

# The Hampton Quarterly

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## PCH Embarks on Construction of Contemporary Addition in Wainscott, NY

Innovative Design Creates Landmark in Wainscott



Schematic perspective from patio looking over pool towards existing house

One of Wainscott's most architecturally interesting contemporary residences is the pavilion designed by Alfred de Vito and constructed six years ago. The pavilion soars 30' in a heavily wooded area that abuts an agricultural reserve. At its apex, a series of protruding beams with cross-members are juxtaposed on either side, seeming to speak out to the surrounding trees, punctuating the pavilion's distinctive design.

Initially, the owners conceived this pavilion primarily as a respite for the private viewing of their extensive art collection after a game of tennis. Over time, the surrounding gardens with their specimen trees and water sculptures and other plantings have matured allowing the pavilion to perfectly blend in with its natural environs.

Now, PCH will be constructing a major addition to the pavilion. PCH will execute the innovative design of Maziar Behrooz of MB Architecture who is based in East Hampton. His design complements the orderly geometric design of the pavilion with a series of non-orthogonal terracing garden roofs. There are few, if any, right angles in the new addition.

The most striking architectural feature of the addition is its cantilevered decks that jut out 30' without any supporting columns. They provide unobstructed views of the surrounding gardens, pool and agricultural reserve.

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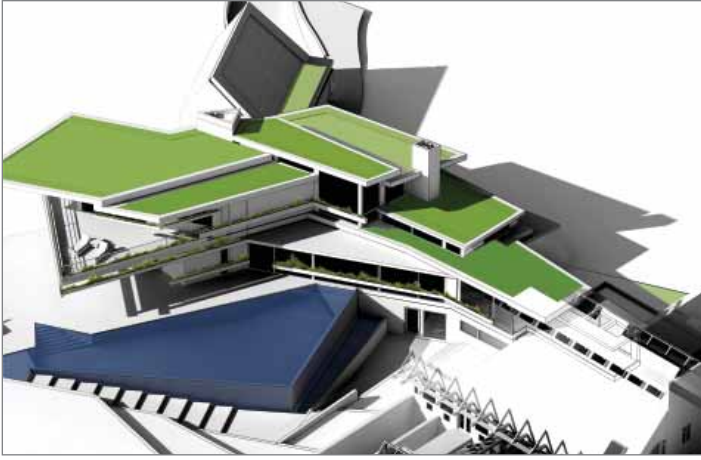
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**Axonometric view looking north—green areas on rooftops indicate vegetation**

There is a master bedroom suite on the second level with an 18' wall of glass, made up of 10' high sliding glass doors that open onto one of the cantilevered decks. This dramatic perspective captures the essence of Hamptons living by bringing the outside in.

A bridge of glass that is clad in rusting steel, reflective of the texture of old farm equipment, connects the old and new structures. The rest of the

addition will include three bedrooms, a library, a wine cellar with a wine-tasting area, outdoor covered patios for the practice of yoga, caretakers' quarters and an underground garage.

Green elements enhance the new building's harmony with its surrounding environment. There are plans for a rooftop array of solar panels and for more than 10,000 SF of green roof surface area that will help keep the addition cool in the summer and warm in the winter. These roof terraces extend outward from the building's perimeter. Their borders are defined by a series of horizontal steel planters that wrap around the entire structure. These planters will provide additional screening, shade in the summer while they enhance the architectural design.

Working with tight cost-controls and stringent budgetary requirements, PCH expects to break ground for this new addition some time around year-end 2008 and to complete construction sometime in 2010. ■



**Schematic perspective of connection between existing house on the left and new addition**

## Interview with Peter Mangiameli, President of PCH, Inc.

August 2008



Peter Mangiameli

### ***PCH is now entering its 13th year. In your opinion, what defines your company?***

I founded my company on personal service and the finest craftsmanship, emphasizing attention to detail and a finished look. I sought out the finest craftsman in the metropolitan area and brought them to the Hamptons. I am very proud of the custom luxury homes we've built including our historic renovations. Our measure of success is a happy homeowner. Our customers tell us how much they love living in their homes.

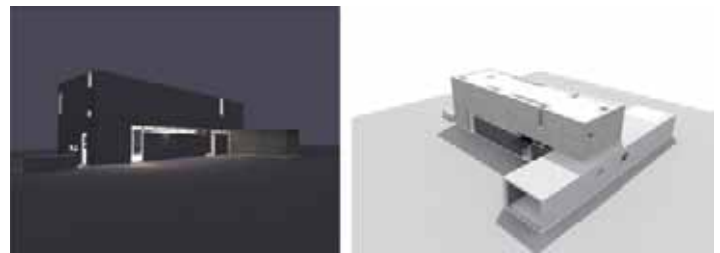
### ***With so many successful builders in the Hamptons, how are you able to differentiate PCH?***

In the Hamptons there are many different niches, different builders building at different prices per square foot, and they each have their own clients. There is also the difference between custom and "spec" builders. When you get into the custom building world, there are only a handful of guys that can do what we can do. And few, if any, can also offer the comprehensive estate management service that we offer our clients. When PCH is finished with the house, we stay with it, we take care of it, we know it...and that goes a long way to satisfying the client.

### ***So what makes a PCH house so special?***

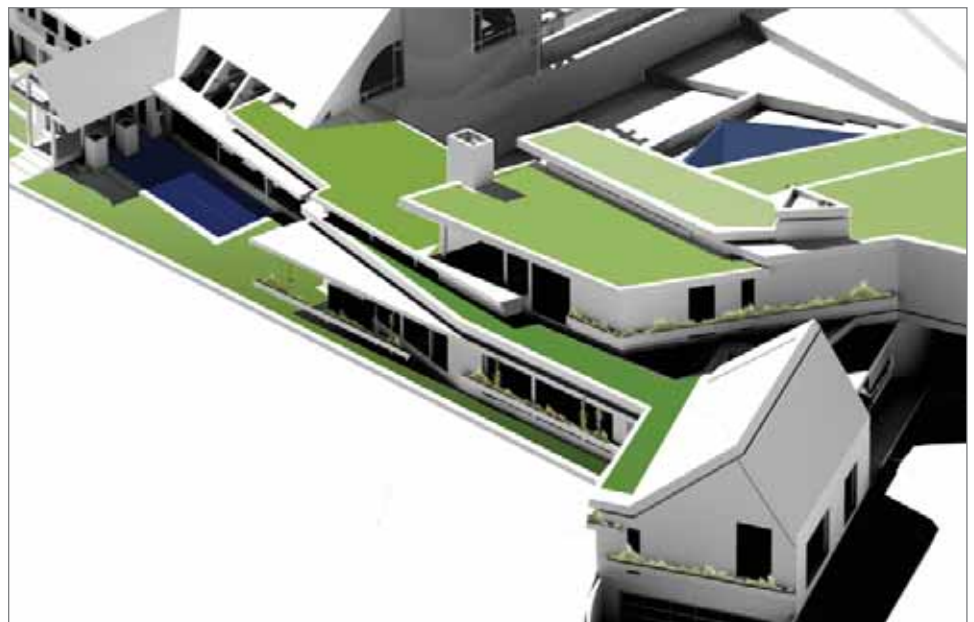
Most newly constructed homes in the Hamptons are spec homes. The builders building them are not from the building industry. They are investment guys or from some other business. These spec builders don't have the same level of architectural awareness, nor can they execute a project with the same quality. PCH has access to the highest level, old-world craftsman operating in the Hamptons. That's the real difference.

### ***PCH has a reputation for creating some of the Hamptons' most unique and stylish luxury homes. Can you give us your special formula for creating a stylish luxury home?***



We can take some credit for that. Although a lot of the credit goes to the architect, the designer and, at times, to the owner in a collaborative effort. The thing that PCH brings to the table is that we're savvy, we're experienced. If we see some problem with the design, we bring it right to everyone's attention and resolve it in a team effort. This approach lends itself to the creation of great finishes and details. This collaboration is the best way to resolve issues and achieve a great product that is really special.

*(Continued on next page)*



**Axonometric view looking south – green areas on the rooftops indicate vegetation**

***PCH has collaborated with some of the Hamptons' most noted architects and interior designers. Will these collaborations continue and are there any special projects in the works?***

Of course, the collaborations will continue. Right now we're doing a project with Peter Cook's office and we have begun constructing a contemporary "green home" and studio in Wainscott, working with the NYC based architecture firm, Della Valle Bernheimer. They call this home the "Lightbox" and it incorporates many environmentally friendly energy systems: solar energy panels, geothermal and green roof systems. We have also just begun another 5000 SF residential extension right around the corner from the Lightbox, in Wainscott. We're working with Maziar Behrooz of MB Architecture in East Hampton on this project and we're very excited about their very cutting-edge design.

***You've added an Estate Management division to PCH. Isn't that unusual for a custom luxury home builder?***

Our estate management division was a logical outgrowth of our luxury home building. Our customers asked us to help manage the maintenance of their homes after we built them. Luxury homes and estates require constant maintenance especially in ocean environments. We manage the maintenance of luxury homes and estates especially for second homeowners who are not here year round. We manage every aspect of maintenance, inside and out, from the roof to the wine cellar. Our customers hire us to help protect their investment and provide them peace of mind.

***You say estate management is a primary focus for PCH in the future. Isn't this focus unusual for a custom builder of fine luxury homes?***

It's not that common. It's a lot of work. It's the type of business where you are constantly addressing last minute things and multiple client requests. It's a highly demanding service business with lots of aggravation at our end. But I think that it's worth it because I hate the idea of leaving a house to the care of someone that does not know how to maintain its mechanical systems. If you loved these homes like I've loved each one of the homes we've built, taking care of it becomes a necessity.

***How did you get started in the estate management business?***

Getting into the estate management business was not my idea. It was really my clients' idea. They'd say: "Peter, come over and take care of this or take care of that". It was difficult but we always made a point of coming over and taking care of whatever they needed. When we looked at the houses closely, we'd find things that the clients and their caretakers were not aware of that needed to be addressed. It became evident that if we wanted to keep these great homes that we've built, pristine and without accidents, we were going to have to become involved in estate management. It gives clients a good feeling and it ensures our relationship with them. It's good business practice.

***You have just completed the sale of the first PCH "spec" home. In what most say is a very difficult market, can you say that this project was a success?***

Absolutely, this was a great success. The project was on 1.3 acres, right



**82 Ferry Road on Sag Harbor – Completed and sold by PCH in Spring 2008.**

on Sag Harbor. We built a 6,000 SF house with a 3,000 SF basement. We had a concept of creating one of our custom homes that we'd normally build with a well-known architect and interior designer, and we put it on the market. More important, its design was elegant and clean. It was a higher priced product, higher than any of the comparable homes around it and it did exactly what we expected it to do. It sold for \$7.5 million and real estate brokers told us that we would not get more than \$5.9 million. We had confidence in what we could do with our product.

***I understand that PCH is moving to new headquarters in Southampton Village. Can you tell us what you are planning?***

We are really excited about that. We have about 3,000 SF at 71 Hill

Street, part of the Southampton Inn office complex. We are right above the Ananas Spa.

We are constructing separate client and operations centers. In the client center we are incorporating state-of-the-art smart home technology and audio-visual systems; so that we can really educate our clients about what can be done in homes these days. We will also be showing off our finishes; the finest millwork and stonework in our reception and conference centers, a beautiful gallery, library and wet bar...this will help our clients understand what PCH does that is so special; creating beautiful, hand-crafted finishes that are integrated with today's cutting-edge technology. ■

## Appraiser's Corner

### Gut Check

by Charles Fuchs

I am usually pretty good about letting the pros do their job while I do mine. So when I start to panic and scream enough, then you can be fairly sure that the pain is very bad. This is what I just did in the stock market pulling everything out and going to cash. I'd had it, enough is enough? The bad news was making my stomach hurt and that's when you can be pretty sure that things are going to turn around and someone other than me is going to make a lot of money.

This may be what's happening in the Hampton's housing market. I have read more articles about impending doom than I care to. Prices are down, rentals are up, and the world is coming to an end. If anyone can pick the bottom I'd like them to give me the winning lottery numbers so I can make up for my losses.

The fact of the matter seems to be that sellers have stopped reducing their prices and are taking some houses off of the market. They are basically saying I don't have to sell and I am not giving the house away.

We are also seeing a reaction to losing money on Wall Street. Instead there are those that would rather have a house in the Hamptons than a sinking portfolio. You can't sit on your portfolio by the pool. People will eventually start saying I'd rather have a house that I can use than watch my money hemorrhage.

I have heard a report that houses have stopped dropping in some major markets and are starting to rebound slowly. This of course does not mean that Las Vegas, San Diego, and Miami are due to bounce. But it does show that there may be a light somewhere at the end of the tunnel. Out East we don't have a very large foreclosure rate that has to be absorbed. If people believe that we are reaching the end of our cycle then houses will move and prices will appreciate at a faster rate than most of the country. This is what has happened out here in the past. There really is no reason to think it won't happen again.

So, what does this all mean? I'm not sure but I am seeing people who seem to know how to be in the right place at the right time picking off houses as if the bottom is close enough for them. I have to figure that people who can afford houses out east have to be good with money. They seem to know when it's time to be in and when it's time to be out. Lately, it was starting to show a glimmer of hope.

After the election, and if and when the Fed's moves start to gain some traction, we may see some improvement. At least that's what we would all like to see. Interest rates will be a significant factor and Wall Street layoffs can not be overlooked. However, there is a large amount of capital sitting on the side lines and borrowers who have a good credit rating, a large enough down payment, and a small amount of confidence, should start to re-enter the market.

When the winter winds are at their peak and hearts and minds think of the summer beaches it will be very interesting to see if we don't see a slight up tick in the East End market.

Charlie Fuchs is a certified real estate appraiser who has been appraising homes in the East End for the past 14 years.

## The Style of Interior Finishes

by Penelope Irwin of Irwinteriors



In fashion, the perfect pair of pumps completes the look of a chic little black dress outfit, so too does this concept of sophisticated, well-thought accompaniment apply to the interior of homes. Be it hinges or honing, manmade materials or handmade surfaces, it's the finishes under a roof that turn prose into poetry.

Though to some, a doorknob or counter color may seem a minute detail, but as

Charles Eames once put it, "The details are not details. They make the design." Thus, enter couture for the home; the feeling of the floor beneath one's feet, the durability of the kitchen when kids run in from the yard, the serenity of the master bath on a Sunday morning. Well designed ornamentation and architectural finishes unify spaces, creating harmonious, serene and calm homes. After all, the Hamptons is the ultimate oasis for sublime peace.

The secret to building anything in life is having the right resources. It's an evolution—having a fantastic architect who reads the same visual language as a builder is only half the battle. Finding a trio of an architect, builder and designer who can see through each other's eyes to perfect the home owner's dream; that is the only form of success. Interior design is a process that starts with a house, builds up layers of concepts, and, after paying a great deal of attention to every finish, ultimately produces a home.

### Floors

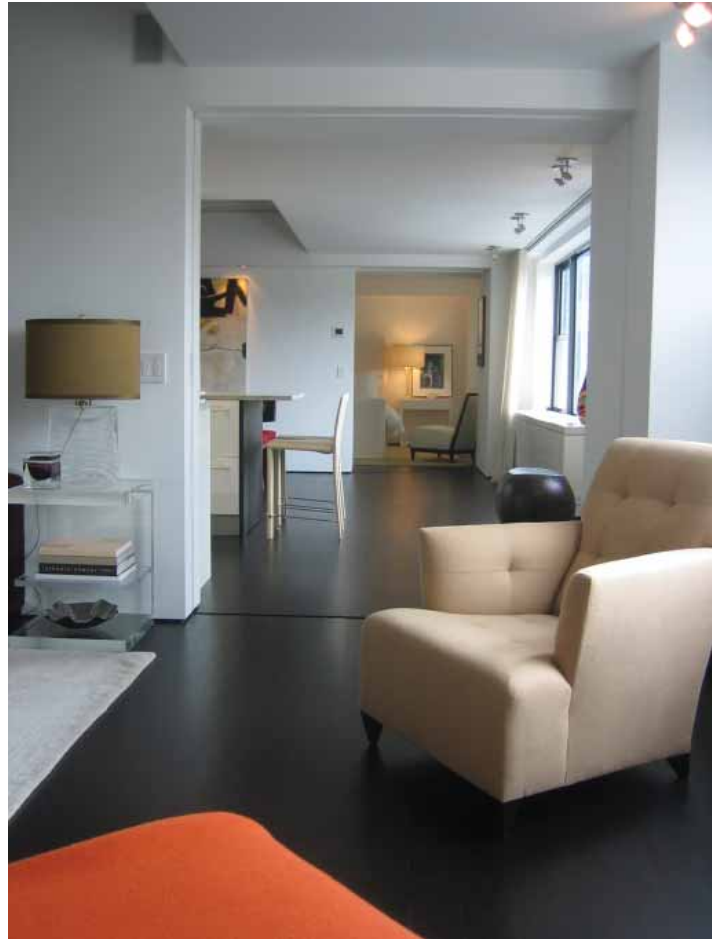
Upon entry, a floor is the first tactile response one has within the home. When stepping across the threshold, an immediate introduction is made to what lies ahead. The first impression kicks off the embodied experience; color, texture and layout begin to unroll and illustrate the complete design of the home.

Because of the wondrous indoor/outdoor living environment of the Hamptons, product durability is key. Floors need to be constructed of materials that can be simply maintained without affecting their beauty. Though nature typically makes this process difficult, there are great surface finishes on the market to ease the challenge. Great Hamptons homes work best with polished new woods with luxurious wax or varnished finishes, treated and stained reclaimed antiqued woods, smooth poured concrete, natural limestone, classic yet modern terrazzo, and for those seeking the ultimate comfort under foot, leather flooring.

I love using leather in family rooms and libraries; rooms in which games get played on the floor, and bare feet always stay warm. Leather flooring is like a worn-in bomber jacket; the more use it has, the more lived in it feels.

### Kitchen & Bath Surfaces

Life in the Hamptons revolves around spending time with family and friends, much of which is spent in the kitchen. Foods, oils, wines and sticky fingers all participate in the demands of kitchen surfaces. From sands to lo-



The Ebony stained white oak floor boards create a smooth and seamless texture for this dramatic sun filled room. The soft furnishings and cream rug balances the dark stained with the neutral palate.



This soothing, sand-inspired kitchen features "Luce di Luna" quartzite counter tops, a product with greater strength than marble, mixed with a tempered matte glass backsplash for a fuss free effect.

tions, bathrooms take an equal amount of pressure. Thanks to strong, lasting products, the last thing on a homeowner's mind will be whether or not these surfaces can stand up to the demands of houseguests. When well designed and applied appropriately, limestone, marble, glass, wood, metal, and tiles all stand the test of time with repeated use in wet settings.

A Hamptons favorite of mine is the use of limestone both for floors and counter tops, especially in bathrooms. I prefer the look of large scale tiles on floors and on the walls and counters seamless, hand-chosen slabs. This modern and soothing juxtaposition of an age-old material applied in a non-traditional manner, my signature.



**A quiet bathroom of white glass tiles line the shower walls. The shades of white blend perfectly with the natural rich tones of the wenge wood details.**

Another favorite for kitchen surfaces is quartzite. The beauty of this surface is that it does not react to kitchen acids found in common foods the way that many other natural stones, such as marble and limestone, may. Quartzite is now available in a wide array of colors, each with their own distinct, natural veining.

### Hardware

Polished or blackened, beautiful hardware adds the finishing touches in a home. The textural contrast between a door and its pull can be as subtle or as drastic as can be imagined. Hardware is jewelry; it has the ability to reflect the home owner's personal, individual style. Polished metals reflect the Hamptons' light while satin finishes tend to mimic the smoothness of the sand. Blackened or patina-finish bronzes stand out when paired with lighter surfaces beneath, thus choosing a stunning form is as important as the cabinet shape itself.

The difference between polished nickel and blackened bronze is night and day. The first can make a room contemporary while the latter can make it appear outdated. When I design bronze hardware, I find it most successful to pair classic finishes with fresh, clean formal elements.

### Finishing Up

From modern mansions in to classic shingled homes, one underlying trait all well-designed homes in the Hamptons have is their finishing details. Be it glossy or matte, polished or patinaed, surfaces and finishes speak to the core of the home's architecture, and can be as purposefully subtle or as

spectacularly extraordinary as the home owner wishes. With a talented team of architects, builders, and designers, any house in the Hamptons can be transformed into a home with style. ■



**Door pulls in blackened bronze and polished nickel; one design taken in two directions shows how color and texture can change the feeling of a room.**



## Finding Opportunity for Tax-Advantages in a Smoke-Filled Room

**It may be more valuable to purchase land with a house on it than to purchase vacant land.**

The owner and I gazed at the dilapidated house in Wainscott, NY. It was slated for demolition in a few weeks. This was a home that had seen its best days and it was time for a replacement that would be welcomed by everyone in the neighborhood.

However, the owner had never considered that the house might still hold some value for himself and the community. "You can donate the house before it's demolished to a community service agency like the local Volunteer Fire Department and qualify for charitable donation. You can then deduct the fair market value of the house on your tax return," I told him.

We contacted the local Fire Chief, John Healy of the Bridgehampton Fire Department. "People donate houses to get the tax deduction," he confirmed. "We use the houses to create real-life training exercises for our volunteer fire-



fighters," he said. "It's too difficult to train firefighters in a classroom to respond to this kind of emergency—entering a dark, smoke-filled house and possibly having to save its sleeping occupants," he

confided. "House donations are invaluable to the Fire Department and the community. They make firefighters more effective and safer in doing their job," he added.

With our help, the owner made the necessary preparations. An appraisal of the structure was done by a certified real estate appraiser and submitted to the owner's accountant. Only the owner's accountant could advise him on the true value of the charitable donation.

The Fire Chief arrived at dusk to prepare the training exercise. "We use burn barrels to create a smoke-filled environment," he told me as he



strolled to the back of the house to prepare the simulated tragedy. An hour later the house filled with a dark black smoke that began drifting above the house.

In the distance, sirens wailed in the night and finally the bright red trucks with their hoses, equipment and small army of firefighters arrived, ready to do battle with the acrid smoke and search the residence. It was truly a satisfying evening. Later, the firefighters thanked us for the practice opportunity and we were proud to have helped.



### NYC Metropolitan Area Mortgage Interest Rates

TERM	RATE	APR
30 Yr Fix	5.375%	5.71%
15 Yr Fix	5.000%	5.57%
7/1 ARM	5.125%	5.47%
5/1 ARM	4.750%	5.33%

*Rates as of Nov. 14, 2008. Data courtesy of manhattanmortgage.com*