



by Sara Sobota

## The Exterior Products Used On Any Home Or Business Ensure The Future Safety & Curb Appeal Of The Structure Providing Peace Of Mind For The Owner



by Lesley Hill

The exterior envelope of any home is important both for the safety & security of the structure and also the curbside appeal. *Building Industry Synergy* reached out to three local companies with decades of experience to learn more about the products that are currently being used & what they have to offer the local building contractors and property management companies here in Horry & Georgetown Counties.

William McCourt established **Elite Exteriors** in August 2021 with a very simple mission: ‘...to provide clients along the Grand Strand and Pee Dee areas with quality work in a timely manner, and to provide the best customer experience possible.’ It seems like a simple concept, but judging by the growth of his company so far, it’s one that resonates with clients.

McCourt, who has decades of experience in the construction industry and holds both a General Contractors and Residential Builders licenses, decided to start his own company with his partners Chris McCourt and Jenn DeLuca so he could ensure that his clients receive the products and service promised to them.

“Elite Exteriors’ approach is that we provide the best products, the best service, and do exactly what we say we’ll do – no exceptions,” said McCourt. “That’s

the hardest thing in our industry: people finding contractors that are not only licensed and knowledgeable, but also willing to do exactly what was agreed upon.”

Elite Exteriors specializes in the “exterior envelope” of the home, McCourt said, which includes exterior remodeling, roofing, siding, decks, windows, doors, and various types of patio enclosures. In its brief existence, the company has achieved some of



Chris McCourt (left), Will McCourt (middle) & Jenn DeLuca (right) with Elite Exteriors.



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the highest certification levels with industry leading manufacturers such as James Hardie, Simonton Windows, GAF Roofing, as well as TimberTech Decking.



BEFORE

“A large percentage of our clients have recently purchased their homes and they want to make changes and additions immediately, such as adding a patio enclosure, building a new outdoor entertaining area, or a simple facelift by replacing the siding,” said McCourt. “Then we have homeowners who have been in their house for 20+ years and are ready for new siding, windows, doors, or roofing.”

When it comes to additions or upgrades, decks and enclosures are two popular project trends.

“Our Northern clients who have just moved to the area usually want a new deck or patio enclosure,” said McCourt. “A lot of them aren’t used to having a

concrete slab as their patio, so they choose us to create a custom deck layout for them.”

A patio enclosure project might be as simple as adding a screen



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enclosure to an existing patio area to completely adding a sunroom addition.



BEFORE

“Screen enclosures offer the best of both worlds: people want to enjoy the outdoors, and one of the joys of the Carolinas is that we have great weather, but we also

have mosquitos and no-see-ums that make it difficult to spend time outside. A screen enclosure solves that problem.” said McCourt.

One practice that reinforces Elite Exteriors’ commitment to customer service is a weekly phone call to clients who are under contract to simply just touch base.

“I believe one of the biggest fears of homeowners in our industry is when they hand over a deposit and then don’t hear anything from the company for weeks. In our industry, no news is bad news. So, it’s just making sure



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we have that constant touch point, to tell them what’s going on. Our clients truly appreciate that. At the end of the day, it’s about treating customers how you want to be treated and respect their homes.”

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At some point & time, virtually every builder across the Grand Strand area has had trouble finding reliable specialty subcontractors who have an adequate supply of workers to get the job done in a timely manner. Patrick Reynolds, a former general contractor in Long Island, N.Y., who relocated to the area, recognized an opportunity and has filled a need in the building market.



All American Management Group owner, Patrick Reynolds, takes tremendous pride in the relationships that his company establishes with the local building contractors and property management companies.

Reynolds established **All American Management Group Ltd**, a specialty contracting firm focusing on sheetrock, painting, siding and most recently roofing.

“When I witnessed the amount of building going on in this area and recognized the labor shortage, I saw a unique opportunity,” said Reynolds. “It was a perfect fit to work with the local builders and contractors, but in a more streamlined manner than my operation back in New York.”

Reynolds’ 35+ years of experience, along with his background as a general contractor and former builder, as well as his

ability to bring a seasoned labor force to the Myrtle Beach area from Long Island means that All American Management Group can offer the highest quality of workmanship, along with guaranteed dependability.

“I have 20-25 sheet rockers and spacklers from New York. I have a couple of crews of painters, as well as exterior siding contractors. I brought my company’s values to this market, where Monday means Monday; 8:00 a.m. means 8:00 a.m.; deadlines are kept; and schedules are respected and kept. I want to be part of the solution for the building industry,” said Reynolds.



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“I personally know how important that is!”

The combination of sheetrocking and painting crews means work progresses efficiently, with no down time. “Once we start a job, we stay on it until it’s finished,” said Reynolds. “There’s no interrupting the work, and as long as that site is ready for us, we can go in and knock it out quickly. Attention is paid to detail. We will not leave a product that is not up to our standards or up to the builder’s standards.”

Our reputation is extremely important to us!

Reynolds is prepared, he said, to “put my money where my mouth is” by offering a penalty clause in his contracts. “I will pay

the builder upwards of \$100 per day for a no show,” said Reynolds.

“I recognize that time is money, and being a former builder, I recognize the importance of meeting deadlines from your subs, because if one sub has a delay, it creates a domino effect for all the other subs, and it turns into a potential nightmare for the builder.”

Reynolds personally visits job sites every day, and also employs a construction supervisor. “Every day, every job site will have personalized supervision,” said Reynolds. “Someone will be on that site to ensure the quality and to ensure that it’s being done in a timely manner.”

All American Management Group works with track (including Lennar Homes) and custom home builders, property managers, as well as homeowners.

Reynolds believes his company brings overall value to the market.

“Builders, property managers and homeowners welcome both contractors as well as subcontractors that can help by being part of the solution, not part of the problem.”



All American Management Group recently aligned itself with an established local roofing company which now gives the company the ability to be a true “turnkey” operation that can handle the majority of exterior product needs for the building contractors, property managers and homeowners.

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All American Management Group Ltd is licensed and insured.



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**SunCoast Building Products & Services, Inc.** an established family owned and operated small business located in downtown Historic Conway, SC is enjoying years of success. Celebrating their 25th year as a small business, they have been featured in publications such as “Southern Living Magazine”, “Gutter Enterprise”, “Grand Strand Magazine” along with other local publications and been awarded year after year for excellence in their field.

Master Installer Darryl Hill said, “We are blessed for sure and make no mistake we have worked incredibly hard to become ‘Your Gutter Experts’. We started our business in 1998 where most properties were built without gutters and downspouts. Today we install on most construction, new

and existing.” He added most of the new construction homes and developments are built for an aging population who have migrated south and require a warranted and reliable guttering system which is essential in controlling the flow of heavy rainwater being produced by the storms we experience during Hurricane season.”

These systems also aid in the control of drainage and foundation erosion which will destroy expensive landscapes. Today exterior design is as important as interior. Gutters and



*Suncoast Building Products & Services installed the gutters on this home built by Beach Custom Homes.*

downspouts are not just functional but decorative in use for “Curb Appeal” and if installed properly are a beautiful added design feature to your home’s exterior. During autumn months and hurricane season keeping gutters free of debris in areas with pine trees and heavy foliage are easier with a reliable “Pine/Leaf Gutter Guard Protection System”.



*Suncoast Building Products & Services installed the gutters on this home built by Brighton Construction.*

Darryl recommends cleaning the gutters several times a year

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*Zeb Hill (left) and Darryl Hill (right)*

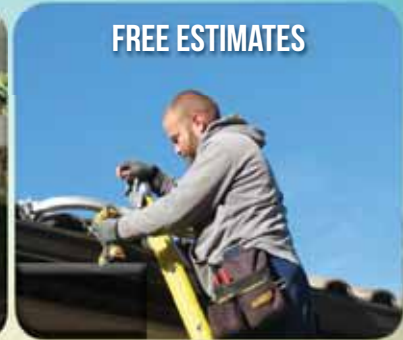
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or adding one of their guards to capture falling pine needles and foliage allowing water to flow properly through the gutter. He states, “We have the BEST Protection systems!” “I have tried just about every single one out there over the last 35 years, I know which ones work and which ones don't.”

The company is family owned and operated. Lesley Hill, Darryl's better half of 37 years, and CEO is active in the community.



*Suncoast Building Products & Services installed the gutters on this home built by Great Southern Homes.*

Lesley is an honored Board Member for The Conway Chamber of Commerce. She believes builders and contractors should “Shop Local” small businesses

first and especially when looking for subcontractors who participate in their communities through memberships that support community involvement. She is also active with the Horry Georgetown Home Builders Association...a former Board Member she explained she is committed to promoting “Good will” between all contractors, subcontractors, businesses large and small along with supporting local and state legislative branches and elected officials.

Finally, their decades of success is attributed to hard work, experienced craftsmanship, an attitude of gratitude and standards of excellence offering superior products at the best price. Our understanding of the essential business principle of “Customer Service and Communication” keeps our long standing clients and customers and their referrals coming back year after year.

Darryl and Lesley Hill along

with their son and Chief Operating Officer, Zeb Hill, and his wife, Megan Hill, General Manager, lead SunCoast Building Products & Services, Inc. We are incredibly grateful for our exceptional team of office staff and skilled technicians. You can visit their showroom



*Suncoast Building Products & Services installed the gutters on this home built by MJM Custom Home Building.*

located at 1703 Park View Rd in Conway.



*Suncoast Building Products & Services owner's, Darryl & Lesley Hill (left) & Chief Operating Officer, Zeb Hill (right). Not shown in this photo is General Manager, Megan Hill.*



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# FLORIDA APPROVED



by Sara Sobota

# Window Coverings Provide Interior Décor & Safety / Security & Curb Appeal For Exterior Design

The selection of the proper interior window coverings can truly enhance the décor of any home or business and the exterior window coverings can provide added protection & safety, as well as enhancing the curb appeal. *Building Industry Synergy* reached out to two highly respected local companies that have plenty to offer in terms of interior window treatments and exterior window coverings to get some feedback on the latest products available and trends in the industry that they have noticed recently.

While we all enjoy some fun in the summer sun, we also know how intense the Carolina weather can be on our windows and our homes. When it comes to protection, privacy, and beauty for interior and exterior window coverings, nobody offers better service and quality products than **Burroughs Shutter Company**.



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Owners Matt and Anna Burroughs work with builders, contractors, home owners, property management companies, and commercial clients to provide the exact product and look to fit the customer's need and expectations. One area of specialty is Bahama shutters, which offer a breezy, tropical look to any windows.



Matt & Anna Burroughs

"We're best at Bahama Shutters," said Burroughs. "We offer them at a variety of different levels, depending on what your ultimate goal is. Some homeowners are looking for privacy, with a growing number of houses being built fairly close to one another. Also, Bahama shutters can provide shade, taking heat off the window, especially your east/west-facing windows. They can also provide hurricane protection, if you decide to go with a hurricane-rated version. Either way you can achieve aesthetic value and still have your shade, your privacy, or hurricane protection without taking away from the look of the house."



Burroughs works with a wide variety of clientele to meet their specific needs.

"We've got something for everybody," said Burroughs. "A track home owner might want golf ball protection over their window. In some track home neighborhoods, one window gets the Bahama shutter, and owners call me to add them to other windows, or they

upgrade to hurricane protection. We range through remodels for a homeowner or builder, right up into extreme custom new builds with top of the top builders, who call on us to provide what they need."



Matt and Anna Burroughs meet with every client personally to learn about their style and their needs and offer options to meet them.

"Whether we're starting with plans, or starting with some amount of build going, or an existing home, we can meet you on site; talk about what you're looking for; walk you through your options -- talk about color, function, and longevity; and overall get the right product you're looking for," said Matt Burroughs.

Solar shades are another popular product. "They might match up with a Bahama, inside with the solar shade, but also, people are installing them on screened porches just to help with that intense morning or late afternoon sun," said Burroughs.