit 2021* toured recently.

From the many culinary options ranging from casual to fine dining, to four celebrated championship golf courses, a 95,000 square foot aquatic center, an unmatched tennis and pickleball center featuring 14 pickleball courts, a world class spa, and a modern state-of-the-art fitness center, Boca West truly has it all.



When renovating Mr. D's 19th Hole, Boca West continued with the club's forward thinking on lifestyle and amenities, which led to the creation of the Drive Suites.

Boca West has partnered with InRange, a golf driving range experience driven by radar ball tracking and range gamification technology. InRange enables players of all levels and gives all the information needed to practice with purpose, test their skills and have fun, whether it be on the driving range bays or in one of seven brand new Drive Suites.

"Members can unwind with drinks after a great round or enjoy a delicious meal with family and friends in one of the sleek and comfortable suites. This venue truly makes Boca West stand out among the rest!" exclaimed the club's president and general manager, Matthew Linderman.

"Boca West Country Club members come first and foremost and that's one of the many reasons they lovingly refer to their club as paradise.

"We pride ourselves on paying close attention to detail, originality, exclusivity and a country club life reimagined. You are sure to 'Live the Life You Love and Love the Life You Live' when you belong to Boca West!" Linderman added.

Linderman joined Boca West Country Club in 2005 after several years with the Four Seasons Hotels Group. During the past 16 years with Boca West, Matthew worked his way through several promotions leading to his current role as president, COO /GM a position he has held since 2017. **BR**



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THE CLUB AT ADMIRALS COVE



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Luxury Louvered Roofs

Expand your outdoor living options

Expand your outdoor living options with a pergola, gazebo or pavilion



A contemporary style Japanese garden features a shade umbrella so homeowners can enjoy their bonsai trees, bamboo, Japanese maples, grasses and azaleas. (*Stock Photos*)

By Erik J. Martin
Content That Works

Posted
6/12/2021 7:00 AM

With spring and warmer weather in full force, you want to venture more regularly beyond your back door and bask in the splendor of Mother Nature on your patio or deck. The catch? The sun can get awfully bright

and hot, and it's no fun being exposed to rain or other unwanted elements.

The solution? Take shelter under a protective partial enclosure such as an awning, patio roof, pergola, gazebo or pavilion, which can significantly expand your outdoor living possibilities and make your home more amenable to alfresco relaxing and entertaining.

"Outdoor living spaces are a great way to add value to your home and expand its livable areas without having to undergo an exorbitantly expensive or intrusive renovation," says Matt Daigle, CEO and founder of Rise, a sustainable home improvement online resource based in New Brunswick, Canada. "Not only that, but you don't need to heat or cool this new space, which saves on power bills and your carbon footprint. Plus, an awning, overhang or other sheltering structure near the rear of your home may help regulate your house's temperature by shielding it from the sun."

Leslie Chapus, vice president of sales for Miami-based Azenco, which designs and installs pergolas and other outdoor structures, says these additions also increase the aesthetic appeal of your patio, deck or yard.



A pergola can be left open above, or a shade canopy can be attached to the beams to provide added escape from the sun. -

"Anyone who is looking to spend more time in their yard, especially those seeking to host more guests and visitors after the pandemic subsides, would be a good candidate to invest in a permanent outdoor structure," Chapus says.

Which one is right for you? That depends on your needs, budget and available space.

An awning, commonly made of a cotton, acrylic, polyester yarn or vinyl canvas stretched over a rigid frame that hangs and angles down from the side of your house, can be an affordable option, typically ranging from as low as \$1,400 installed.

"Most of the time you see awnings over a dining space, but they can also be used for a seating pit. They are a great option when you're right

against the house or have a deck parallel to the house because they have to be mounted on your home's exterior," says Joe Raboine, director of residential hardscapes for Belgard in Atlanta.

Alternatively, ponder a roof extension (also called a patio roof), which also attaches to your home's exterior and hangs down on an angle but features a much more sturdy and solid wooden frame and a proper shingled roof supported by posts. Expect to pay \$6,000 and up, depending on size.



A worker installs an awning on a house wall. Awnings can be installed for as low as \$1,400. -

If you don't want a structure attached to your home, consider a wood, metal, PVC or composite pergola, comprised of four vertical posts that support a lattice of crossbeams that can be covered with a tarp or temporary shade, left uncovered, or used to grow roses or vines.

"A standard pergola with limited shade and no weather protection remains the most popular vertical feature in yards," says Raboine, adding that you will likely spend \$5,000 and up for a pergola.

Instead, add a free-standing gazebo -- a square, rectangular, hexagonal or octagonal-shaped structure with four to eight pillars, a solid roof, and open sides surrounding it. These can be built over wood decking, on a concrete pad or over a flat stretch of grass. Gazebo costs, including labor and materials, range from about \$3,400 to \$9,600, per HomeAdvisor.

"When considering a gazebo or other wood structure, think about its long-term maintenance -- especially ones built from wood," says Travis Nolan, owner of Old Crow Painting in Tampa, Florida. "These should be properly weatherproofed initially and throughout their lifetime, especially in human and subtropical environments. A high-quality oil stain will last around five to seven years before needing to be reapplied, but will keep the wood rich and beautiful while protecting it from the elements."



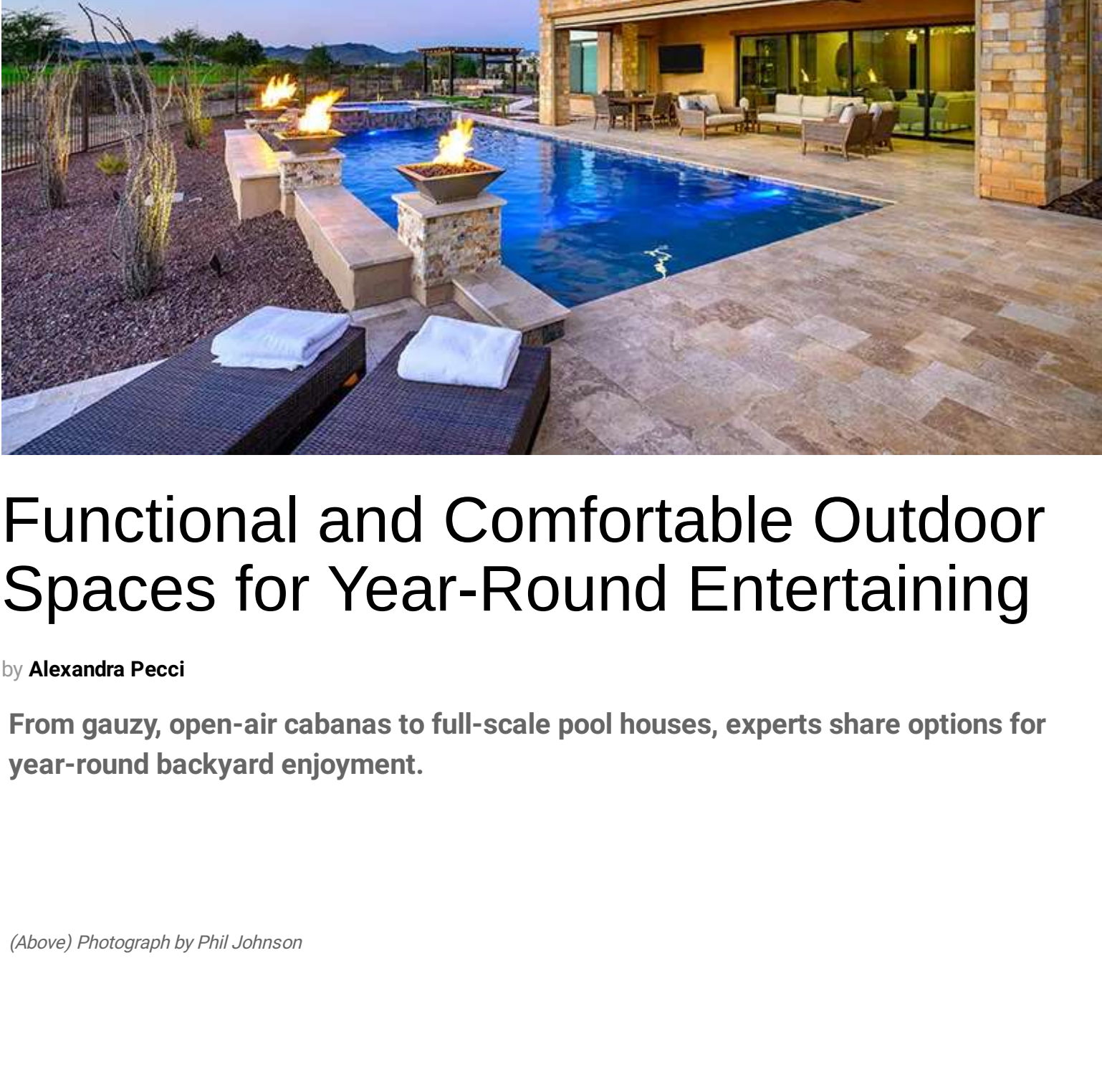
A pavilion is a large, sturdy addition with more structural support in the roof. -

Your next step up is a rectangular-shaped pavilion, which is similar to a gazebo but usually larger and boasting more structural support in the roof.

"Typically, a full pavilion features a standard covered roof, is free-standing with four legs, and requires more materials and labor," Raboine explains. He estimates that a large pavilion can run \$20,000 and up, including installation.

As with any home improvement project, it's important to do your homework, learn if your municipality will allow it, and research outdoor structure products and installation professionals thoroughly.

"Materials and quality craftsmanship are a crucial factor. Look for a product that is well-built with a good track record of customer reviews



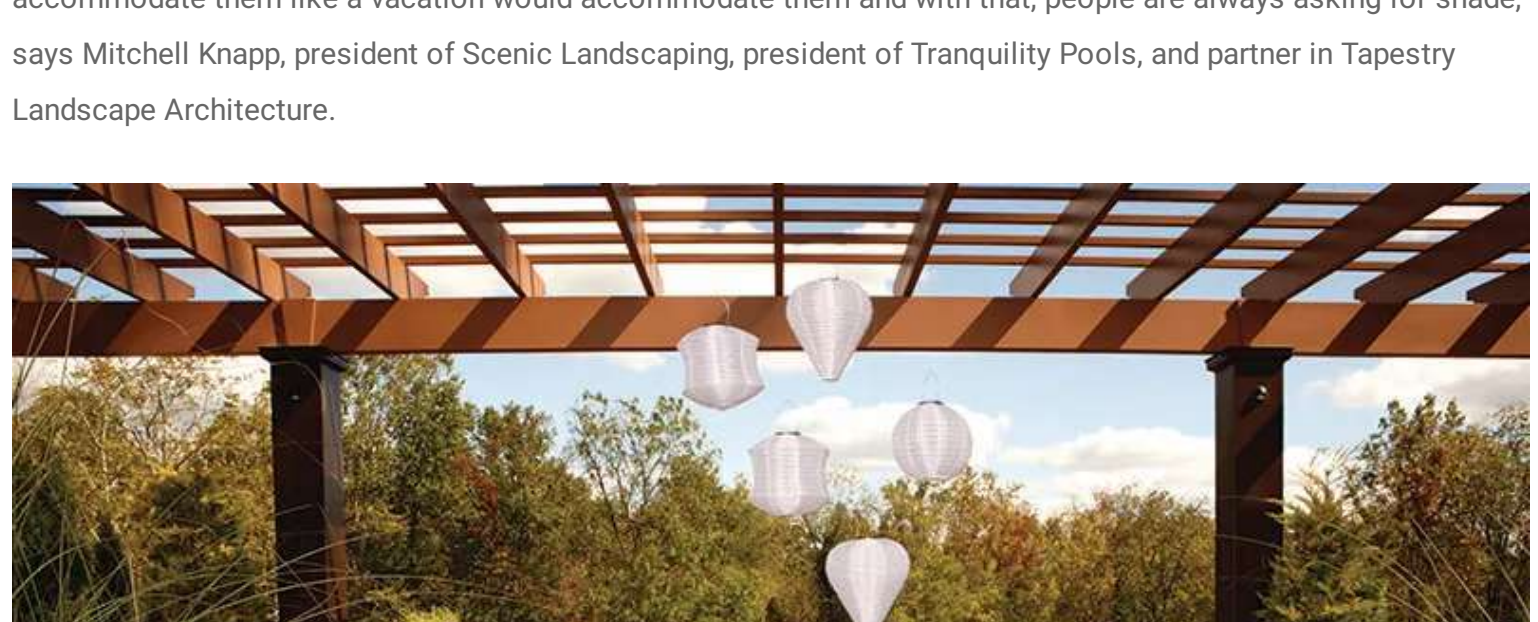
Functional and Comfortable Outdoor Spaces for Year-Round Entertaining

by **Alexandra Pecci**

From gauzy, open-air cabanas to full-scale pool houses, experts share options for year-round backyard enjoyment.

(Above) Photograph by Phil Johnson

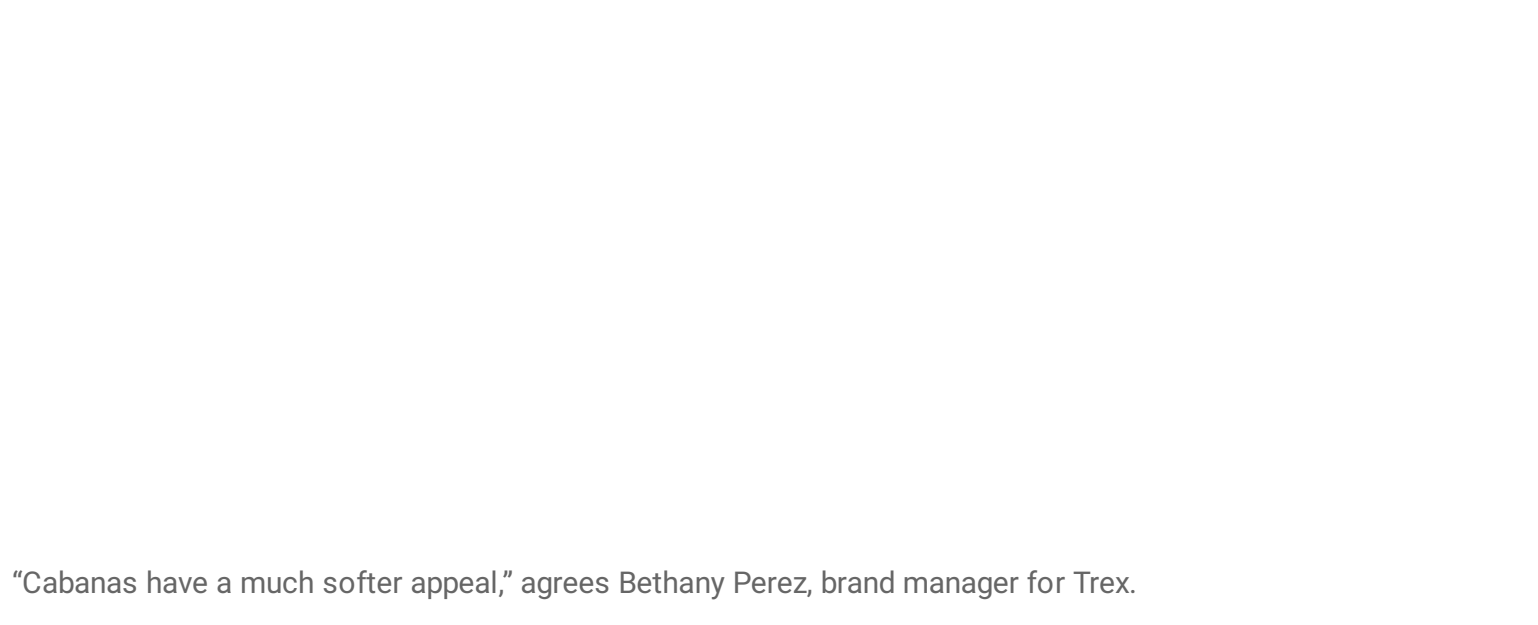
If the past few years have taught us anything, it's that the backyard and poolscape is a critical extension of the home. Having a beautiful, functional, and comfortable outdoor space for entertaining, relaxing, and spending time with family and friends adds value to your home and makes spending time in your backyard feel like a mini vacation.



Photograph by Phil Johnson

But on days when the sun's scorching rays are too much, there's a light drizzle, or it's a little too chilly to be outside, the backyard might sit unoccupied.

"We're seeing a lot of people wanting to have that stay-home vacation kind of feel, where their backyard accommodate them like a vacation would accommodate them and with that, people are always asking for shade," says Mitchell Knapp, president of Scenic Landscaping, president of Tranquility Pools, and partner in Tapestry Landscape Architecture.



Trex pergolas are made from either aluminum or aluminum reinforced cellular PVC. Courtesy of the builders/manufacturers

Luckily, there are lots of options for providing coverage from the elements, from gauzy, open-air cabanas to full-scale pool houses, that allow you to enjoy your backyard rain or shine.

Easy and breezy

For coverage that's easy and breezy (literally), opt for cabanas, sun sails, or large, permanent umbrellas. One of the most popular of those options are cabanas, which are open-sided, tent-like structures that often have curtains or drapes on the sides that can be more mobile than other options, like pergolas, says Linnzy Foster, designer at Presidential Pools, Spas & Patio in Arizona.

"Cabanas have a much softer appeal," agrees Bethany Perez, brand manager for Trex.

Leslie Chapus, co-founder and VP of Azenco Outdoor in Florida, says that cabanas are often placed over loungers and other seating areas, but typically don't have features like electrical or lighting.

Another soft and breezy option are large, resort-style umbrellas that are far larger and offer more coverage than the typical deck umbrella.

"The use of large-scale, high-end umbrellas is popular," Knapp says. "We've seen people permanently mount them in the ground instead just putting them on a stand."

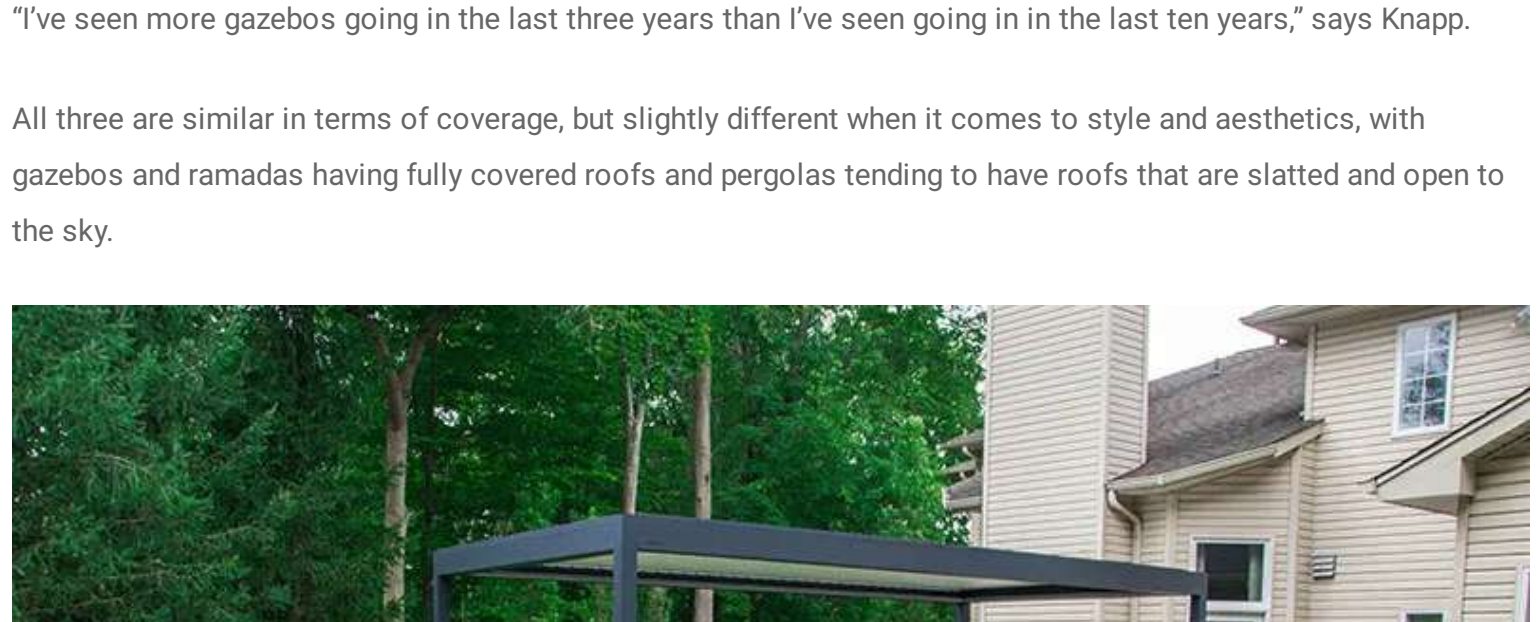
Foster says this kind of covering can be added on or near a pool's Baja step, allowing people to lounge in the pool under shade.

"They can pop an umbrella and be submerged in the pool and have some shade," he says. "You can have a nice little pop of color with an umbrella."

Sun sails—sail-like pieces of fabric that are pulled taut over a seating area to create shade—are another nice option, especially if they're waterproof and have UV-protection.

Transitional

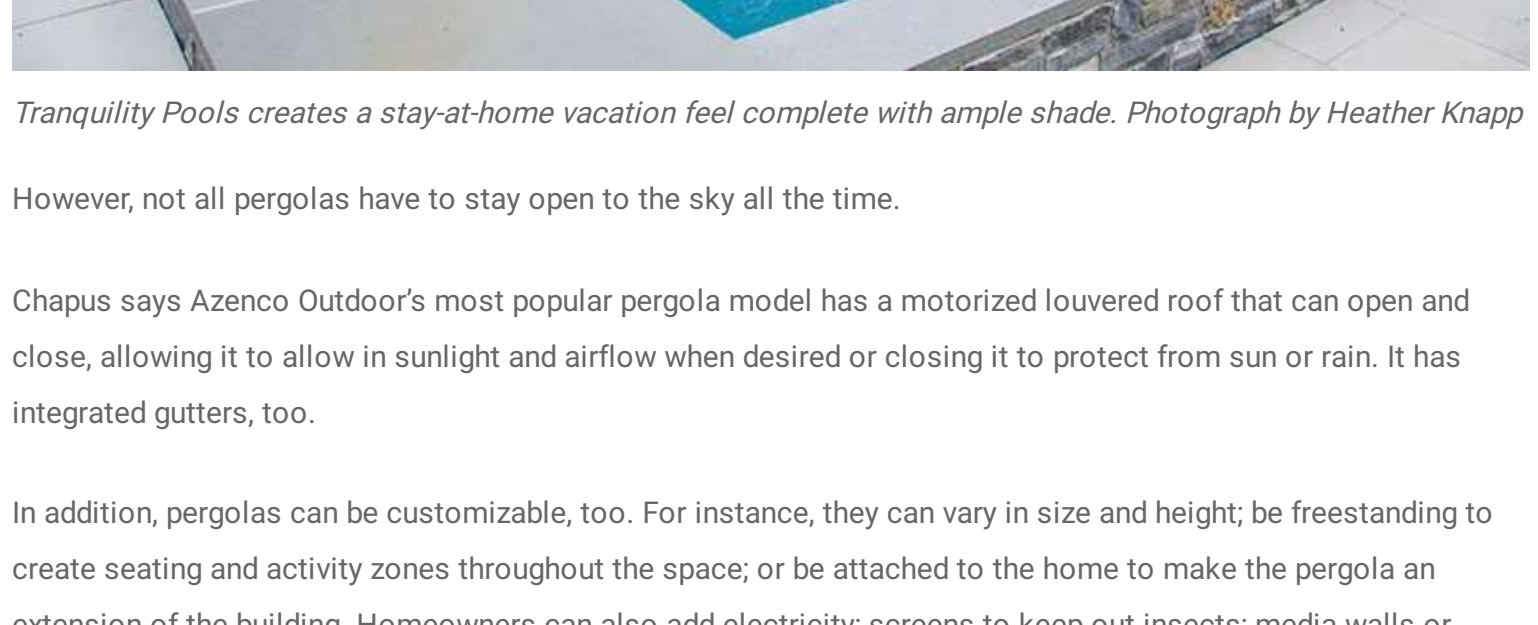
For coverage that's a bit more substantial and customizable, but still offers an open-air experience, homeowners often opt for pergolas, ramadas, or gazebos. Like other elements of outdoor living, their popularity has soared recently.



Photograph by Heather Knapp

"I've seen more gazebos going in the last three years than I've seen going in in the last ten years," says Knapp.

All three are similar in terms of coverage, but slightly different when it comes to style and aesthetics, with gazebos and ramadas having fully covered roofs and pergolas tending to have roofs that are slatted and open to the sky.



Tranquility Pools creates a stay-at-home vacation feel complete with ample shade. Photograph by Heather Knapp

However, not all pergolas have to stay open to the sky all the time.

Chapus says Azenco Outdoor's most popular pergola model has a motorized louvered roof that can open and close, allowing it to allow in sunlight and airflow when desired or closing it to protect from sun or rain. It has integrated gutters, too.

In addition, pergolas can be customizable, too. For instance, they can vary in size and height; be freestanding to create seating and activity zones throughout the space; or be attached to the home to make the pergola an extension of the building. Homeowners can also add electricity; screens to keep out insects; media walls or outdoor televisions; and accessory beams to attach features like add heaters, fans, or misters. In fact, fans and heaters can help homeowners in climates with four seasons extend the life of their outdoor space.

Materials are also shifting on these structures. Instead of wood, which needs constant maintenance and will eventually deteriorate, homeowners and designers are shifting toward materials that can withstand the elements and last decades.

For instance, Azenco Outdoor's pergolas are made from powder-coated aluminum, which Chapus calls "the most durable solution to resist the elements," including rain, sun, and salt. They're available in a variety of finishes, textures, and colors, including a wood grain finish.

Trex pergolas are made from either aluminum or aluminum reinforced cellular PVC.

"We're seeing people using aluminum, especially on the coast, because of its ability to hold up in weather really well with salt and wind and storms," Perez says.

Pergolas can also add additional decorative elements, too. For instance, Foster is working on a project that's adding a pergola that's slightly cantilevered into the entry of the pool and that has a water feature called a rain sheer at the edge of the pergola.

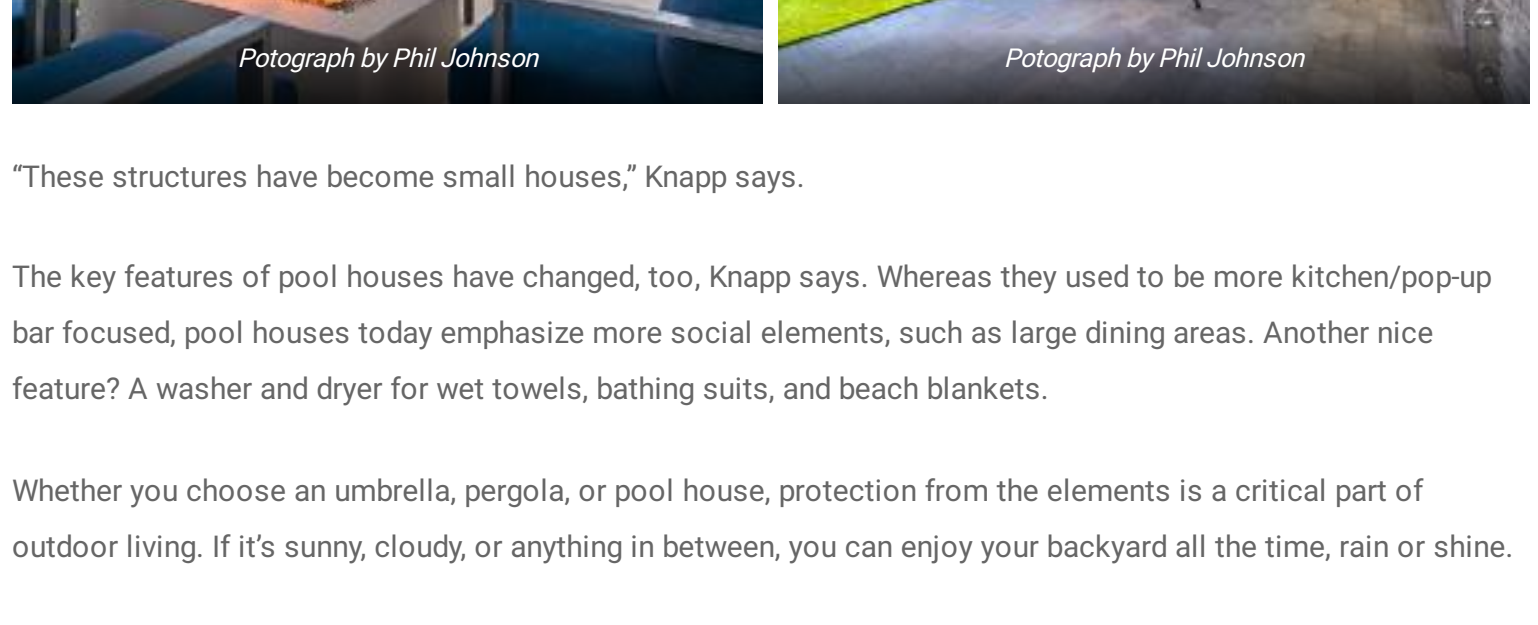
"You have a nice little rain feature on the top of the pergola into the pool," he says.

Full-scale coverage

For those with the space and budget, pool houses are popular and are growing more popular every year. In fact, Knapp says over the past three years, he's seen a 50% increase in pool houses.

"Most people that are doing it right now understand we're here for the long haul," he says of people making their homes places that they want to spend all their time. Homeowners can take their staycations to the next level by making mini getaway spots right in their backyards.

Pool houses can range from simple screenhouses with just a space for a picnic table or a changing area, to miniature houses that match the aesthetic and style of the main house, complete with full kitchens, bathrooms, and living areas.



"These structures have become small houses," Knapp says.

The key features of pool houses have changed, too, Knapp says. Whereas they used to be more kitchen/pop-up bar focused, pool houses today emphasize more social elements, such as large dining areas. Another nice feature? A washer and dryer for wet towels, bathing suits, and beach blankets.

Whether you choose an umbrella, pergola, or pool house, protection from the elements is a critical part of outdoor living. If it's sunny, cloudy, or anything in between, you can enjoy your backyard all the time, rain or shine.

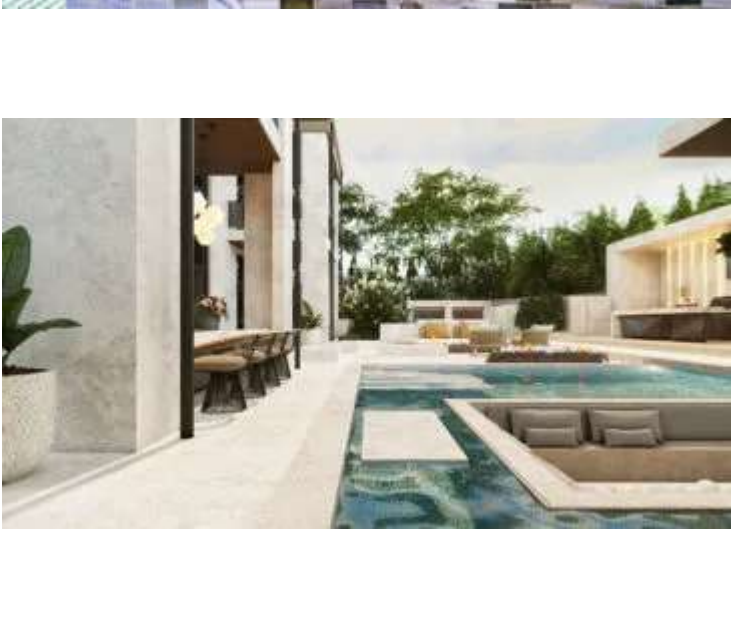
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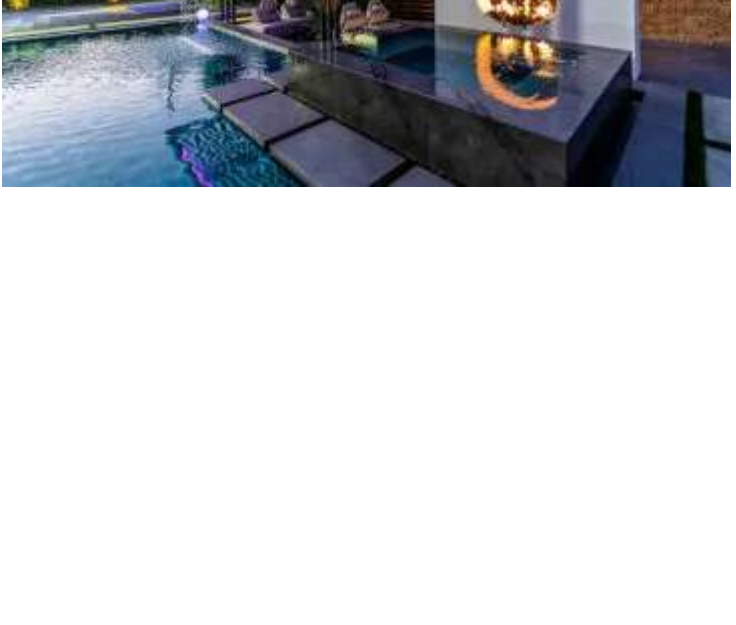
Using Color to Make a Poolscape Pop

Color, whether it's an elaborate many-hued mosaic design or the subtle shade of a surround, is one of the key elements that makes the poolscape so special. The correct color in the right place adds aesthetic and emotional value. We've asked manufacturers and designers for tips on making the poolscape pop. [Lunada Bay Tile](#) **THE MORE**



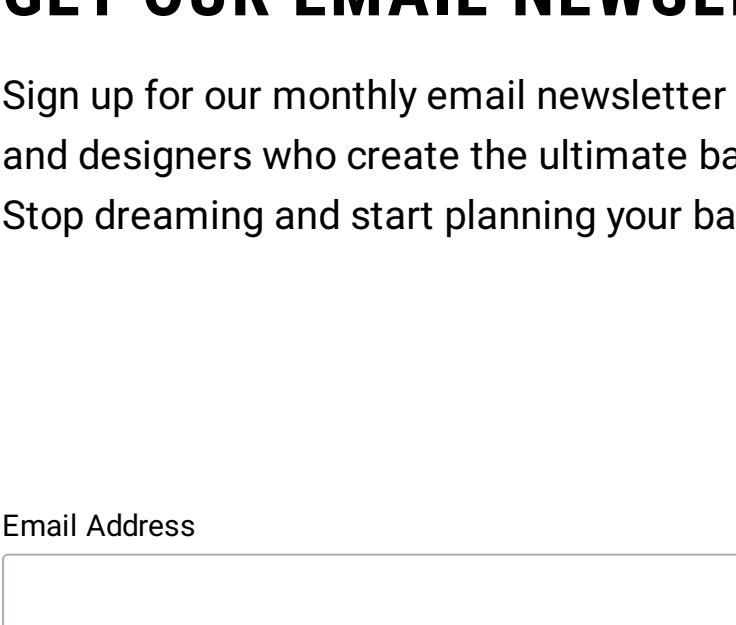
Making a Splash with Innovative Pool Designs

Known for their endless pursuit of what's next in residential or commercial water-filled leisure, experts in the world of pool design, construction, components, or technology are offering insight into what is trending now and, what lies ahead. "The future for pool design is found in making the focus more about engagement. Unique engagement," says Justin **MORE**



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Whether palatial or boutique, resort-like experiences are just what homeowners are seeking for their personal "great outdoors." From amenities to ambiance, backyard spaces are becoming destinations for not only delivering outdoor living functionality, but also a healthy dose of outdoor fun. "The fun we are incorporating into client projects like lazy rivers or water **MORE**

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Stop dreaming and start planning your backyard retreat.

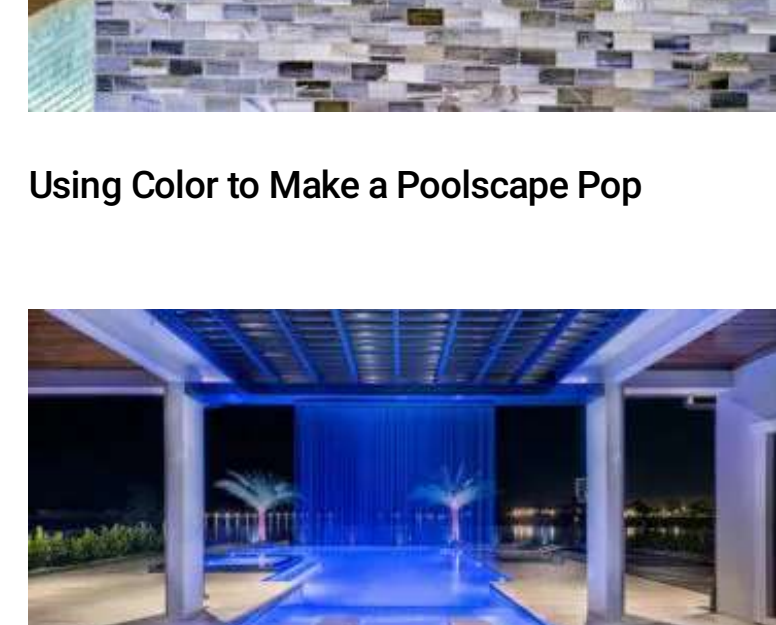
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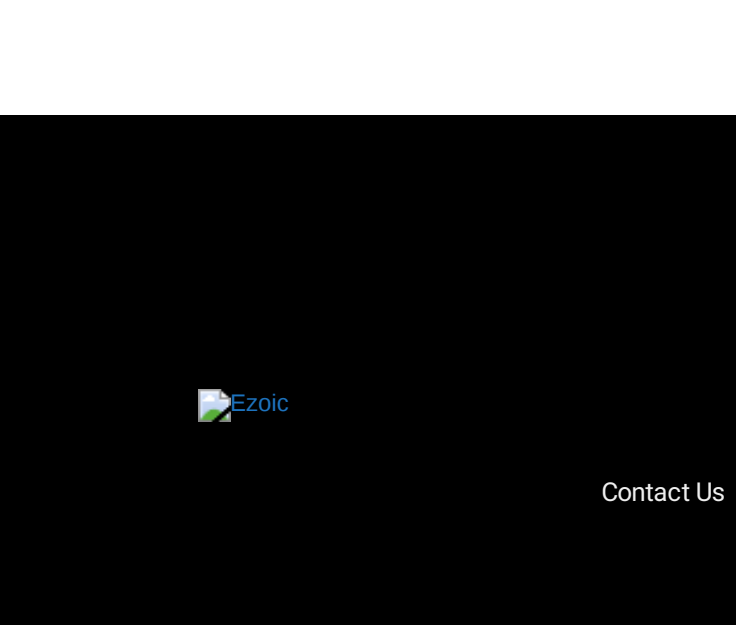
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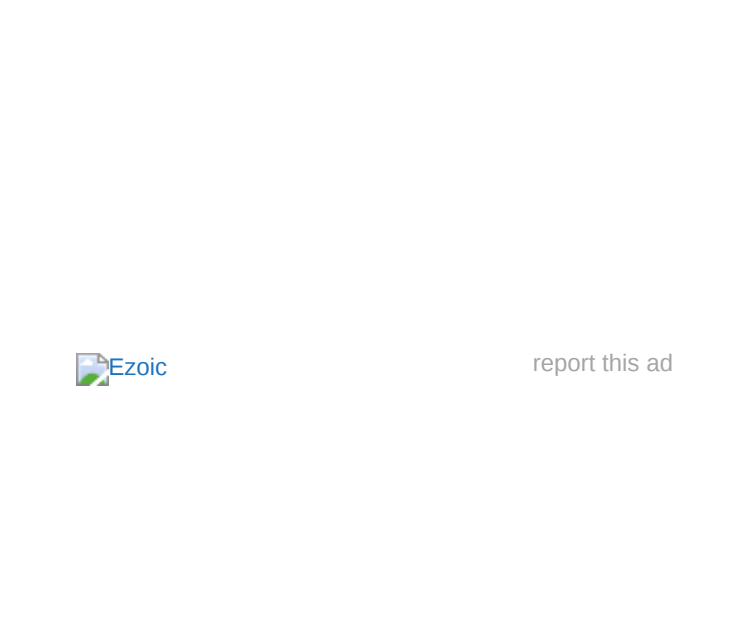
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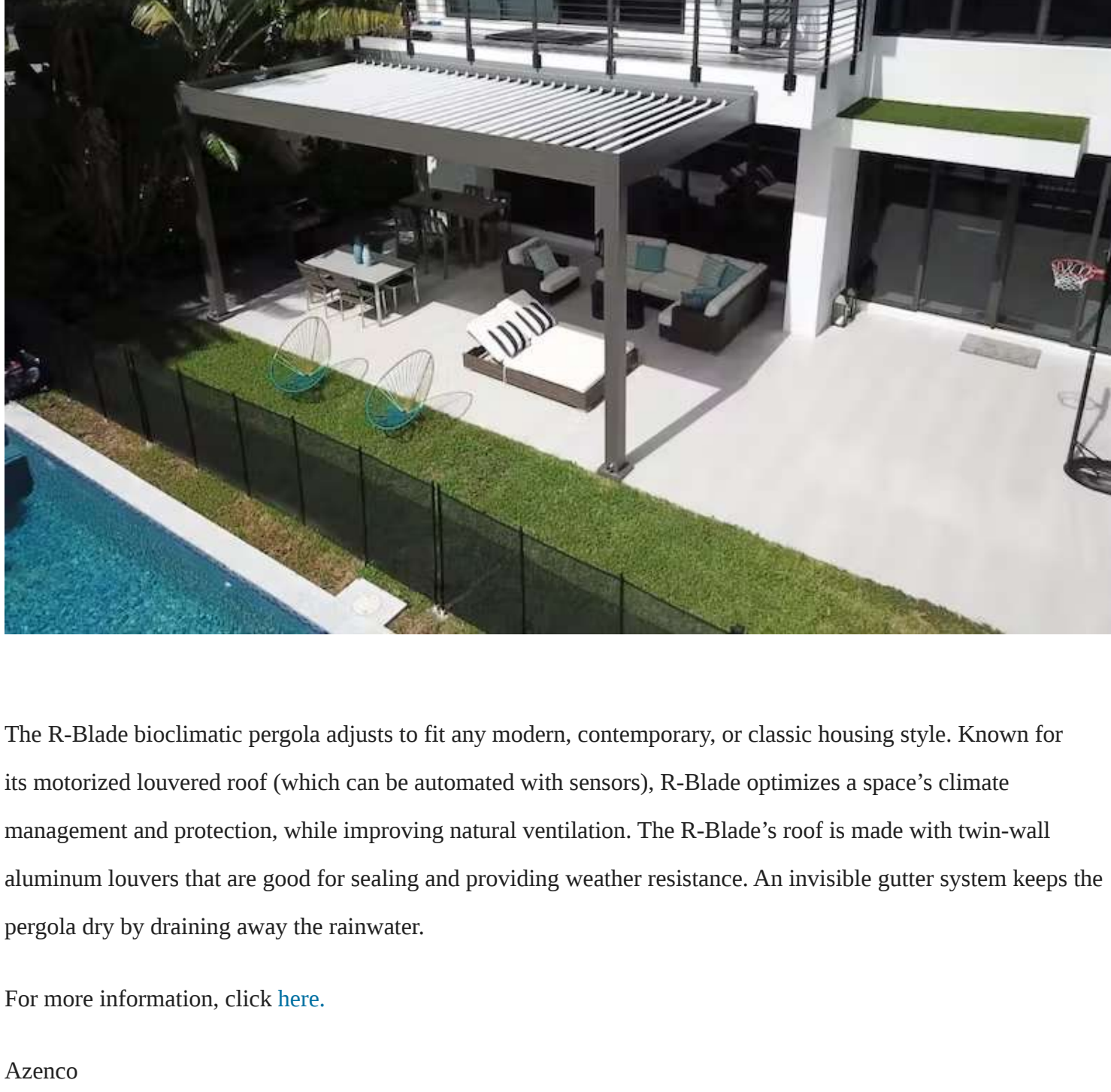
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Sept. 28, 2022

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The R-Blade bioclimatic pergola adjusts to fit any modern, contemporary, or classic housing style. Known for its motorized louvered roof (which can be automated with sensors), R-Blade optimizes a space's climate management and protection, while improving natural ventilation. The R-Blade's roof is made with twin-wall aluminum louvers that are good for sealing and providing weather resistance. An invisible gutter system keeps the pergola dry by draining away the rainwater.

For more information, [click here](#).

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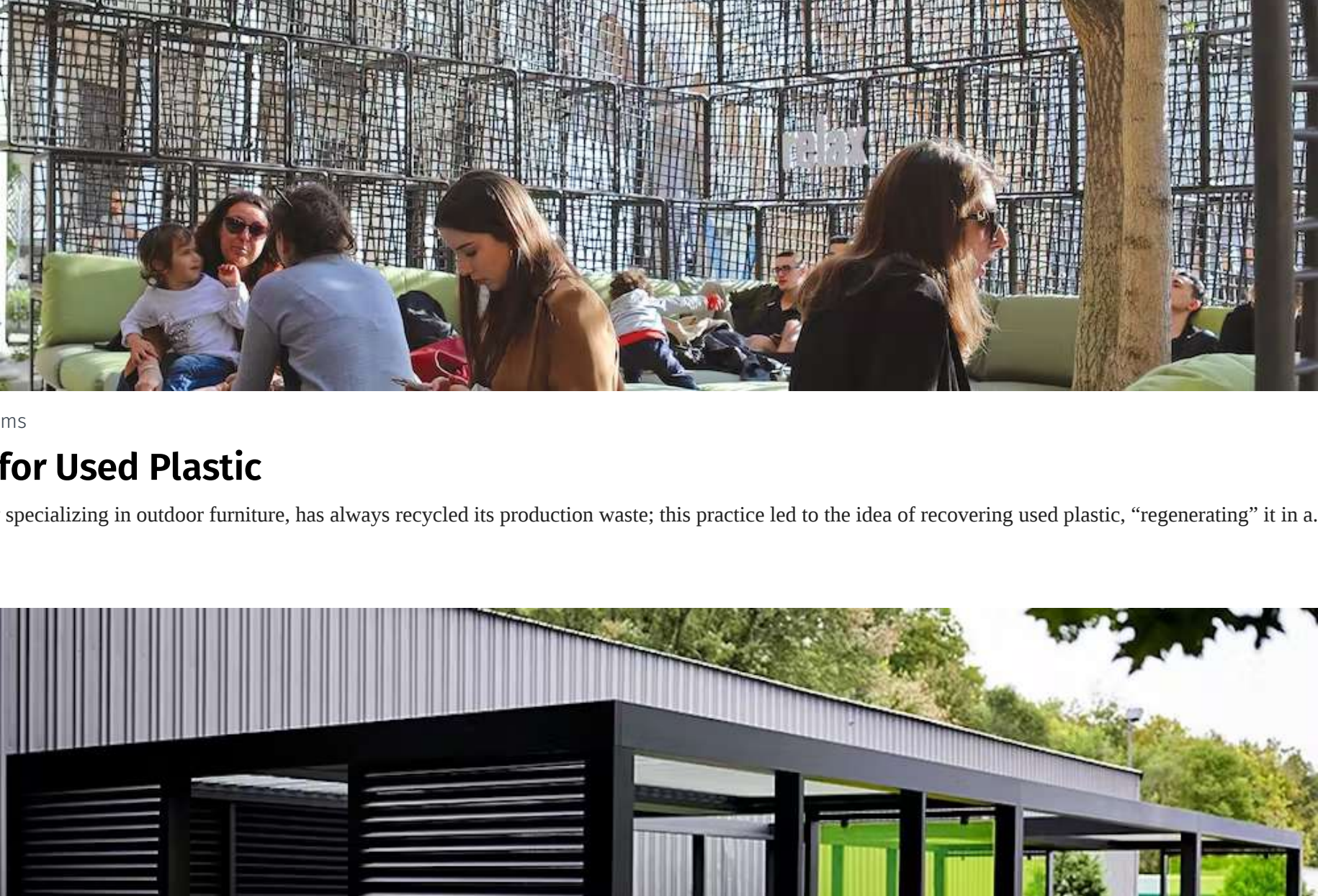
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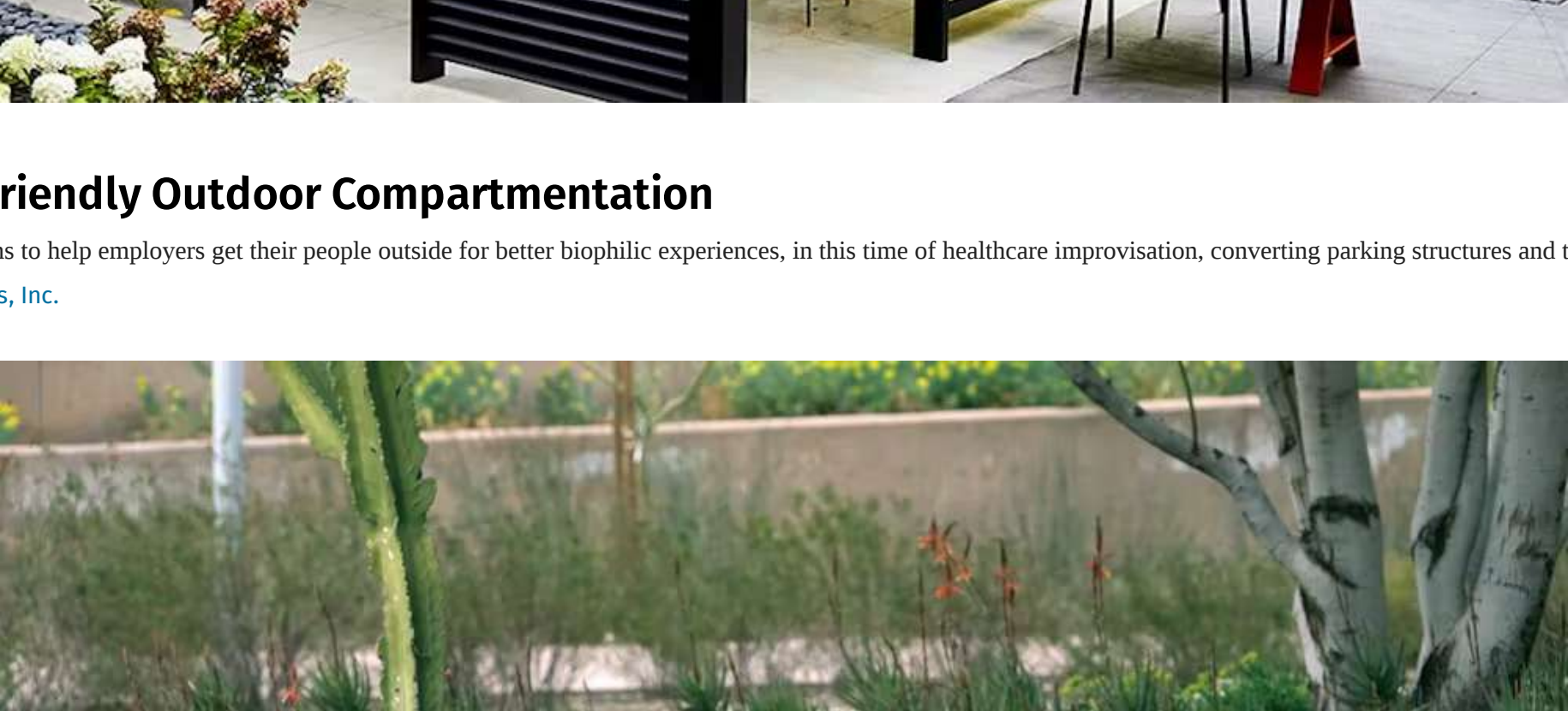
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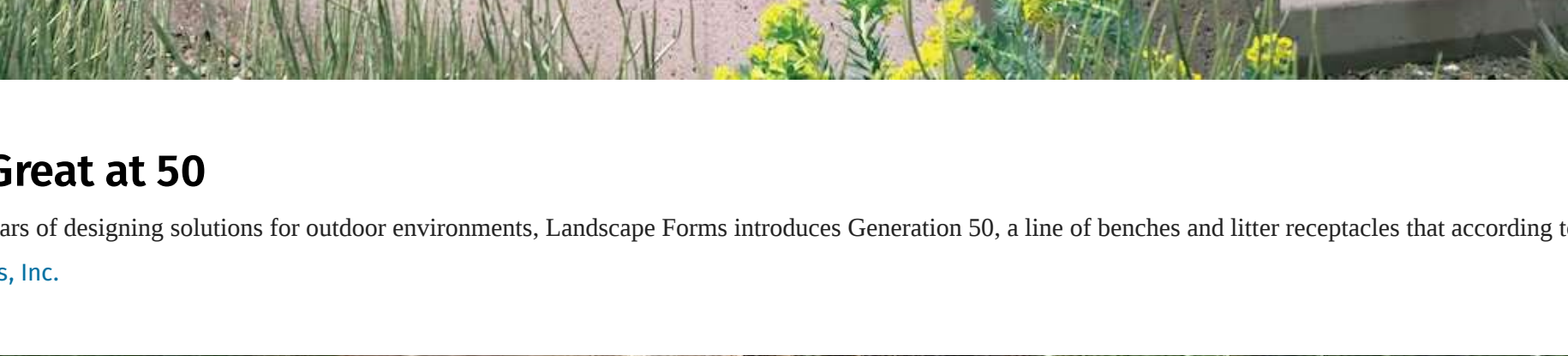
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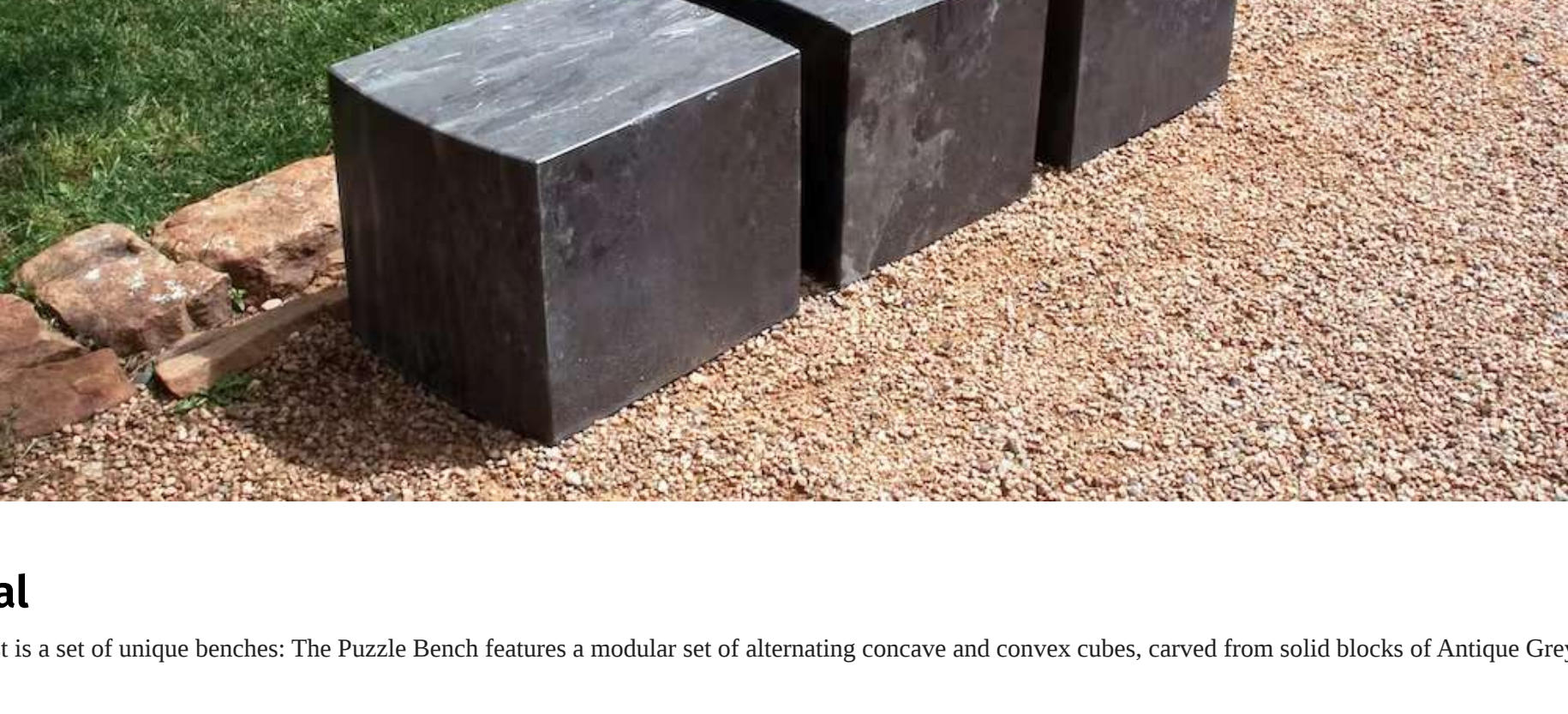
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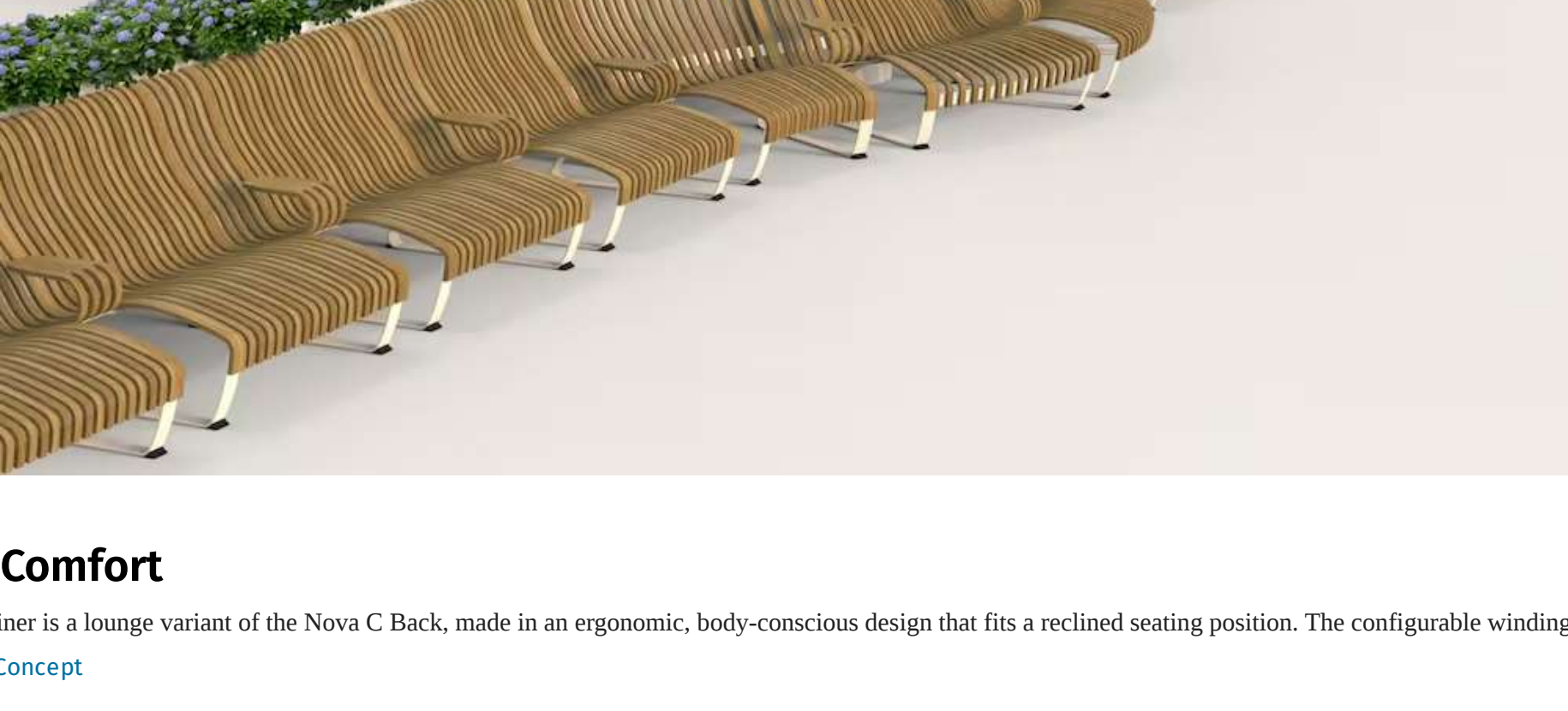
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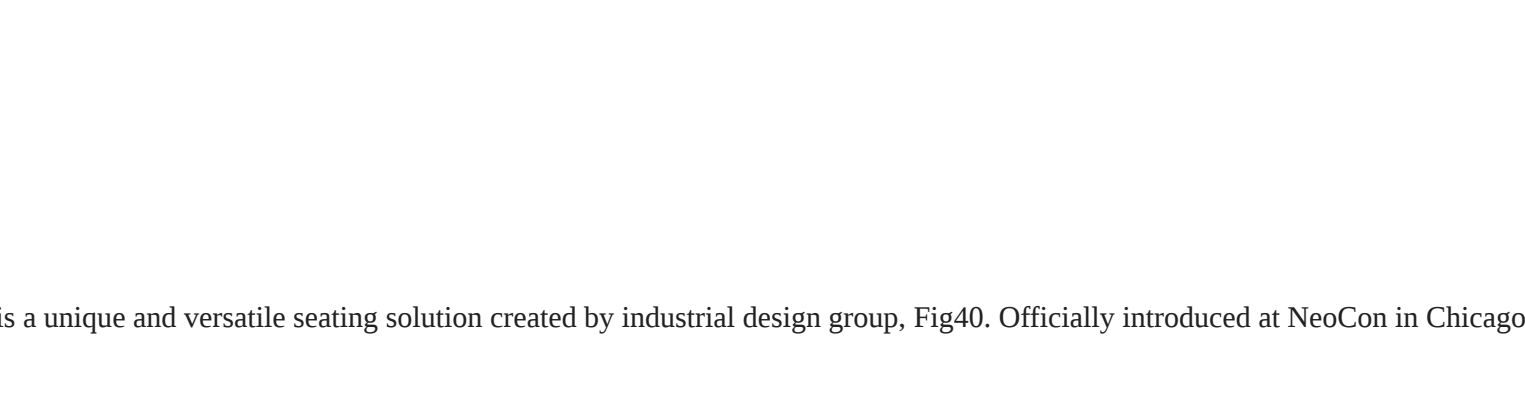
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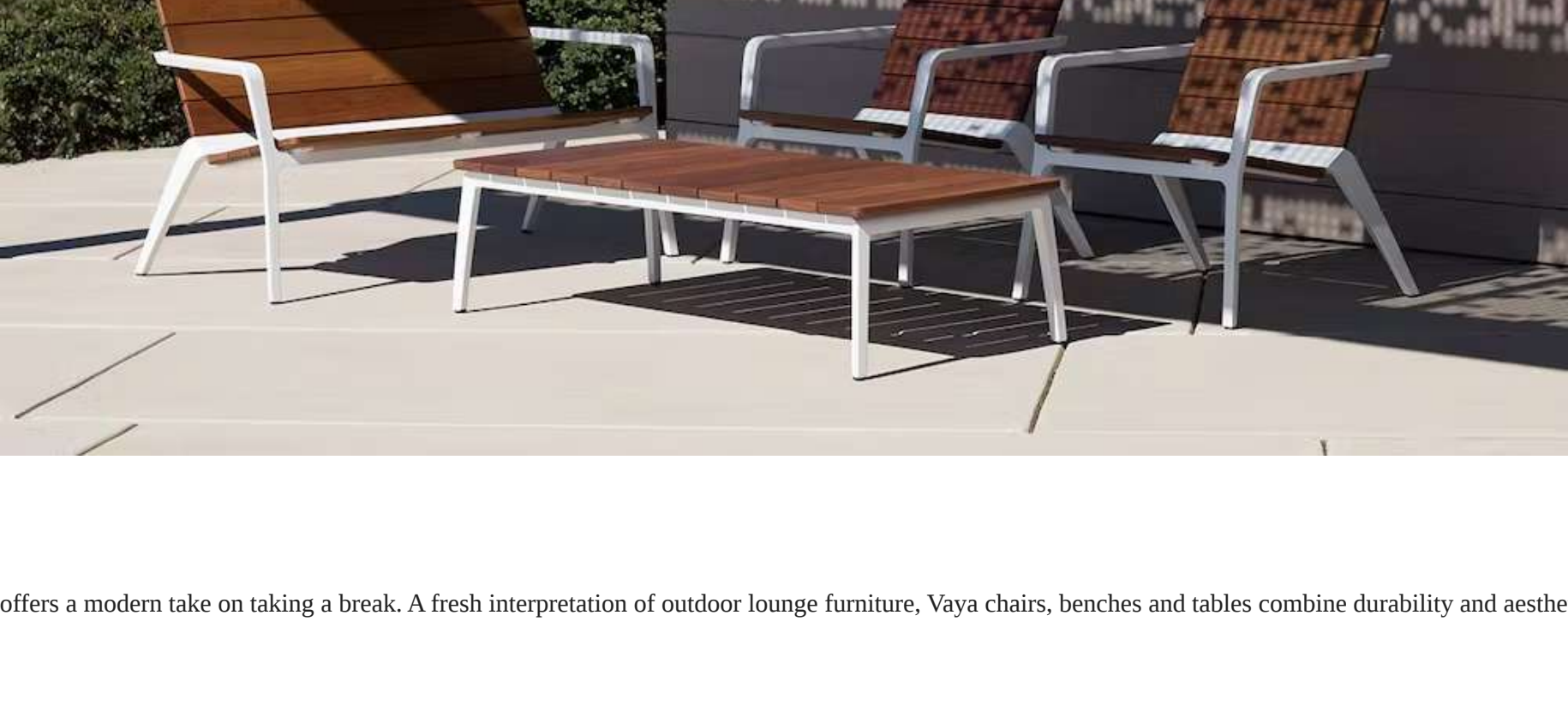
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THE BUFFALO NEWS

September 18, 2021

The living is easy: Outdoor living options trending right now

BY ERIN J. MARTIN
CTW FEATURES

Here's proof positive that Americans are tired of being cooped up indoors due to coronavirus.

Eighty-five percent of home improvement experts recently surveyed by [Fix.com](#) are convinced that homeowners are more willing to invest in outdoor living spaces this year.

And that makes sense. Recent government stimulus payments coupled with the increased desire to improve our homes, enjoy the warmer weather outdoors, and spend less time inside are motivating owners to step beyond the back door and focus on fine-tuned yards, patios, decks, and other alfresco areas where outdoor amenities can be enhanced.

Curious about the outdoor living trends identified by the pros polled? [Fix.com](#) found that three in five respondents believe outdoor kitchens are the most desirable outdoor living upgrade; nearly three-quarters say an indoor/outdoor blend is best accomplished by using folding and sliding doors and windows; approximately 48% of outdoor spaces are going to be adapted for use year-round; and four in five envision gathering with family and friends as the most popular use of outdoor space, versus relaxation (chosen by 61%).

Cristina Miguelez, remodeling specialist with [Fix.com](#) in Wilmington, Delaware, was taken aback when the survey revealed that porches and patios are the most popular outdoor space in single-family homes in 2021 – as chosen by 48%; 19% selected “porch and deck.”

“While porches have been popular in recent years, it wasn’t necessarily for outdoor living but for curb appeal and resale value. The fact that people are now using them and combining them with patios was an interesting revelation,” she says.

However, Miguelez wasn’t surprised that more homeowners are willing to invest in outdoor living features this year and in the near future.

“People staying home last year really made them rethink their spaces. Homeowners were forced to examine their existing living areas in a new light, and what they found was that it wasn’t going to meet their needs,” she adds. “While travel and other entertainment options are reopening, many people have found a new love of being at home and entertaining in their yards. This, in turn, will continue to drive people to put money into outdoor living improvements in the coming years.”

Rolph Choeff, principal of Choeff Levy Fishman Architecture + Design in Miami, subscribes to that



theory. “Many homeowners are spending more time at home simply because they’re working out of the house more. They want to be able to walk out to their patio or deck, take a break, re-center, and enjoy the outdoors. They’re also entertaining more at home, which explains why outdoor kitchens are the most desired new amenity – nothing brings people together like great food and beverages and cooking and dining alfresco with family and friends while enjoying views of nature and fresh air.”

Choeff says he’s designed elaborate outdoor kitchens for some of his clients, including ones equipped with TVs, refrigerators, bar seating, lounge sofas, exotic stone, durable Brazilian Ipe wood, and cantilevered roofs that provide shade from the sun.

“Outdoor kitchens bring a great deal of functionality, offering more space to prepare meals for loved ones while enjoying some fresh air. They can also be tailored to fit any style or budget; you can install a grill and accessories for a few thousand dollars or go all out with built-in bars, brick ovens, and more,” notes Joe Rabaine, director of Residential Hardscapes for Atlanta-headquartered Belgard.

Additionally, shade-providing outdoor structures like gazebos and pergolas are all the rage.

“Orders for our pergolas increased 300% in 2020, and that demand has only expanded this year. Covering your patio, deck, or indoor kitchen is imperative to getting the most enjoyment

out of that investment,” explains Leslie Chaput, vice president of sales for Miami-based Azencia.

Jan Rutgers, co-owner and designer at JAN-GEORGES Interiors and Furniture, with locations in Florida and New York, says outdoor workspaces are trending, too, as is resort-inspired cozy outdoor lounge furniture.

“Lounge chairs and even cushy lowseats and sofas are perfect next to a pool or perhaps just out in the garden,” says Rutgers. “And lanterns, rugs, and other outdoor-rated accessories can easily accent any outdoor living area.”

Fire pits and outdoor fireplaces are hot right now, as well.

“People like a gathering spot, especially for nighttime use. With a fire pit, it’s a natural focal point that also makes it easier to use the space in cooler months of the year,” says Miguelez.

Concerned that your outdoor living dollars won’t translate into a good investment or pay you back at resale? Most experts say you shouldn’t worry.

“I think this trend is going to continue for several years. Some people may still be wary of big crowds for a while, while other people may have found that they really enjoy simply being at home now that they’ve had a chance to try it,” Miguelez continues. “And with all of the various project types available right now, there’s definitely a fit for everyone – which should make this desire for outdoor amenities longer-lasting as well.”

PHOTO BY THE ALABAMA DEPARTMENT OF THE ARMY

PHOTO BY THE ALABAMA DEPARTMENT OF THE ARMY

From Simple to Complex

COVER DESIGN WITH A COMPLEXITY INDEX



Latham Plan Your Pool

Latham The Pool Company has launched Plan Your Pool, an interactive web tool that empowers consumers that allows them to design the features and layout of their pool. The tool offers a wide range of options and features, all of which are available online. The tool offers a wide range of options and features, all of which are available online. The tool offers a wide range of options and features, all of which are available online.

Water-Tech Pool Blaster Pro 1500

The Water-Tech Pool Blaster Pro 1500 is a battery-powered pool blower that offers professional-grade performance for residential pools. With a powerful 1500-watt motor, it can blow debris out of the pool in minutes. It also features a built-in pump that can be used to fill the pool. The blower is easy to use and can be stored in a compact space.

The Outdoor GreatRoom Company Darien Collection

The Outdoor GreatRoom Company is excited to introduce the Darien Collection. This collection features a variety of outdoor furniture, including tables, chairs, and benches. The furniture is made from high-quality materials and is designed to last. It is also available in a variety of colors and finishes.

Mist Cooling Pool Safety Cover Parts

Mist Cooling Pool Safety Cover Parts are designed to keep your pool safe and cool. They are made from high-quality materials and are designed to last. They are also available in a variety of colors and finishes.

Azenco Pool Deck

The Azenco Pool Deck is a three-in-one mechanized pool cover, patio and deck that can elevate any inground pool into a dynamic entertainment space. With the push of a button, the mechanized deck slides aside to create an instant pool-side patio. This product provides insulation, safeguards the pool while unattended and supports patio furniture. The Azenco Pool Deck is available in numerous configurations to fit almost any pool.

RicoRock Texas-2-Step Waterfall Kit

The RicoRock Texas-2-Step Waterfall Kit is a two-step waterfall that can be installed in any pool. It is made from high-quality materials and is designed to last. It is also available in a variety of colors and finishes.

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Waterline Toys Skis

Waterline Toys Skis are a fun and safe way for children to play in the pool. They are made from high-quality materials and are designed to last. They are also available in a variety of colors and finishes.





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HOME IMPROVEMENT

4 Reasons Why a Pergola Will Boost Your Backyard's Appeal

By Ana Durrani | Feb 22, 2021



Johnnir Images/Getty Images

For homeowners who have been cooped up inside for months, outdoors is the new indoors. Whether you're gearing up for spring or you're lucky enough to live in the small section of the country that hasn't been experiencing freezing temperatures lately, this is a great time to think about maximizing your outdoor space—and one of the best ways of doing that is to install a [pergola](#).

These wide-open structures are typically built with vertical beams, a lattice roof, and no walls. They offer just enough shade without compromising on the feeling of being out in the sunshine, and allow breezes to sweep right through.

"Treat your outdoor space as newfound square footage, and look for ways to maximize the value of that space," says **Scott Selzer**, CEO of StruXure, which creates modern pergolas.

Related Articles

- What Is a Pergola? Fall in Love With Your Yard Again Thanks to This Structure
- Garden Structures to Spruce Up Your Yard: Pergola, Arbor, Pavilion, and More
- 10 Ways To Make Your Outdoor Space Usable Year-Round

Yes, pergolas can be minimalist and modern, or they can be more elegant and elaborate. Plant lovers, rejoice: Pergolas can also support climbing vines and flowers!

Below, some of the most compelling reasons to add a pergola to your outdoor space.

1. Extend your home's footprint



Photo by Jamie Bush & Co.

People are spending more time outdoors and taking with them the comforts of indoor living.

"High-quality pergolas give a visual aesthetic of a room that extends out of your home. This is much like a three- or four-season porch feeling except it's truly open-air," says **Aaron Cook**, national sales manager for Heartland Pergolas in Davenport, IA.

"Pergolas can also serve as anchors, helping to define unique spaces within a larger, multipurpose backyard design," says Selzer. They're often used to define and connect an outdoor kitchen, dining room, or pool.

2. Increase your property value



Photo by Winsome Interior Design

Adding a pergola can add character to your home, but it may also boost your property value.

"Buying a home is an emotional process for most. Many buyers will find a couple things they love about a particular property, and those things may be enough to nudge them off the fence and make an offer," says Cook. He says a new pergola with a welcoming outdoor area could be the extra touch that prompts a buyer to make an offer.

"We know that when future homeowners visit houses, the backyard is now one of the main concerns, and adding a pergola is a real game changer in that area," says **Leslie Chapus**, vice president at Azenco International in Miami.

3. Offer privacy and shade



Photo by Unique Landscapes and Custom Pools

Do your neighbors have a direct sightline into your backyard? Up your for privacy or the weather. Let the sun in when you want to soak up that vitamin D, or keep the shades closed when you're craving shade.

"Those newly upgraded patios and decks are not usable if it's 90 degrees and you're in the direct sunlight," says Cook.

4. Make a worthwhile investment



low end when it comes to home renovations. Prices range from \$2,155 to \$5,871, according to [HomeAdvisor](#), and the amount you pay depends on the materials, craftsmanship, and features. While a couple of thousand dollars may sound like a hefty investment from the get-go, if you focus on the cost per use and the value it'll add to your property, it's worth it.

"We offer a lifetime warranty, low-maintenance option, and our average unit is about \$5,200, so our pricing is in the middle," says Cook.

If you're ready to go all-in on a high-end pergola, StruXure's Pergola X starts around \$15,000. Fancy enhancements such as corbels, panels, and curtains will increase the price.



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MODULAR, ALUMINUM SOLUTIONS BY AZENCO

by Laura Lee | Sep 1, 2020 | Build, Design, Featured Slider, Latest, Products



DESIGNED IN FRANCE AND MADE IN THE USA, AZENCO OFFERS DOZENS OF OUTDOOR SOLUTIONS, FROM PERGOLAS AND POOL COVERS TO CABANAS AND CARPORTS.

With a current lumber shortage facing the US, aluminum outdoor products may be an answer.

Designed in France and made in the USA, Azenco International is expanding its footprint with distribution in eight southern states.

"We originally started out in Europe doing pergolas, awnings, carports and pool covers," says Azenco's Vice President of Sales Leslie Chapus. "We combine technology and design to help solve the problems of the homeowners. We now offer about 30 products, all custom measured."

K-Bana is the company's latest product. The freestanding pergola offers multiple modular setups, sizes, and options like sliding louvered panels and motorization. The K-Bana does not require a building permit, though some exclusions may apply. The finished look is clean and sleek—there is no visible hardware.



From Left: Pool cover, R-Blade, R-Car

"Azenco mainly sells to distributors at wholesale," says Chapus. "Azenco assists all its distributors or customers, provides architectural support and assembly tutorials, gives professional advice to design the project, installation trainings, efficient sales materials and even can send one of its installers to assist the landscaping team for the first installations."

The overall turnaround time is about four weeks. For more information visit <https://azenco-outdoor.com>

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FEATURE ARTICLE / JUN 3, 2020

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By Annie Cebulski



Courtesy Premier Outdoor Living



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Aesthetics follow function for decks

Have you ever seen a heavily curved deck? Collingsru says don't do it. As aesthetically interesting as that shape can be, it limits the functional space and makes it hard to furnish. Instead, maximizing usable space while choosing durable, composite materials will make a long-lasting entertainment area for all seasons.

"We're doing a job coming up, and they spent a lot of money on a patio four years ago," Collingsru says. "It was not designed well at all, and it turned out they spent all this money on it but they never used it because they couldn't fit the furniture on it."

If the deck is created with the client's everyday life in mind, it will encourage them to actually take advantage of the space you've built.

[Related: [BRITISH COMPANY UNVEILS ULTRA MODERN WOOD-FIRED HOT TUB](#)]



[AGS Stainless](#)

The Cascade Railing System is a 316 marine-grade stainless steel product that the company says is closer in price to aluminum or composite-material railings and accommodates a variety of top rail styles. Because builders provide their own top rail, the company says it saves the builder time and manufacturing costs.



[Techo Bloc](#)

The Everest Slab collection replicates the look of natural stone in four colors and three sizes in square and rectangular shapes. Available in 12 herringbone, linear, and modular layout options, the collection brings a contemporary touch to an outdoor design.



[Bejgard Pavers](#)

Builders can use the interconnecting properties of the Tandem Modular blocks to reinforce higher outdoor walls and connect structural units by their tenon and mortise features. The blocks come in three sizes and can be used for freestanding and retaining brick walls.



[Arcora](#)

Big winner of the outdoor furniture category in the 2020 Vesta Awards, the freestanding K-Bana pergola with manual sliding louvered panels comes in nine sizes and multiple modular setups. Options include sliding louvered panels, fixed louvered walls, a louvered roof, and motorization.

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THREE AWARDS FOR NAPOLEON

The company leaves with awards in two categories – Wood Products and Electric Products, as well as the Daniel J. Melcon Award for Best-in-Show – Hearth Products.

Once again, Jack Goldman, president and CEO of the Hearth, Patio & Barbecue Association, sponsored the Vesta Awards Program. This time, however, there was more – much more – to talk about than attendance figures, EPA regulations, and seminars.

Only a few days earlier, Goldman and a small group of board members had decided to stay the course and hold the HPBBExpo as planned. That certainly wasn't an easy call. Thus far, approximately 10 days out from when the educational seminars began, it still seems to be the correct call.

That call could be challenged over the next week or so. The surprise was that so many retailers braved the danger of being part of a large group of people. Our guess, prior to the Expo, was that many retailers would not show up. We were wrong.

In fact, according to Goldman, there were as many retailers present as in the prior few years. An attendance record was set in seminar attendance – 173 people attended one seminar, that's more than the room could seat.

Surprisingly, it was some manufacturers who decided to skip this Expo.

New Chairman

Goldman introduced the incoming chairman of the association, Dick Hoffman. A former welder, he sold his business only a few months ago, and now wants to work on increasing the image of the hearth industry; he wants to give back to the industry that he has enjoyed for 20 years or so.

Given the dramatic drop in fireplace going into new construction, Hoffman has his work cut out for him.

Operation BBQ Relief (OBR)

Stan Hays, co-founder of OBR, was on hand once more to explain what he, his team, and his cadre of volunteers have accomplished over the past year.

OBR is now a year-round affair. Hays and his group don't have to wait for another disaster to occur. The Ready Serving Project (RSP) was created to serve the Military, First Responders, and the Fight on Hunger.

In 2018, the RSP created 55 events, in 17 states, and served 318,600 meals over 130 days of deployment. OBR's Disaster Response Team was at 10 disasters, in nine states, and served 140,800 meals over 61 days.

What Stan Hays and Will Cleaver have accomplished is truly amazing, and it's all being done through charitable donations.

This is your chance to secure a place in heaven, or at least to be part of the lottery – go to OBR.com

The Vesta Awards Program

This is the 20th anniversary of the Vesta Awards Program. It was created to Honor Innovation in Design and/or Technology. This year there were 68 products entered, 30 in the Hearth category, and 28 in the Outdoor Room category. The eight judges who decided on winners and finalists had complete control of the process. It was their decision whether to designate a Winner, and/or one Finalist, or two, or none at all.

The following descriptions of products are the words of the manufacturers.





Leah Chapuis

Outdoor Room Furnishings

Azenco
K-BANA

This cabana is made of aluminum and is 10 x 10 ft., powder-coated with two standard colors – gray bronze, or white. The K-Banna does not need a permit in any state. We can add a roof that opens and closes, sliding, louvered walls, or fixed louvered walls.



A structure on the base is already provided to directly fix any filling (tile, wood, fake grass) as flooring. The roof can be constructed with a sandwich panel for complete insulation, or with manual louvers that open and close for shade. It is also waterproof, and can be combined with two or three units to create a complete area with kitchen and lounge.

Call (305) 607-1722 or visit www.azenco-outdoor.com



Featuring: Azenco International

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With Spring / Summer around the corner, comes home renovations conducive to optimizing your outdoor or exterior designs. A product that architects, designers, and contractors use for pool covers, pergolas, carports, and awnings is: [Azenco International](#).

[Azenco](#) imagines, designs and manufactures a range of high-quality outdoor and pool cover systems. With unique designs and recognized knowledge, [Azenco](#) constantly improves the technicality of the pool covers, bioclimatic pergolas, carports and awnings. The company innovates by developing patents each year to bring new contemporary outdoor designs, exclusive options and more safety to any outdoor living space. From inground pool automatic solar covers or pool decks to modular pergolas, [Azenco's](#) products are fully adjustable and fits all types of spaces. Additionally, the outdoor layout specialist innovative outdoor solutions are wind-resistant and don't rust.



Created in 2011, Azenco Groupe became fastly one the main company providing pool enclosures, slatted covers and outdoor layouts in Europe and in the United States.

With its unique design and its recognize knowledge, Azenco develops every year new patented with new finishing touches, contemporary designs and exclusives options to bring more pleasure, comfort, and security to your outdoor space.



The R-Shade pergola fits any outdoor space and suits all styles of architecture: modern, contemporary or classic. R-Shade protects from the sun, the rain or the snow. The insulated sandwich panels regulate the outside temperature. R-Shade is also waterproof and wind-resistant.



The R-Blade pergola protects from the sun in summer and allows the light and heat to penetrate in winter. R-Blade can be equipped with an automated solution allowing better climate management with a sensor system: rain sensor for automatic closing, wind sensor for automatic opening in case of strong wind and temperature sensor integrated into the Automatic opening in case of snow or frost conditions.

Additionally, some of the key benefits are that the R-Blade is fully modular, made of high-quality materials, and has automatic climate control. Options include: Infrared heating system, wind and/or rain sensors for automatic closing, LED rail climate control.

Azenco aLOS obtains new patents every year and some of the unique features offered are:

- 1. No visible hardware.
- 2. No apparent gutters (located into the posts for better evacuation).
- 3. Fully adjustable to any outdoor space.
- 4. Twin-wall louvers for the R-BLADE (unique in the market) for better sealing, resistance, and longevity.

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Azenco's carports are ideal for parking your car outside your home, in your garden, or driveway. The carport is made of a thermolacquered aluminum structure certified Qualicoat Qualimarine with slabs treated of alveolar polycarbonate Anti-UV double face. The carports are also ideal for multiple vehicles.



Pooldeck is a clever solution that transforms your pool cover into a deck or patio with its discreet and contemporary design. It's a 3 in 1 solution that fits most pool sizes. Options include an internal motor, gray or black colors, & a Qualicoat aluminum structure guaranteed for ten years. The benefits provide effective thermal protection, variety of configurations, space optimization, & a solar powered motor.



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Neo is a telescope pool enclosure consisting of nested panels of different widths that fit into each other. This allows for you to uncover your pool as you wish, either module by module or entirely.

The shapes of the telescopic pool enclosure are made of aluminum thermocoated Qualicoat QualiMarine label and the plates are made of 8 mm alveolar polycarbonate treated double-side anti-UV for the roof and transparent polycarbonate 4mm on the sides. The profiles have also a ventilation canal which limits and evacuates the condensation of the polycarbonate plates. The EPDM seals between the profiles and the plates ensure an excellent water tightness.



R-Design is a "bubble for your pool". The pool enclosure is ideal for making your pool a pool you can use year round, essentially an indoor pool that can still be open to your garden or backyard.

A true living room, the Azenco's high pool enclosure brings a real added value to your house and your garden. Offering a wide space enough to circulate around the pool, you can arrange it as you wish (shower area, relaxation area, garden garden furniture, etc.)



For more info and products, please visit Azenco on the following links:

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JANUARY 29, 2020

Meet Charles Chapus of Azenco Outdoor in Airport area



LOCAL STORIES



Today we'd like to introduce you to Charles Chapus.

Charles, please share your story with us. How did you get to where you are today?

I was born and raised in France into a middle-class family. I wasn't too excited by academic studies and I quickly turned my interest in manual jobs, design, and construction into a fascinating profession. I developed my skills and know-how in workshops surrounded by machines in France. My curiosity, my desire to learn how things work in addition to self-learning and peer-learning helped me acquire my technical and engineering knowledge.

At that time, my father was looking for new job opportunities and we decided to combine our passions and competencies to put up a pool cover family business: Abrisud. The company grew and production expanded quickly and eventually, became one of the leaders in France.

Azenco follows the framework of Abrisud with an expanded range of outdoor products such as innovative pergolas and carports. Azenco expanded first to all Europe and then to the United States. Our first U.S. production unit is based in Miami, FL. We create outdoor living spaces for local communities, businesses or residential projects in partnership with renowned distributors, contractors, and architects. Today, I proudly imagine and design all our outdoor products and take particular care in working hand in hand with the fitters and production operators. I always supervise every single piece in-depth quality testing prior to leaving the Miami factory because that's what I love, that's what I do the best.

Great, so let's dig a little deeper into the story – has it been an easy path overall and if not, what were the challenges you've had to overcome?

I am not going to lie, the biggest challenge has been to create and start everything without having a formal engineering or business administration background but a creative and hard-working mindset, years of apprenticeship, experience, and business commonsense instead. This learning-by-doing process led to what the company is today.

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EPISODE 3: DAPHNE VALCIN



Please tell us about Azenco Outdoor.

Azenco imagines, designs and manufactures a range of high-quality outdoor and pool cover systems. Today among the leading companies in the market with over 10,000 achievements to its credit, Azenco offers a comprehensive range around the outdoor layout. With unique designs and recognized quality and expertise, we constantly improve the technicality of our outdoor products. As an example of Azenco's product uniqueness, our pergolas have no apparent gutters or screws, everything is integrated and hidden.

The company innovates by developing patents each year to bring new contemporary outdoor designs, exclusive options and more safety to any outdoor living space. From inground pool automatic solar covers or pool decks to carports or modular and bioclimatic pergolas, Azenco's products are fully adjustable and fits all types of spaces. Additionally, our solutions are wind-resistant and don't rust.

Do you look back particularly fondly on any memories from childhood?

Well, there are so many childhood memories to choose from, but maybe my favorite, or at least the one I remember very well would be when I made my first sale, I was eight years old at that time. My dad used to take me everywhere, I'd helped and hanged around and I'd acquired a lot of construction knowledge and vision while playing with hammers, screws and wood boards without really realizing it.

One day, while my dad went for a coffee a customer came in. He was looking for a folding aluminum ladder. I attended him as my dad used to do and sold him the best ladder we had in stock explaining why he should purchase that one. When my dad came back, the deal was done, the money cashed and the customer gone! I was so proud of myself and I saw that my dad was too.

Contact Info:

- Website: <https://azenco-outdoor.com/>
- Phone: (305) 607-1722
- Email: azenco@azenco-outdoor.com
- Instagram: <https://www.instagram.com/azencous/>
- Facebook: <https://www.facebook.com/azenco.us/>
- Other: <https://www.linkedin.com/company/azenco-international>

