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2017

Each year, R•Home asks readers to share
their favorite stores and home-service providers.
Here are their top picks for everything home-related.

Readers' Favorites

By **PAULA PETERS CHAMBERS, SUSAN HIGGINS and KATHLEEN REID** | Frame photos by **KIP DAWKINS**
Styling by **RICHARD STONE**, assisted by **ADAM RICE** | Art Direction **V. LEE HAWKINS**

VENDORS

Antiques

WEST END ANTIQUES MALL

"There really is something for everyone," says manager Judy Splawn. The mall boasts 250 dealers with an eclectic mix of furniture, light fixtures, mirrors and small decorative items. Traditional furniture, explains Splawn, has been making a comeback, and Midcentury modern styles continue to be popular. Customers are also shopping for beautiful linens and silver sets. 2004 Staples Mill Road, 359-1600, westendantiquemall.com

2nd: Gates Antiques Ltd.

3rd: Governor's Antiques & Architectural Materials

Appliances

APPLIANCES ON LAKESIDE

Armed with the best brands, Appliances on Lakeside offers high-quality appliances to everyone from apartment renters to high-end buyers. Store owner Tammy Kelley says, "GE products are extremely popular and high-quality. They are a wonderful company." Lakeside has also added a new bedding department with the Serta line. 5418 Lakeside Ave., 266-7621, appliancesonlakeside.com

2nd: Ferguson

3rd: Appliance Contract Sales

Architectural Salvage

CARAVATI'S INC.

This family-owned business leads the way in helping customers with old-house restoration, remodeling and repair. "One of the hottest things we have now is old reclaimed barn wood; customers are making sliding bathroom doors," says owner Jimmy Kastelberg. "We have repurposed table lamps out of interior stair balusters [and] we've seen a big resurgence on fireplace mantel beams." 104 E. Second St., 232-4175, caravatis.com

2nd: Governor's Antiques & Architectural Materials
3rd: Paul's Place

Art Gallery

CROSSROADS ART CENTER

With 25,000 square feet of gallery space, Crossroads represents 225 artists and offers an unprecedented selection of paintings, sculpture and glass at a range of prices. Owner Jenni Kirby says, "This year we are selling contemporary art and abstracts in oils with bright colors." She has also launched buyRVAart.com to feature more local artists and provide online shopping. 2016 Staples Mill Road, 278-8950, crossroadsartcenter.com

2nd: Quirk Gallery

3rd: Chasen Galleries

"The energy and passion for staging and design that our staff bring each and every day create a truly beautiful space we're proud of."

—WHITNEY O'CONNOR,
owner of Revival Consignment

Bargain Finds

CLASS AND TRASH

This store opened a second location in Scott's Addition last year and is known for its wide range of architectural items; décor for the home and garden; furniture, art, housewares, lighting and more. Co-owner Lisa Waldrop says, "[Husband] Ken and I work hard to find cool stuff. Industrial Midcentury is always hot. ... We also have metal signs and decorative items from different countries." 1720 Altamont Ave., 716-5316; 11088 Washington Hwy., 798-0567, classandtrash.com

2nd: Goodwill

3rd: Revival Consignment

Bed Linens

YVES DELORME

Yves Delorme, an international brand of luxury home linens, has a new Richmond location. "We are dedicated to bringing you ever-evolving, yet timeless patterns and designs," says store manager Shannon Stoughton. "Our brand-new spring/summer 2017 collection fully embraces this commitment to high style and fashion for the home. We are featuring rich, powerful colors in elegant geometrics and botanicals to evoke the wonders of nature." 6235B River Road, 320-7521, usa.yvesdelorme.com

Cabinets

REICO KITCHEN & BATH

"We have an award-winning showroom that displays more than 100 different styles of cabinetry," says Deborah Tomlin, branch manager. Reico's kitchen and bathroom design professionals are experts in installation as well as customer service. Tomlin adds, "We have wonderful designers who help customers create their dream kitchen and bathroom." Painted finishes are currently popular, along with contemporary cabinetry. 2132 Tomlynn St., 262-8389, reico.com

2nd: Custom Kitchens Inc.

3rd: Prestige Custom Cabinets & Countertops

Consignment Furniture

REVIVAL CONSIGNMENT

Revival is "never the same store twice," says owner Whitney O'Connor. "What makes Revival special is the energy," she adds. "The energy and passion for staging and design that our staff bring each and every day create a truly beautiful space we're proud of, and the turnover is lightning-fast." Rugs are popular this year, especially colorful antique Orientals and Oushaks. 9750 Gayton Road, 750-2200, revivalconsignment.com

2nd: Izzie's... Consigning with Grace

3rd: Impulse

Countertops

ARTISTIC STONE DESIGN

With a huge selection of fabricated quartz, granite, marble and soapstone, ASD owner Jon Rathke says, "We want to educate and inform the customer by helping with design and color selection. We know from personal experience that our clients want to have a comfortable home that they love." 11321 International Drive, 594-7069, artisticstone.com

2nd: Empire Marble & Granite Co.

3rd: Classic Granite & Marble

Fabric

U-FAB

"Our strength is that we always stay fresh and are constantly bringing in new fabrics," says store owner Travis Hamilton. With thousands of fabrics available, there is always a great variety for customers, and the store's new Broad Street location offers plenty of space to showcase the options. "We [recently] introduced the new Charlotte Moss collection and a new Jaclyn Smith collection of fabrics that have been very well-received," Hamilton adds. 7921 W. Broad St., 888-8322, u-fab.com

2nd: Williams & Sherrill

Flooring

COSTEN FLOORS

This family-owned and -operated business offers every imaginable flooring option. "We want our customers to pick flooring based on price, durability and style, and then we can go from there," says President Tripp Costen. Hardwood flooring is making a comeback, along with new prefinished floor options that are easier to maintain and shield against allergies. 9840 Mayland Drive, 527-2929; 13212 Hull Street Road, 419-7855, costenfloors.com

2nd: ProSource of Richmond

3rd: (tie) Floor & Decor, Builder Décor

Gardening Tools & Supplies

STRANGE'S FLORIST AND GARDEN CENTER

As one of the largest garden retailers in the United States, Strange's Garden Center offers a large and varied selection of gardening tools. "We carry everything from pruners, aerators, thermometers, rain gauges, sprinklers, bulb planters, hoses, gloves and watering cans in all different styles, price points and even colors," says Meg Gouldin, human resources assistant. 12111 W. Broad St., 360-2800; 3313 Mechanicsville Turnpike, 321-2200; 6710 Hull Street Road, 321-0470; 8010 Midlothian Turnpike, 321-0460, stranges.com

2nd: Great Big Greenhouse

3rd: Pleasant's Hardware

"LaDiff always has something new in the showroom for customers. We are thrilled to see that color is coming back."

—SARAH PAXTON,
Co-owner of LaDiff

Home Accessories

RUTH & OLLIE

"Accessories are like jewelry for the home," says owner Mike Liebschwager. "They allow you to dress up your room, change your look, show your personality and make your home yours." He and his wife, Kat, strive to mix traditional and funky objects. "We visit four markets each year in our quest to find fun, unique accessories that are new to Richmond," Mike says. 3108 W. Cary St., 288-3360, ruthandollie.com

2nd: Revival Consignment

3rd: Tinker's

Lighting Fixtures

SHADES OF LIGHT

"Right now there is a perfect synergy between our customers' desires and our mission statement: 'Thrill the customer with unique products, incomparable service and superior expertise,'" says Walter Froh, marketing manager. "I'm glad we have such a broad selection to accommodate the uniqueness that our customers want." 4924 W. Broad St., 288-6515, shadesoflight.com

2nd: Ferguson

Midcentury Furniture Dealer

TIE: BARKHAUS MODERNE, VERVE HOME FURNISHINGS

Barkhaus Moderne owner Stella Royce finds interesting American and Danish modern pieces and transforms them with a new finish and upholstery. Verve Home Furnishings is known for owner Kim Vincze's mix of styles, both old and new.

Barkhaus: West End Antiques Mall, 2004 Staples Mill Road and Eviction, 2943 W. Marshall St., 839-7500, facebook.com/barkhausmoderne;

Verve: 4903 W. Leigh St. and The Shops at 5807, 5807 Patterson Ave., 370-3765, vervehomefurnishings.com

2nd: Killer Junk Studios

3rd: Epoch Furnishings

Modern Furniture

LADIFF

With every customer treated as a new friend, LaDiff is all about the shopping experience. Sarah Paxton, co-owner and president says, "LaDiff always has something new in the showroom for customers. We are thrilled to see that color is coming back." She observes that people are now comfortable mixing modern with other styles of furniture. 125 S. 14th St., 648-6210, ladiff.com

2nd: Ruth & Ollie

3rd: Barkhaus Moderne



Winner for
MODERN FURNITURE
Sarah Paxton, Co-owner of LaDiff



Winner for
PLANTS

Meg Gouldin, Strange's Florist and Garden Center

Outdoor Furniture

TIE: JOPA COMPANY, SUMMER CLASSICS RICHMOND

At JoPa, the hottest trend is deep seating with outdoor sofas and chairs that look as if they belong in a living room. Neutral tones are popular as well, when paired with bright pillows. **Summer Classics'** store manager Patrick Cicchetto says the store is best known for its customized outdoor furniture and selection of 138 Sunbrella fabrics. Even its outdoor wicker furniture features UV protection for longevity. **Jopa:** 8711 W. Broad St., 747-9700, jopa.com; **Summer Classics:** 7905 W. Broad St., 935-3075, summerclassics.com

2nd: Outdoor Dreams

3rd: LaDIFF

Outlet Merchandise

THE DECORATING OUTLET

A great place to find steals and deals on furniture, lighting, rugs and home accessories, the Decorating Outlet is the outlet for Shades of Light. Walter Froh, the marketing manager, says, "It's filled with one-of-a kind product samples, closeouts, discontinued merchandise, open-box returns and scratch-and-dent opportunities." 9912 Midlothian Turnpike, 320-3695, shadesoflight.com

Plants

STRANGE'S FLORIST AND GARDEN CENTER

"For the first spring crop in our Broad Street greenhouse, we grow and sell over 50,000 plants," says Meg Gouldin. "This year, we will offer a new variety of SunPatens that will grow in sun and part-shade." 12111 W. Broad St., 360-2800; 3313 Mechanicsville Turnpike, 321-2200; 6710 Hull Street Road, 321-0470; 8010 Midlothian Turnpike, 321-0460, stranges.com

2nd: Great Big Greenhouse

3rd: Sneed's Nursery
& Garden Center

Rugs

CAPEL RUGS

"There is not this much selection anywhere [else] in Richmond," says Marie Hayden, area manager. Capel has options for every budget and offers free in-home and in-store design services. She adds, "Our designers allow customers to buy with confidence." Rather than the recent trend toward grays, colorful rugs are making a comeback. 3995 Deep Rock Road, 290-8800, capelrugshome.com

2nd: Amir Rug Exchange

3rd: Green Front Furniture

**"For the first
spring crop in
our Broad Street
greenhouse, we
grow and sell over
50,000 plants."**

—MEG GOULDIN,
*Strange's Florist and
Garden Center*

Tile

MORRIS TILE DISTRIBUTORS

Family-owned and -operated, Morris Tile boasts a passionate and close-knit team of employees who love what they do. Wendy Cabo, a residential design representative, says, "We are seeing a lot of gray-and-white tiles that are clean, classic and popular. We are also exclusive vendors of Walker Zanger products and Marble Systems." Tile selection includes traditional and contemporary options. 2280 Dabney Road, 353-4427, morristile.net

2nd: Mosaic Tile Company

3rd: Best Tile

Traditional Furniture

VIRGINIA WAYSIDE FURNITURE

Vice President Robin Childress says, "We sell a lot of leather furniture, which is used in a family room or a great room. Mostly, we offer a transitional look with contemporary to 18th-century furniture." This furniture store specializes in made-in-America manufacturing using the finest woodworking techniques and hardwoods such as cherry, oak, maple, mahogany and walnut. 10500 Patterson Ave., 740-3124, vawayside.net

2nd: Ethan Allen

3rd: Williams & Sherrill

Wallpaper

WILLIAMS & SHERRILL

With 25,000 square feet, this unique store has become a decorator's resource for fabric and wallpaper. Annette Harriman, a designer and manager, explains, "We call it 'wall covering' because it can emulate so many things. There are so many textures and finishes. I love geometrics, and we are seeing a lot of bright-colored statement wallpapers for powder rooms." 2003 Huguenot Road, 320-1730, williamsandsherrill.com

Windows & Doors

PELLA WINDOWS AND DOORS

Innovation is the Pella hallmark. The company designs, builds and installs custom windows and doors for architects, builders and home owners, and when Customer Satisfaction Review surveys Pella customers about their experience, the firm consistently earns the highest rating. General Manager Don Rittenhouse says he's in the business of "satisfying a high-end customer with a powerful brand." 9830 Mayland Drive, Suite A, 381-569, pellavirginia.com

2nd: Siewers Lumber & Millwork

3rd: Window Depot USA

SERVICES

Air Conditioning & Heating Contractor

JAMES RIVER AIR CONDITIONING CO.

"Anyone can repair a furnace or install a filter," says owner Hugh Joyce. "My father taught me to do what you say you're going to do and to do it on time, with passion." He believes that's what sets his company apart. From energy audits to solar panels, customers depend on James River for expertise, comfort and safety. 1905 Westmoreland St., 358-9333, jamesriverair.com

2nd: Woodfin

3rd: Mid Atlantic Mechanical and Repair LLC

Architect

MARK SPANGLER ARCHITECTURE

Mark Spangler brings two complementary disciplines to the residential design work that he has been doing since 1992. As a licensed architect with a degree in interior design, his goal is, "to create something that brings enjoyment to a client's life while adding resale value to the home." His delighted clients often respond to the insight he offers with comments like, "We never thought about that!" 1805 Highpoint Ave., 432-4739, spanglerarchitecture.com

2nd: 3north Architects

3rd: 510 Architects

Basement Waterproofing

BDRY

"Most of our business comes from referrals or repeat customers with new homes," says BDry owner Jeff Oliver, whose company specializes in basement and crawlspace waterproofing as well as foundation repair. Paired with the company's 57-year history and low turnover rate, it's a testament to the pride his project managers take in their work and the company's focus on meeting customer expectations. 10453 Design Road, 441-8846, bdry.com

2nd: (tie) Bone Dry Waterproofing, JES Foundation Repair

3rd: Richmond Primoid

Carpenter

HOMELINK

Bill Maslink prides himself on communication — returning calls, relaying schedules, answering questions. His firm placed first in three categories this year, including carpentry, where they specialize in decks, crown molding and bookshelves. "The best thing I can say about Homelink is that they are completely trustworthy. They keep their word from start to finish," writes a satisfied customer. 14241 Midlothian Turnpike, Suite 134, 378-3580, homelinkamerica.com

2nd: (tie) Jeff Davis Renovations, Mr. Handyman

3rd: (tie) Richmond Rebuilders, Andrew Goodner

Carpet & Rug Cleaner

CHEM-DRY CARPET CLEANING

Brian Curran and his staff use a green-certified, natural cleaning solution powered by carbonation and hot water to deep-clean carpets, rugs and upholstery. The company's name comes from its low-moisture process that dries within two hours and helps prevent mold and mildew. And while they acknowledge that appearance is important, the focus is on the client's health and satisfaction. 2361 Greystone Court, Building B, 620-3050, carpetcleaningrichmond.com

2nd: Hadeed-Mercer Rug Cleaning

3rd: Stanley Steemer



Winner for

CUSTOM FURNITURE MAKER

Seth Woods, Woods Refinishing & Restoration

Chimney Sweep/Repair

COUGOT'S CHIMNEY SERVICE

Dan Fitzpatrick and his team want to make you an expert on your own chimney. They pride themselves on explaining what they find, what is required to fix it and why. "We're dedicated to the customer's best interest, educating homeowners ... on the value of routine maintenance," he says. 6507 Old Warwick Road, 798-0855, cougotchimneyservice.com

2nd: Neat Sweep Chimney Service

3rd: (tie) Chimney Saver Solutions, Hanover Chimney Sweeps

Custom Furniture Maker

WOODS REFINISHING & RESTORATION

Seth Woods deconstructed an old barn on his in-law's property recently. He's building farm tables, bars and cabinetry with the distressed wood, in response to Richmond's demand for rustic furniture. "This isn't fine furniture," he insists. 2155 Lanier Lane, Suite H, 782-9383, woodsrefinishing.com

2nd: Governor's Antiques & Architectural Materials

3rd: Owen Suter's Fine Furniture

Closet Installer

CLOSET FACTORY

"Seeing the satisfaction on the customer's face when we bring calm to the chaos," is what drives Teresa Mueller of Closet Factory. Whether they're organizing back-to-school clutter or bringing method to the madness in the garage, Closet Factory is a custom manufacturer that designs storage solutions to meet the unique needs of every client. 8162-C Elm Drive, 559-0001, closetfactoryva.com

2nd: Method Organized

3rd: Closets of Virginia

Countertop Installer

ARTISTIC STONE DESIGN

Jon Rathke is a stone fabricator whose core business is countertops and fireplace surrounds. His outdoor slab yard is open 24/7. Inside, during business hours, a salesperson/designer can help customers envision an entire space — paint, tile and cabinets. "We help people achieve their dream so that they love being at home," he says. 11321 International Drive, 594-7069, artisticstonerichmond.com

2nd: Eco Marble & Granite

3rd: (tie) Absolute Stone Design, Empire Marble & Granite Co.

"We help people achieve their dream so that they love being at home."

—JON RATHKE,
Artistic Stone Design

Decorative Painter

ART TO DI FOR

Diane Williams is a decorative artist who paints one-of-a-kind finishes on flooring, walls and ceilings. "Most people have no idea what they want or even what's possible," she explains. She works with homeowners and designers, reviewing samples, understanding the colors and textures they are drawn to and proposing unique solutions, whether it's a mural, gold leaf or a custom stencil. 894-1409, arttodifor.com

2nd: H.J. Holtz & Son

3rd: S&S Painting LLC

Electrician

TIE: DAVIS & GREEN ELECTRICAL, SMARTWIRE 360

From inspections to audits, renovations to upgrades, Lynn Green of **Davis & Green Electrical** offers comprehensive electrical services. "We take care of our employees, they take care of our customers; it's working," she says. **Smartwire 360** is a full-service electrical contractor specializing in energy conservation. "We're part of Dominion Virginia Power's energy-efficiency rebate program," says owner Dennis Balducci. **Davis & Green:** 136 Brandon Road, 231-9684, dgelectrical.com; **Smartwire:** 10173 Chamberlayne Road, 746-0035, smartwire360.com

2nd: Family Electric Inc.

3rd: Genesis Electrical Services Inc.

Embroidery Shop

ATLANTIC EMBROIDERY WORKS

Craig Mayhew and his staff have monogrammed bridal lingerie; embroidered flags for the set of the Steven Spielberg film "Lincoln;" personalized window treatments, shower curtains and duvet covers; and stitched initials on shirt cuffs. "Our creative staff helps customers understand what they want, whether it's a standard style or a custom design, and they're great with color, too," he says. 7027 Three Chopt Road, Suite 201, 282-5027, atlanticembroideryworks.com

2nd: Rich's Stitches

3rd: It's Letter Perfect

Estate Specialists

GATES ESTATES LLC

"We treat everyone and everything with as much respect as possible," says owner Tim Gates. "Each home is owned by someone, and each piece was chosen and cherished by someone." Licensed and insured, the company offers on-site estate sales, online auctions and appraisal advice. "We're here to help clients through transition," he says. 347-0453, gatesestatesllc.com

2nd: Susan's Selections

3rd: Circa Estate Sales

Fence Builder

MINOR'S FENCES

"It's been said that I'm hard to work for," Minor Hairfield muses. "I just want it done right." He's just like any customer. Minor's Fences has been building and installing fencing for 17 years. "Everything you've ever seen and some things you haven't," he says. "I've got qualified guys — no subs — who have been together for a long time and have a good system."

12152 Washington Highway,
752-0096, minorsfences.com

2nd: Hurricane Fence Company

3rd: Fencing Unlimited

Flooring Installer

COSTEN FLOORS

Trip Costen's family-owned business sells and installs flooring. "Anything you walk on," he says, "except concrete." His staff of 100, working out of two Richmond locations, helps homeowners and business owners articulate their vision for a new floor. "It's a trade, not a job. We enjoy what we do," he says, "and our customers tell us it shows in our work." 9840 Mayland Drive, 527-2929; 13212 Hull Street Road, 419-7855, costenfloors.com

2nd: Builder Décor

3rd: Homelink

Flooring Refinisher

COSTEN FLOORS

"This fluffy little white dog barked at her own reflection in the wood floor that we had just refinished. I think she was afraid to walk on it," laughs Trip Costen, president of Costen Floors. The story is a reflection of the high-caliber refinishing work that his company has specialized in for 68 years, serving both commercial and residential clients. 9840 Mayland Drive, 527-2929; 13212 Hull Street Road, 419-7855, costenfloors.com

2nd: Builder Décor

3rd: (tie) Flooring RVA, Heritage Hardwood Flooring



Winner for
FRAMER

Mary Fender, Frame Nation

Framer

FRAME NATION

Mary Fender likes to "think outside the frame" and has a reputation for innovative materials and good design. In addition to framing artwork, she has framed car parts, religious icons and a gold-plated hip joint. "We work with people who want to frame special things that they love and want to protect and display," she says. 11 S. 15th St., 643-7263, framenation.net

2nd: Frame of Mind

3rd: Fan Frame and Fine Art, Inc.

Furniture Repair and/or Refinishing

TINKER'S

Ask Tony Coleman what his company does and he says, "It's about restoring happiness." What began as a family business, named after the traveling tradesmen who once repaired household furnishings, today specializes in returning to usefulness the furniture or fine art that has been loved and lost, usually to fire or water damage — or simply to normal wear and tear. 2409 Westwood Ave., 359-1843, tinkerandcompany.com

2nd: Renew Home Furnishings

3rd: Gates Antiques Ltd.

General Contractor

HOMELINK

"My job is to hire or partner with people who are a cut above," says Bill Maslink. "I have a knack for coordinating what people need with the right resources to get it done." In a testimonial letter that hangs in Maslink's office, a happy customer concurs. "Every one of the team members was polite, professional and did a great job." 14241 Midlothian Turnpike, Suite 134, 378-3580, homelinkamerica.com

2nd: Paisley Kerr LLC

3rd: Lane Homes & Remodeling

Glass Projects

BINSWANGER GLASS

Binswanger cuts and installs table-tops, picture glass, window glass, shower enclosures and glass for commercial construction. "We're a one-stop glass shop," says Manager Michael McCowan. But his favorite part of the business is investing in the community, such as teaching kids to polish glass for science projects. 1500 Tomlynn St., 257-7300, binswangerglass.com

2nd: Budget Glass

3rd: AGC Flat Glass

Gutter Cleaning

HOMELINK

Bill Maslink recommends that clients get on a preventive maintenance schedule to help keep gutters open and downspouts running clear year-round. It's one less thing to think about, and "that way, you don't need carpentry work to repair rotting wood," he explains. Cleaning gutters is just one of the services that his team of home maintenance and remodeling professionals provide. 14241 Midlothian Turnpike, Suite 134, 378-3580, homelinkamerica.com

2nd: Mind in the Gutter

3rd: Window Genie

Handyman

MR. HANDYMAN OF RICHMOND

With a willingness to tackle small-to medium-sized jobs that are still beyond the ability of most homeowners, Mr. Handyman is the one to call with that "honey-do" list, says president Gina Chapman. "We do a little bit of everything," she says, noting that all company technicians have at least 15 years of professional trade experience and are employees, not subcontractors. "People call us because they want someone who knows what they're doing," she adds. 4196B Innslake Drive, 270-7272, mrhandyman.com/richmond

2nd: Homelink

3rd: Affordable Handyman

**"There's always
a decluttering
component; then
we can organize."**

—KRISTEN ZIEGLER,
Minima Organizing and Redesign

Homebuilder

BEL ARBOR BUILDERS

Unlike some builders who present customers with a set list of design options, Bel Arbor believes that every house can be customized. "We honestly have never built the exact same house twice," says President Joe Hill. "That's what makes it fun for us: the creative process." Hill adds that custom touches can happen at every price point, too: "Elements can be borrowed from luxury homes that don't have to be expensive." 751-9050, belarborbuilders.com

2nd: (tie) Eagle Construction of Va.,
Mako Builders Inc.

3rd: (tie) Balducci Builders Inc.,
Mark Franko Custom Building,
Shelter Construction

Home Media Sales and Installation

LIVEWIRE

President and founder Henry Clifford says his firm aims to resolve frustrating home technology "friction": systems that flounder or inefficiencies that suck precious time. "Our belief is that you can buy shiny objects anywhere," he says. "We haven't cornered the market there, but we have cornered the market on simplicity and service." Livewire also offers remote monitoring of home systems — computer, security, media, etc. — to ensure tip-top performance. 4900 W. Clay St., 937-9001, getlivewire.com

2nd: Sound & Image Design

3rd: ABEC Electronics

Home Organizer

MINIMA ORGANIZING & REDESIGN

Owner Kristen Ziegler wants to reassure potential clients: She's not going to take all your stuff. She will, however, make you look at it. "Part of our process is to reveal," she says. "People just don't know what they have." Getting it all out in the open is the first step. "There's always a decluttering component; then we can organize," she says, adding that her team handles the physical part, "so clients can focus on the mental part." 482-1554, minimaonline.com

2nd: Compass Home Solutions LLC

3rd: Simplify Me

House Cleaning Service

THE MAIDS OF RICHMOND

In addition to details customers might take for granted — hand-cleaning of floors, environmentally preferred cleaning products, HEPA vacuum filters — The Maids offers something more: The same person will clean the same area of your house every time, says Lynn Ronan, who owns the local franchise with her husband, Tom. "This helps us be efficient," she says. "In most houses, we can be in and out in an hour." 323-9006, maids.com

2nd: Homelink

3rd: Molly Maid

Interior Designer/ Decorator

KATHY CORBET INTERIORS

Working on projects ranging from recovering a single piece of furniture to a whole-house redesign, Kathy Corbet wants clients to relax. "No one should feel they're going to have to throw everything out and start all over again," she says. And she believes in the power of listening: "Sometimes the smallest side comment can turn into an exciting design," she says. "The nuances of what [clients] find exciting can be a good guide." 310-2597, kathycorbetinteriors.com

2nd: Melissa Mathe Interior Design

3rd: Stephanie Casey Interior Design

Lamp Fixture Repair

SHADES OF LIGHT

"If you sell quality and appreciate quality, it's only natural you would want to service your customers' needs," says Walter Froh, merchandise and marketing manager for Shades of Light. The lighting-repair team's members average more than 10 years of experience and can also build custom lamps and execute antique restorations. "They are craftsmen," Froh says. "If a fixture is important to a customer, then it becomes important to us." 4924 W. Broad St., 288-6515, shadesoflight.com

2nd: Lamp Emporium

3rd: Governor's Antiques
& Architectural Materials

Landscape Designer

CARTWRIGHT LANDSCAPING

Founder Jeff Cartwright encourages clients to approach landscape design as they would interior design: by identifying how they want the space to be used. "We want the job to look like they want it, not how we think it should be," he says, adding that his team's approach allows for adjustments on site, in case selected plants don't look quite as expected. "We don't have a static plan," he says. 381-8204, cartwrightlandscaping.com

2nd: BWS Landscaping

3rd: Outdoor Dreams

Landscape Maintenance Service

CARTWRIGHT LANDSCAPING

There's a simple reason for taking care of your yard and plantings, says founder Jeff Cartwright: "If you maintain your property, it will last longer, and it will look better," he says. And regular maintenance doesn't always mean weekly, he adds. Quarterly and even biannual attention — to shape, prune and clear debris — will keep plants in good health and appearance. "We want to help people protect their investment for the long term," he says. 381-8204, cartwrightlandscaping.com

2nd: BWS Landscaping

3rd: Warren's Lawn Service

**"We want to
help people
protect their
investment for
the long term."**

—JEFF CARTWRIGHT,
Cartwright Landscaping

Masonry

OUTDOOR DREAMS

Owner and lead designer Greg Koehler says the collaborative process he uses with clients ensures they get what they want, whether that be a versatile patio, a fire feature, or an outdoor kitchen that's both functional and attractive. "It's about relationship building," he says. "The design is customized and personalized to the client's tastes and needs." One caveat: Water features take a few years to really shine. "The plants have to mature for it to look really natural," he says. 592-1305, outdoordreams.com

2nd: BWS Landscaping

3rd: Commonwealth Curb Appeal

Mover

MOXIE MOVERS INC.

Owner Jesse Whitacre's mission is to dispel the stereotype of the sloppy, careless mover, noting that his trucks are covered with nattily dressed men's legs. "I focus on finding people who can communicate," he says. "Strength is only part of the job." Whitacre says he and his "mild-mannered, respectful young men" focus on problem-solving and teamwork. "I get to think every day," he says. "I find people who are drawn to that." 928-1111, moxiemovers.com

2nd: My Guys Moving & Storage

3rd: Hilldrup Moving & Storage

Outdoor Lighting

INARAY OUTDOOR LIGHTING

Company founder and President Todd Peace says less really is more. "I can take one fixture the size of my hand and place it up high so it illuminates 30 to 50 feet, just like the moon," he says, noting that multiple smaller lights are more effective in eliminating dark corners than a single floodlight. As he thinks about creating lighting "scenes," Peace is now using technology to integrate lighting both outside and in. "You never have to walk into a dark house again," he says. 201 W. Seventh St., 745-6496, inaray.com

2nd: (tie) Outdoor Dreams, Outdoor
Lighting Perspectives of Richmond

3rd: BWS Landscaping

Painter

H.J. HOLTZ & SON

While many customers seek out H.J. Holtz & Son for basic interior and exterior paint jobs, more and more, clients are clamoring for dramatic graphic painting projects, which can create faux chair rails to separate two colors in a room or recall a favorite mural or scene. Says President Rick Holtz: "People are looking for something that's unique but not as permanent as custom wallpaper or something that's printed." 3106 W. Moore St., 358-4109, hjholtzandson.com

2nd: S&S Painting LLC

3rd: Barden's Decorating

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Pest Control Service

LOYAL TERMITE & PEST CONTROL CO.

President Nick Lupini says his company's approach is both safe and modern. "It's all about pest management, using chemicals as a last resort," he says. Loyal has also expanded into mosquito control, which Lupini notes, can be accomplished more efficiently when bundled with regular services. "We're already coming four times a year," he says. 2610 E. Parham Road, 737-7777, loyalpest.com

2nd: Southern Pest Control

3rd: PestMasters Termite & Pest Control

Plumber

CARROLL PLUMBING & HEATING INC.

This family-owned business is nearing its 50th anniversary and continues to serve original customers as well as their children. President Courtney Gregory, daughter of the founder, says the goal is always to "be human," which means having a real person answer the phone, and responding to queries individually and in nontechnical language everyone can understand. 2108 Maywill St., 358-6322, carrollplumbingva.com

2nd: Robinson's Plumbing Service

3rd: Simplistic Water Solutions

Real Estate Agent

CABELL CHILDRESS GROUP

Cabell Childress points to his team's focus on repeat business as the catalyst for success. Childress relies on a network of professionals who can help clients either prepare a house for the market or see hidden potential, noting, "It's not natural for people to visualize what a house can be; they don't look at houses every day — we do." 11225 Nuckols Road, 346-4411, cabellchildress.com

2nd: (tie) Maryann Nettesheim, Team Hensley; Greer Jones, Liz Moore & Associates

3rd: Craig Via

Roofer

HARDESTY ROOFING

President Sam Hardesty wants customers to know that Hardesty Roofing is a GAF Master Elite roofer — only 3 percent of roofers in the nation hold this title. "We want people to have a confidence level with the process," he says, noting that every call receives respect. "If you don't take care of that customer for that one small leak, there's no chance they're going to call you for a new roof or refer you to someone else." 14430 Sommerville Court, 378-9163, hardestyroofing.com

2nd: Nathan's Roofing

3rd: Saunders Roofing

Spa/Hot Tub Sales & Service

JOPA COMPANY

Offering both portable spa units — those that can be taken home, filled with water and plugged in — as well as custom designs — infinity edge, anyone? — JoPa is there to make sure customers enjoy their spa experience for years to come. "Water should be inviting," says President J. Farrar Pace Jr., noting that his company can supply whatever is needed along the way. 8711 W. Broad St., 747-9700, jopa.com



Winner for
REAL ESTATE AGENT
Cabell Childress, Cabell Childress Group



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Swimming Pool Installer

JOPA COMPANY

The pools his company creates, says President J. Farrar Pace Jr., reflect the dreams of their owners. Using state-of-the-art technology and materials, JoPa delivers home pools in a variety of shapes and sizes, with features limited only by a client's imagination and budget. Pace and his brother, who now helm the firm their father founded, act as general contractors for everything from design to site engineering, permits to landscaping. "It's the custom design-build process," Pace says. 8711 W. Broad St., 747-9700, jopa.com

2nd: (tie) Commonwealth Curb Appeal, Ultimate Pools
3rd: Pla-Mor Pools

Tree Care

TRUETIMBER ARBORISTS INC.

Regular inspections are essential when it comes to tree health and safety, says President Scott Turner. "It's not normal for a regular homeowner to see what a trained arborist can see," he says. Every free visual inspection that Truetimber offers is conducted by a licensed arborist. And no employee will wear spikes to climb a tree unless that tree is coming down. "Our whole goal is to do the process of pruning without doing more harm than good," Turner says. 6834 Old Westham Road, 218-8733, truetimber.net

2nd: Arborscapes
3rd: Bartlett Tree Experts

Upholstery Services

U-FAB

Thanks to a new location, U-Fab is able to house upholstery services under the same roof as furniture and fabrics, so clients can get questions answered in minutes rather than days. "We can walk directly to the back and ask a question," says Creative Director Will Chambers. With 20 upholsters and seamstresses on site, he adds, the expansion "has taken us to the next level." 7921 W. Broad St., 888-8322, u-fab.com

2nd: Renew Home Furnishings
3rd: Dover Interiors

Wallpaper Hanger

H.J. HOLTZ & SON

Company President Rick Holtz says his wallpaper hangers are busy, tackling jobs well beyond Richmond because there aren't enough experienced installers to go around. Their skill is in demand as homeowners rediscover a decorating staple that now has new textures, patterns and graphics. "I don't feel for us that wallpaper ever went away," Holtz says. "It's immediate gratification." 3106 W. Moore St., 358-4109, hjholtzandson.com

2nd: Barden's Decorating

Welder/Ironwork

SMALL AXE FORGE

Co-owners Kalita and Byron Pennington came to Richmond to attend Virginia Commonwealth University and stayed. "We love to collaborate with local craftspeople here," Byron says. The team produces a wide range of products — "from the design process all the way through to installation," Kalita notes — and is in the midst of expanding to a second location where they hope to share space with woodworking artists. 510 W. 14th St., 916-9918, smallaxeforge.com

2nd: (tie) Doug McDonald Welding, Governor's Antiques & Architectural Materials
3rd: Phoenix Handcraft



Winner for
WALLPAPER HANGER
Rick Holtz, H.J. Holtz & Son

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☑ Make sure to contract with an EPA certified (RRP) firm/worker or DPOR licensed firm/worker, and include lead abatement (permanent removal) in your contract if that is the intent of the work.

☑ Temporarily move family, especially pregnant women and children, out of the residence during project, or completely seal off the work area.

☑ Get and keep a copy of the "Clearance Report" when the work is completed to show there are no lead dust hazards.

FOR MORE INFORMATION:

**LIST OF VIRGINIA LICENSED
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WWW.DPOR.VIRGINIA.GOV

**LEAD ABATEMENT NOTIFICATION FORM
(NO MINIMUM CONTRACT AMOUNT AND NO
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LIST OF EPA RRP CERTIFIED RENOVATORS
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LEAD SAFE VIRGINIA PROGRAM
WWW.VDH.VIRGINIA.GOV/LEADSAFE



Window Treatment Fabrication

U-FAB

Creative Director Will Chambers wants customers to relax. "People come in and their eyes get so big," he says. "That's where our talented staff come into play, to narrow it down and help the customer figure out what they're really looking for." Whether it's a valance, Roman shades or floor-to-ceiling drapes, U-Fab can manage it. "We'll sew anything," Chambers says. "Window treatments are an investment, so it's worth having an expert take care of it for you." 7921 W. Broad St., 888-8322, u-fab.com.

2nd: LHS Designs LLC

3rd: Williams & Sherrill

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treatments are
an investment,
so it's worth
having an expert
take care of
it for you."**

—WILL CHAMBERS,
U-Fab

Window Washer

**TIE: WINDOW GENIE, SPOTLESS
WINDOW CLEANING COMPANY**

Window Genie's Peter Breil credits his team's three-step process and streak-free guarantee for delivering quality service. "We take enormous pride in everything we do," he says. Kevin Carpenter of **Spotless Window Cleaning** notes that clean windows help maintain a house's value and brighten a home's interior. "Natural light helps improve your mood and well-being," he says, adding that customers love his team's professionalism, efficiency and dependability. **Window Genie:** 389-4002, westend.windowgenie.com; **Spotless:** 231-0749, spotlesswindowcleaning.com

2nd: Top Gun 🏆

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