

WILLOW JAMES CONSTRUCTION

YOUR COMPREHENSIVE BUILDING GUIDE



CLE TILE, LONDON APOTHECARY

DESIGNER: MARK ASHBY, COVER PHOTO: CLAY GRIER

CONSTRUCTION CONSULTING SERVICES
BY AMANDA WYATT

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WILLOW JAMES CONSTRUCTION by Amanda Wyatt



STUDIO MCGEE, PROJECT: COVE REMODEL // PHOTO: LUCY CALL

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WATERMARK FIXTURE
ELAN VITAL, AGED BRASS

**ALLOW
ME TO
INTRO-
DUCE
MYSELF**

I'M AMANDA WYATT

Hey there, I'm Amanda Wyatt. Most days you'll find me in a design meeting or on a job site, iPhone in hand, solving problems for my clients. I'm really good at my job and I love it.

I'M A LICENSED CONTRACTOR, A DESIGN ENTHUSIAST, AND A TEAM PLAYER.

Dream projects? That's my specialty. I'm the girl who cheerleads for crazy ideas and is always adding something to her to-do list. I am the wife of a tech entrepreneur, a mom to two adorable kids, and a confidant for my clients. I have opened my own restaurants and built my own homes, so I know exactly how you feel. You need a girl who's got your back and doesn't waste your time. And that's exactly why people hire me.

I BUILD DREAM HOMES ON TIME, ON BUDGET, AND WITH MINIMAL HASSLE TO YOU.

Whether it's a home, a restaurant, or a retail space, I can turn your dream into a reality. I know you're really busy and I also know your time is money. Just because you want to build a house doesn't mean you are looking for another full-time job. Let's face it, you need help. Your dream home has to be designed, built, furnished, and landscaped. You've got to interview vendors, review contracts, answer hundreds of questions, and facilitate massive amounts of communication. So how is all of that work going to get done?

I'M GOING TO HELP YOU.

CLE TILE, SLANT BLACK & WHITE



WHY AMANDA?

I'M GOING TO BE THE BEST THING THAT HAPPENS TO YOUR PROJECT.

Colloquially, I'm a construction consultant, officially an owner's rep. If you're like most people, you have never heard the term "owner's rep." And yet, here you are, needing one. Let me tell you why.

You could try to build your dream building by yourself, but why would you? For a fraction of your total project cost, you could outsource the overwhelm, the hassle, the conflict, and legwork. You'll no longer feel uncomfortable with your lack of industry knowledge or worry that your vendors aren't keeping your best interests in mind. That's my job.

I will take the lead in hiring a talented, qualified team to execute your project. I will champion your design vision and maintain your priorities. I'll facilitate communication, reduce conflict, and keep things moving forward on schedule.

What will you do? You'll get your time back, so you can keep working, traveling, spending time with your family, and formulating your new business plan.

You will also preserve enough patience to make the decisions only you can make, like how you plan to live and entertain in your new space.

The best part? Most people who hire an owner's rep actually enjoy building their homes. So I guess in this case, money really can buy happiness.



COMEDOR RESTAURANT, AUSTIN TEXAS
ARCHITECT: OLSON KUNDIG, PHOTO: CASEY DUNN



COMEDOR RESTAURANT, AUSTIN TEXAS
ARCHITECT: OLSON KUNDIG, PHOTO: CASEY DUNN

**“HIRING A CONSTRUCTION CONSULTANT IS SUCH
A STRESS REDUCER AND A TIME SAVER...AND
TIME IS MONEY IN THE RESTAURANT BUSINESS.”**

PHILIP SPEER
PARTNER AND CHEF, COMEDOR RESTAURANT



5

TIPS TO ENJOY BUILDING YOUR HOME

FEATURED ARTICLE

I'm really lucky that I get to do this job. Why? Because I work with a lot of amazing people. My clients and their vendors are some of the nicest, most interesting, most talented people I have ever met. And if I'm going to work with the best, I have to bring my A game. So how do I do that?

It's all about knowing how to guide my clients through the complicated, stressful, overwhelming process of building their dream homes. I've worked with enough clients to know what makes someone feel on cloud nine about their project and what makes them want to quit. These next few tips are the best pieces of advice I can offer to anyone building a custom home.

1. KNOW WHAT YOU'RE GETTING INTO

If you don't want to feel let down by the building process, it's time to get real with yourself about what you're getting into. Building your dream home is totally worth it, but many clients also admit that:

They needed a lot of professional help.
They weren't prepared to make so many decisions.
They spent more money and time than they had planned.
It was hard on their relationship.

While building a house isn't for the weak, it can still be a very rewarding experience if you do it right. Educate yourself and bring a smart strategy (tips 2 - 5) to the project. In no time, you'll be ready to tackle anything that comes your way.

2. CHOOSE TALENTED VENDORS

The most important parts of a successful building project are often things you trust other people to do for you. Talented vendors bring you integrity, structure, reliability, design savvy, knowledge of the process, and relationships with other great vendors. Clients who don't spend the time or the money to surround themselves with great people often complain of mistakes, conflict, blame, delays, and dishonesty. Do yourself a favor and hire talented, honest people from the start. You may pay a premium to work with the best, but you will certainly get what you pay for.

3. TRUST YOUR INSTINCT

I watch a lot of clients struggle to stick up for themselves during a building project. And I totally get it. You personally know so little about the building process, and you are trying to trust talented vendors to make decisions on your behalf. But keep in mind, none of those vendors have to live in your house when it's finished. They also can't crawl inside your head to know how you're feeling. Don't apologize if you disagree with a vendor and don't feel ashamed if you don't understand something. Ask questions, request alternatives to consider. This is your home and your financial investment. No one should make you feel like your opinions are wrong or that they don't matter. Remember, you are hiring vendors to shape your vision, not to replace it.

4. RELAX A LITTLE

It's normal to feel nervous about your project. Your home or business is a big investment and likely a very personal one, so of course you want everything to be perfect. But overthinking your decisions and trying to control all of the details doesn't produce a better outcome, it just causes major stress. Relax, and keep in mind that your project is being built by real people with natural materials. The feeling of progress will vary from week to week, and things may not go exactly the way you expect them to. Let go a little and trust your team. This is a long process and the final product always turns out great in the end!

5. HIRE AN OWNER'S REPRESENTATIVE

This one is a little self-indulgent, I know. But I wouldn't be doing this job if I didn't see how clearly I added value. I truly believe that clients can and should feel rewarded by the process of building a custom home. But I also understand why it's hard to feel rewarded when you mostly just feel exhausted, overwhelmed or your attention feels too divided.

How do you know you're the right client for an owner's rep?

You're busy
You're building in a market that is not your primary residence
You have young kids at home
You're an entrepreneur or a business person
You're good at delegating
You know your time is worth more somewhere else
You just want to make life easier on yourself

When people hire me, I can dramatically improve their experience with building a home. The overwhelm, the conflict, the responsibility for communication, and the persistence of decision fatigue simply go away.

Most clients say that hiring me is the best decision they made on their project. And it isn't just the client who is happy to have an owner's rep in the picture. The vendors also benefit from having a contact who always picks up the phone and can add context to difficult situations. So let me help you, we've got this!



PLATT ARCHITECTURE & PLATT INTERIORS, WHICH-A-WAY PROJECT



6

PIECES OF ADVICE FROM THE EXPERTS

F E A T U R E D A R T I C L E

It takes a village to build a great building, so I gathered up the best architects, interior designers, landscape architects, and material manufacturers out there, all for your benefit. Not only are these people killing it in the building business, but they are also really freaking NICE.

Working with the coolest people in the business is an absolute privilege. I have learned so much from other industry professionals, and believe me, there is no group more qualified to give advice than the talented humans who offered up their perspectives for this article (lucky you, it's all for free!).

[READ ON...](#)



STUDIO MCGEE, PROJECT: COVE REMODEL // PHOTO: LUCY CALL

HEAR FROM THE BEST IN THE BUSINESS...

1. AVI ABEL PRESIDENT, WATERMARK DESIGNS

My advice would be that each homeowner should stay true to their vision of how they want their project to end up looking. Don't be afraid to push boundaries with architects, designers, engineers, contractors, etcetera, and of course manufacturers. I have often found that compromising will occur, but the results are still far greater than if one just settled based on a quick "easy" solution. This is why it's important to work with experienced tradesmen and manufacturers who are able to customize and modify. Not only can they achieve custom solutions but they are also more adept at solving problems that can and often arise during any construction project.

2. PHILIP SPEER CHEF & PARTNER, COMEDOR RESTAURANT

Hiring a construction consultant is such a time saver and stress reducer in so many ways. When you start a building project, you aren't even aware of how many really important administrative tasks need to be handled. Many people either don't get started or can't complete their projects because they feel overwhelmed. But a good consultant will oversee contracts and pay schedules, review change orders, handle permitting, hold people accountable, reduce finger pointing, and eliminate unnecessary expense. Having a person who is keeping my best interests in mind and telling me "yes" and "we've got that for you" allows me to have more fun and focus on what I'm good at - bringing my creative vision to life.

3. PARKER PLATT CO-OWNER & PRINCIPAL ARCHITECT, PLATT ARCHITECTURE

When designing a house in the mountains, be sure that your plan takes into account all that the site has to offer. Design your home no larger than you need, and finish it as well as you can, all within budget. Keep to these guidelines, and you can't go wrong.



GARDEN DESIGN STUDIO, TRIBOLET PROJECT
PHOTO: SEE IN SEE OUT

4. DEBORAH OSBURN

FOUNDER & CEO,
CLE TILE

Push boundaries and embrace the irregular. At Cle tile, we use this philosophy to produce our zellige glazed terracotta tiles. There is something stunning about ceramic products in which you can get irregularity based on how the tile is fired or placed in the kiln. These tiles are all "birthed" from the same firing process, and the tiles are all from the same family, but each one comes with this luscious variation. Not only do we love this effect on our tiles, but we also invite people to explore the application of this philosophy in other ways, especially when it comes to building or designing your own project.

5. BILL BAUER

OWNER &
LANDSCAPE ARCHITECT,
GARDEN DESIGN STUDIO

Whether it be for a residence or a commercial property, get a Landscape Architect on the team earlier rather than later. There are many aspects of landscape architecture that are key to the success of a project and benefit from early planning. The largest mistake people make is thinking that landscape architecture is just plant selection and so they put it off until late in the process. It involves so much more - from early assessments of drainage patterns, topography and site conditions, to all exterior hardscape design, outdoor lighting, drainage systems, shade structures, and most tangibly to the architecture - working with the design team to design how the building meets the land...

6. SHEA MCGEE

CO-FOUNDER & CHIEF
CREATIVE OFFICER,
STUDIO MCGEE
MCGEE & CO.

A little communication goes a long way. If you don't like a selection from your designer, speak directly so they can get a better understanding of your vision. They need more feedback than "yes and no." Also, designers are trying to look at the entire picture, so listen to their choices because there is usually an intentional reason for a selection beyond being "pretty." You need to select designers you trust and then trust the people you are hiring!

YOUR BUILDING CHEAT SHEET

Even if you hire the best in the business, you can't get anything built on auto-pilot. Vendors need direction in order to get started, which means they are looking for answers...from you. The better the answers, the more likely you are to get what you want out of your house design (aka, you aren't complaining about it once you move in). So grab a glass of wine and get cozy! I'm going to walk you through just a few of the hundreds of questions you'll be asked when you decide to build.

VENDOR SELECTION

Your first key to building success is assembling a great team. It takes a lot of time to carefully interview vendors and hire the right people for your project, but it's worth it. Plus, I'll do most of the hard work for you. Here's who you need in your corner and here's what they will do for you:

Real Estate Agent: will help you figure out what neighborhood you fit into and what style and size of lot makes the most sense for your project.

Surveyor: will create a topographic map of your land, allowing you to maximize your view and your privacy and minimize unnecessary expense related to house and driveway placement.

Architect: will design your architectural floor plans and elevations and set the general vibe for how your house will look, feel, and function.

Structural Engineer: will make sure your building is designed to be structurally sound.

Geotechnical Engineer: will test for soil conditions on your property, helping you optimize your excavation and site work plans.

Building Contractor: will organize and execute the physical building of your structure.

Interior Designer: will select interior and exterior finishes and purchase and install furnishings and fixtures. a great interior designer will take your architectural aesthetic to the next level, making your house feel personal and cohesive.

Landscape Architect: will assist your architect by providing a detailed site plan for your lot and will design plant materials that work with your architecture. it's great for you if your landscape architect also installs and maintains your plants.

Audio/Visual Specialist: designs and installs lighting controls, tv and sound systems, as well as security monitoring for your property.

Storage Company: accepts deliveries of finish materials and furniture for your home, inspects for damage, provides temperature controlled storage, and delivers items on demand.

PURCHASING LAND

Knowing where you want to build is an important initial step, and there can be a lot of factors that dictate where you best fit. Spend some time thinking about what makes the most sense for your lifestyle, also keep in mind that your lot creates both opportunities and limitations for your building design.

How big would you like your lot to be?

What kind of view do you want?

Do you want your lot to be close to town?

Do you want to live in a development?

What type of development do you want to live in?

What is your budget for the lot?

Did you get a survey done on your lot?

Do you have utilities in your development or do you need a septic permit?

CONTRACTS, FINANCING & PAYMENTS

Administration is the most tedious part of any project, but no project gets done without it. Take some time to plan ahead for the administrative details, deciding who manages them and how contracts and payments get processed. Being organized upfront will save you time and stress once the project gets rolling and you realize you don't have the time or patience to be involved at that level of detail.

Are you getting a loan or using private financing?

Do you have an appraisal?

Are you happy with the value of your appraisal?

Is your bank allowing you to draw a deposit to get started on construction?

Has your builder provided you with a contract for the bank?

Do you have contracts with all of your vendors?

Who will review and approve all of your applications for payment?

Who will pay your vendors and keep track of your project accounting?

ARCHITECTURAL PLANS

Not only will your architect have a huge impact on how your house looks and functions, but he or she will be very involved in setting and sticking to a budget for your project. Hire an architect that is professional, organized and understands your vision. It is also helpful if the firm will assist you with construction administration during the building phase, being available for questions and ensuring that the house is being built to proper specifications.

- What is your budget for this house?
- How much time do you spend at this house?
- Do you entertain while you are here?
- What style of house do you like?
- What restrictions does your development place on your building style?
- How big would you like your house to be?
- How many bedrooms do you need?
- Would you like a guest house?
- Would you like a garage?
- How much space do you need for parking?
- How much privacy would you like your house to have?
- How much yard space do you plan to use?
- Do you have kids or pets?
- Do you like outdoor living spaces?
- Do you need an office or a study?
- Do you need a mudroom in addition to a laundry room?
- Would you like fireplaces?
- How much storage do you require?
- Would you like lightning protection?
- Would you like a generator?

AUDIO & VIDEO

An audio/video specialist is a must on any custom building project. Architects and electricians can help with basic electrical plans, but you want an expert planning and wiring for lighting control, home automation, home audio, and security. Most of these topics deal with lifestyle choices so it's important for you to consider how you want live in this house and how much technology and security you like and need.

- Do you have normal routines that you follow?
- Do you prefer more general lighting or more recessed lighting?
- Would you like your lights to dim?
- Do you like home automation?
- Are you interested in home audio?
- How visible would you like your speakers to be?
- Do you want to be able to stream audio from the internet?
- Are you interested in surround sound for any of your TV's?
- Are you interested in a whole home server to back up your files?
- Would you like a lighting control system?
- Would you like keys to your door or an electronic control panel?
- How much security do you require?
- Do you want remote water shut-off?

INTERIOR DESIGN

Finding the right interior designer for you is a little bit like dating: you really need the right personality and lifestyle fit for it to work well. Some clients hire interior designers who present a very specific style and others look for designers who are good with lots of different styles. Either way, a great interior designer will enhance your architectural design and make your home feel really personalized. And when you find that fit, you can relax a little bit and trust the process to your design team.

What style inspiration are you using for this house?

What material preferences do you have?

What color preferences do you have?

How much maintenance can you handle with your material selections?

Do you want your kids rooms to be specific or more gender neutral?

Which rooms will be used specifically for extended family members or nannies?

What type of experience would you like your guests to have when they visit you?

How do you cook and entertain in your kitchen?

Do you want showers or baths for the kids rooms?

Do you like rain head or hand-held showers?

Do you like single or double basin sinks?

Do you like wall or deck mounted faucets?

What type of doors do you like?

What type of trim do you like?

Do you like paneling or plaster on your walls?

Which rooms need TVs?

Do you want motorized shades or manual shades?

What types of fabrics do you like?

Do you prefer vintage pieces?

Do you want custom pieces?

What type of materials would you like to see on the outside of your house?

LANDSCAPING

If you hire a landscape architect early enough in the process, he or she can address technical concerns like drainage and site planning. Later in the project, your architect will be really involved in exterior building decisions, such as designing outdoor living styles, privacy screening, edible landscapes, pools, fire pits, and more. Hire a visionary, but also someone who is a team player and can work well with the rest of your team.

What is your landscaping budget?

Do you like your landscaping to be more natural or more manicured?

Do you want to pay for more mature landscaping or do you prefer to let it grow in?

Do you want a fire pit?

Do you want a garden?

Do you want any edible plants?

How much grass would you like to see?

How much privacy screening would you like?

Do want any stone steps?

Do you want any pathways?

Do you like things that bloom?

Do you have any particular flower preferences?

CLIENT & VENDOR TESTIMONIALS

LOVE FROM PAST PROJECTS

COMEDOR RESTAURANT, AUSTIN TX
ARCHITECT: OLSON KUNDIG
PHOTO: CASEY DUNN





**BUILDING IS A TEAM SPORT,
AND I WOULD NOT BE MAKING
DREAMS COME TRUE
WITHOUT MY AMAZING CLIENTS
AND VENDOR PARTNERS.**

I know I've talked a lot in this guide about who I am and what I do, but now it's time to let others do some of the telling! Here are just a few testimonials from real clients and professional vendor partners who have allowed me to be a part of their most important and personal projects.

[READ ON...](#)



STUDIO MCGEE
LAKE HOUSE PROJECT

ALLIE & NAT SAY...

Working with Amanda has made the entire homebuilding process seamless. She keeps the (many) involved parties aligned and in perfect communication, helps us prioritize and manage decision-making deadlines, and adds a layer of attention to detail that we would not have been able to bring to the table ourselves. She is our pair of eyes and boots on the ground and an excellent advocate in all matters. Her eye for design and her mind for detail combined with her experience in the construction process have been invaluable to us, not to mention that in addition to being completely professional she is an absolute pleasure to work with.

Allie and Nat are residential homeowners from NYC. They have a second home in Cashiers, NC.



CLE TILE, ARCHITECTS PALETTE

DEBBIE SAYS...

While Amanda was engaged with me on numerous projects, she managed to make herself wholly indispensable. Whether it was related to a contractor, a vendor, or vision, style, functionality, and efficiency, Amanda could track it down and sort the details to make final decisions easy. Amanda is a person with a great aptitude who listens and executes. If you have mission impossible, take Amanda with you and it will happen beautifully on time and on budget.

Debbie Mohay is the previous VP Operations at Block.One, a technology startup based out of Hong Kong.



PLATT ARCHITECTURE
MOUNTAINTOP GOLF CLUB, NC

PARKER SAYS...

Amanda is fantastic at what she does. She represents her clients well, always putting their interests first. She's organized, proactive, fearless, fun, and well liked by all those involved.

Parker Platt is the co-owner and a principal architect at Platt Architecture in Brevard, NC.



SADLON & ASSOCIATES CUSTOM HOME
MOUNTAINTOP GOLF CLUB, NC

TIM SAYS...

Working with Amanda has added so much value to our building process. We build large, complicated custom homes, and to do that successfully, we need to make sure no one is losing track of the details. Amanda does a lot of the necessary behind-the-scenes work: getting critical decisions made, reducing conflict, and picking up the small details that can be a hassle for us and for the client. Amanda shows up and solves problems as they arise, and we can always get her on the phone if we have a question or a concern. It's this type of responsiveness and attention to detail that keeps our projects moving forward in real time, allowing us to finish houses on schedule and on budget.

Tim Sadlon is the owner and licensed builder at Sadlon & Associates in Cashiers, NC.



CLE TILE, LONDON APOTHOCCARY

THE INVEST- MENT

BUILDING A HOUSE IS AN INVESTMENT

I take my job as your owner's rep seriously. Why?
Because this building is more to you than a home (or
a restaurant or a retail space). It's also a significant
financial investment.

Part of my job is to help you protect that investment.
The earlier in the process you hire me, the better I
can understand your vision and priorities, and the
more opportunities I have to help you make respon-
sible decisions.

Hourly Rate:

\$200

Average Hours Billed per Week:

10 - 15 hours

Average Project Length:

12 - 24 months

Average Total Project Cost Spent on Owner's Rep:

2% - 6%

READY TO MAKE THIS
PROJECT A LOT EASIER?
LET'S DO THIS!



WHERE YOU FIT IN.

CUSTOM HOME

Most residential clients are building vacation homes far away from where they normally live and work. It's hard to manage a project remotely and it's a real drag to spend all your free time traveling to check in on your building project. So let me handle it for you. I can:

- prevent decision fatigue
- facilitate communication
- represent your interests
- make it easy for you to move in

RESTAURANT

Opening a new restaurant is a massive undertaking. It's critical that you have time to write your menus, hire your team, organize your systems, and market your customer experience. Let me get that instagram-worthy space built so you can focus on the really important stuff. I will:

- direct your vendors
- balance form with function
- keep your project on budget
- get you open on schedule

OFFICE SPACE

Your office is a reflection of your brand and company culture. It's an hiring tool plus an investment in your future. Your office needs to look awesome, but it also has to be really functional. You're great at growing your business, and I'm great at building offices. Let me:

- identify and prioritize your needs
- draw up the architectural plans
- manage the construction effort
- get your organization moved in



W A T E R M A R K E L E M E N T S F I X T U R E , M A T T E B L A C K

WHERE YOU NOPE OUT.

MICRO-MANAGEMENT

Expecting your vendors to build this without bothering you? Not a chance. Even really talented vendors can't replace YOU. A successful building project takes more communication, detailed review, conflict mediation, showing up, holding people accountable, researching alternatives, and scheduling than you ever thought possible. If you really want this project to feel like it's on cruise control, delegate your portion to me. As your owner's rep, I act on your behalf. I'm the first point of contact for your vendors, and I do the legwork to expedite decision making. Bottom line: I'll keep you informed and get you involved when you're needed. The rest you can leave to me.

CONTRACTS + PAYMENTS

Contract review and payment applications are probably two of the most incessant parts of a building project. It will feel tempting to rush through them simply because you're busy and you feel hassled by the amount of time and focus they require. But it's also really important to get contracts and payments right. And while I can't act as an attorney or an accountant, I can work with those professionals to get contracts reviewed and payments made in a way that reflects your best interests and doesn't hold up the project timeline.

TEDIOUS ANALYSIS

So. Many. Decisions. No really, it feels endless. A big part of decision fatigue comes from the fact that you don't know how to approach the problem. First you have to set the priorities, do the research, evaluate the alternatives, and compare the prices before you can even start making any decisions. My role is to prevent decision fatigue by handling the tedious parts of analyzing your options. When I bring a decision to you, the alternatives will feel smart, pared down and concisely explained so that you can make an intentional decision and move on to the next one. Think of yourself as the CEO of your house project.



HOW TO BOOK

It's always great to personally connect before booking my services. You and I will work together for a long time, so it is important that our dynamic is positive and our values align. Shoot me an email, let's set up a time to get to know each other!

GET AHOLD OF ME HERE:

206.250.7926

AMANDA@WILLOW-JAMES.COM

I select projects based on client fit and availability in my schedule. Because the project timelines are long, it is helpful to contact me well in advance of your start date. Client bookings are finalized when a completed contract is submitted.

THANK YOU SO MUCH FOR YOUR

INTEREST IN BUILDING SOMETHING

GREAT TOGETHER!



PLATT ARCHITECTURE, WHICH-A-WAY PROJECT

FEATURED VENDOR PARTNERS:

Cle Tile: cletile.com

Comedor Restaurant: comedortx.com

Olson Kundig: olsonkundig.com

Garden Design Studio: gardendesignstudio.us

McGee & Co: mcgeeandco.com

Platt Architecture: plattarchitecture.com

Sadlon & Associates: sadlonandassociates.com

Studio McGee: studio-mcgee.com

Watermark: watermark-designs.com

PHOTO: JESSICA KETTLE
STUDIO MCGEE, PROJECT: MODERN LAKE HOUSE





STUDIO MCGEE, PROJECT: SM RANCH HOUSE



WILLOW JAMES
CONSTRUCTION

GARDEN DESIGN STUDIO. TRIBOLET PROJECT // PHOTO: SEE IN SEE



BY AMANDA WYATT
WWW.WILLOW-JAMES.COM