



Nick Perez Sr.: Thanks to all who had a hand in our success!

Founder's LETTER

It is good to be back in touch with you. This fall has been incredibly busy, and the weather has been something else! Hope you were able to get out and enjoy an afternoon drive, go fishing and spend time in the backyard.

As you can see, we have put some thought into how we share our experience. When I look around at the team working with us, I'm struck by how passionate we are about what we do. It's a pleasure to be able to work with people who want to build something beautiful.

I thought we should start by explaining how our design team supports our entire staff and construction crews. It is important that we help you plan and know what to anticipate. Project management is the real distinction of a true design/build firm. Most of the questions we get relate in some way to how we ensure a smooth well-coordinated experience.

Educating you is part of our commitment. You'll find more information on our website and, if you have questions about

anything you read, feel free to call me.

Best wishes. We will be thinking of you at our Thanksgiving Table.

Sincerely,

Nick Perez Sr.

PEREZ /CURRENT BUILDER

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DESIGN.BUILD.REMODEL

513 SR 29 South Tunkhannock, PA 18657

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current Builder

Newsletter from: *Perez Design.Build.Remodel*

Look into Your Future!

Since the summer of 2005, we have been able to show people exactly what their homes can look like before we even start a renovation!

If you've worked with us recently, you know David Balko. He's an instrumental part of our design team. David's design skills are strong and he runs circles around the best architectural and design software programs.

Listening to the reasons why you want to undertake a renovation helps us show you the best options. You may want to see how various rooflines tie in with the rest of your home, or play with a mix of colors for flooring, hardwood cabinets and tile. We take it a step further. You can see how everything will come together and request design changes. The programs we use to support

the process give you a complete appreciation for how requests and changes affect the feel of your room, the relative cost and even how your furniture can be arranged!

David and Nick Sr. begin every project with a visit to your site. Measurements are carefully recorded as the basis for a full set of professional design plans with framing, elevations and cross-sections. In a short while, the members of your design team can sit down with you again, review the choices and provide a three-dimensional tour of your future home from every angle.

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Architectural planning and Design software is part of our process. It makes a difference when we can show you exactly what your home can look like. Seeing from every angle is a comfort. Moreover, we can be clear and precise, saving time and money.

Clear Pictures on the Fly...

Each time there's a change in the design plans we immediately generate a revised and exacting materials lists. Our software does this automatically with current information from every single one of our vendors. The accuracy is impressive. At the completion of every project, we also review the effectiveness of this job costing process. Sometimes it's within the price of a few nails. It's become a recurring joke around here... "Oh, we're \$1.50 under budget! Ha ha."

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HELP YOURSELF... VOLUNTEER

"Never doubt that a small group of committed people can change the world. Indeed, it is the only thing that ever has." ~ Margaret Mead

Do you want to have fun, put your talents to good use, learn new skills and meet people who share your interests? Volunteering is a win-win proposition. It feels good to strengthen the community. And, according to a study at www.getinvolved.gov volunteering is also great for your health.

Team up with family and friends to do something inspiring. It can teach gratitude, and bring you closer together. Opportunities are Everywhere.

We have a great time helping Habitat for Humanity. Supporting people who could really use a break honestly makes us a better company. Even if you can't swing a hammer, join us by calling Endless Mountains Habitat for Humanity at 570.836.3067.

Smart TIPS

There is always something new in this industry. Ask us about what you are learning. We can point you in the right direction. We recommend www.B4UBuild.com. It's well organized. Think of it as webMD for your home.

WIN dinner for 2 on us!

Who are the Master Builders known as Benjamin and Betty?

Hint: See the 4 Kids page on www.B4UBuild.com. Call us at 1-866-464-7373. (Answers drawn from a hat)

Thank you for inviting us into your home. Working with you is a privilege. We deeply appreciate it when you tell friends and neighbors about your experience with our company.



Talking to the Neighborhood

We are accountable to make sure "Our standards are higher than your expectations". Your testimonials, questions and feedback ensure we continue to do just that!

By referring us, we know that you are lending your credibility to ours. Thank you.

HOUSE TECH

Strong in-house architectural design skills - another benefit of a design-build firm.

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The Integrity of a Schedule

Some of you have asked how we coordinate things so closely. David's work on the plans has a lot to do with our cost estimating and project management.

We are very conscious that the size of our company makes us effective. Personal service is something we will guard and preserve, no matter how successful we are. Having said that, because of the volume of work we do on an ongoing, year-round basis, we can purchase materials in larger quantities and therefore ensure the prices we quote.

The technology that we have invested in lets us be more rigorous in designing our schedules and coordinating every member of our team as they frame a structure, and install windows, doors, cabinets, wiring, lighting fixtures, and final touches.

Real and Lasting Impact

According to David, "One of the projects that stands out from all the others was a sizable remodel to the front of a home. I remember the husband and wife talked about how they were not happy with the way their home

looked. It bothered them each time they drove up the driveway.

It was an addition to the master suite. They really wanted a high vaulted ceiling and more light... that said, they still couldn't quite picture it in their minds. We were able to show them how we could blend that higher section into the existing structure. Seeing it helped them make decisions and also framed the budget. We even showed them the possibilities with landscaping!" //



Do you already have plans? Our process is about integrating ideas and making sure what gets built matches the picture you have in your mind. Personal details are often hard to communicate, which is why we emphasize the design and planning phase of the whole process.



Home this Holiday

Grab the kids and bundle up. Roba Family Farms is a wonderful place to make memories.

On weekends, the apple cider doughnuts at the Barnyard Kitchen are reason enough to head to Dalton. You'll also find a local grower cultivating six exceptional species of Christmas trees. John Roba has the right natural soil conditions to grow healthy well-shaped trees.

Pick your favorite: Blue Spruce - beautiful, strong and particularly good if you have cats. Canaan Fir - prized West Virginia species with a clean pure smell. Concolor - Blue green and a scent that will remind you of tangerine. Fraser Fir - Incredibly fragrant dark green with a silver lining. Douglas Fir - Fragrant compact boughs and short soft needles. Scotch Pine - Refined and traditional in every sense of the word.

At the main farm, check out the live reindeer, gifts, and the vast selection of freshly cut 6 to 12 foot trees. Every weekend a new 2nd location is open for hayrides and Choose-and-Cut adventures. Call or visit www.robafamilyfarms.com. Santa normally drops by Roba's on weekends and on school days, after tea.

**ONE FREE
HOT CHOCOLATE**

Good on Weekends thru Christmas 2007
Roba's Family Farms • 570-563-2904

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