

# Port City Homes

## Custom Home Diversification Across The Grand Strand



by Susan Roush



The interior living area in the current Collins Creek Landing model home in Murrells Inlet, SC.

Drew Hanna, Co-President of Port City Homes, is a Citadel graduate, which provides some insight into his character. Imbedded in The Citadel's Mission Statement is this sentence: *It is equally important that Citadel graduates are capable of both critical and creative thinking, have effective communication skills, can apply abstract concepts to concrete situations, and possess the methodological skills needed to gather and analyze information.* Sounds like qualities one would want in their builder.



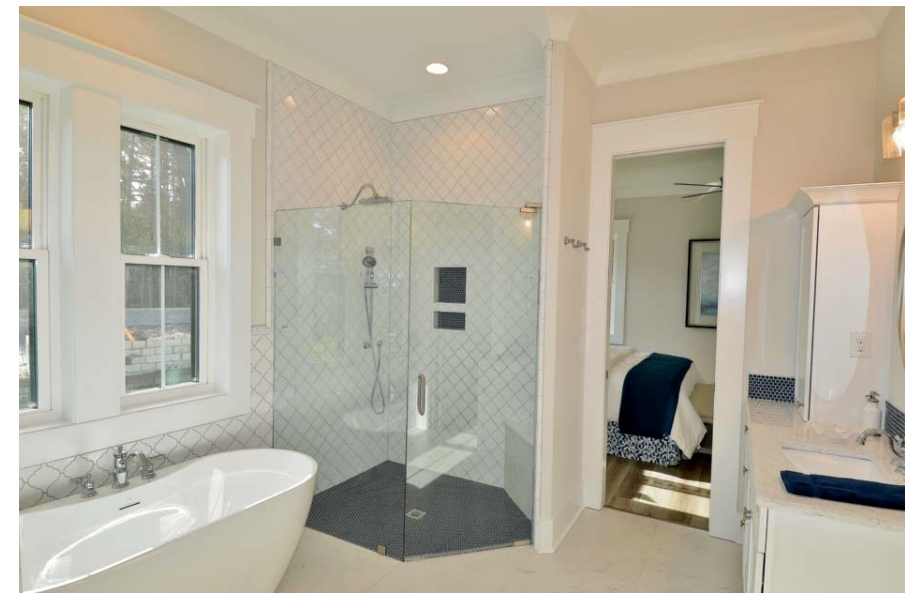
The kitchen in the original model home in Collins Creek Landing.

Drew's first job out of Citadel was with a construction staffing company in Charlotte. He returned to Citadel for his MBA and then joined an industrial and commercial contracting company. He met his partner and Co-President Kiriloff in Charleston where they both worked for another company. The two started Port City Homes in 2008, melding their combined 40+ years of experience. Drew assumed the responsibilities of the Myrtle Beach market, while Bruce remained in Charleston. Drew's team members include Cliff Lemire, Construction Manager; Chris Welsh, Project Manager; Barbara Elliot, Controller;

Matt Robinson, Purchasing and Estimating; and Gail Smith, Office Manager.

Drew described some of the advantages Port City Homes offers, "We have a library of plans that homeowners can choose from and customize to their liking, or we can design something brand new. We have the experience to build all types of homes whether it's a beach-front home, a custom home in one of the plantation neighborhoods, or more of a starter-type home. We can span all price points and styles." When it comes to actual construction, Drew said, "With the bones of the house don't cut corners – we try to go above and beyond." He added, "We treat each customer – whether it's a million dollar house or a 250,000 - house fairly and take that extra step during construction to ensure they have a well-built home and that they're satisfied in the end."

Besides building for clients who



The master bathroom in the current Collins Creek Landing model home in Murrells Inlet, SC.

have their own lot, Port City Homes is active in three South Strand communities. Their newest development is Caroline Court in Murrells Inlet, close to the Waccamaw River and Intracoastal Waterway. The starting price in this 20-home pocket community is 300k.

There are 16 remaining lots in the Collins Creek Landing subdivision in Murrells Inlet for homes starting in the 500s on one-third acre lots. In Garden City, Port City Homes has select lots available in the Reflection Pointe community to build homes from the mid to upper 300s.

Regardless of the community or price point, Drew draws his satisfaction from, "Seeing something happen every day. Every day is something different; a new challenge. I enjoy working with our customers and trade partners. There are always new ideas – always growing and changing."

From the conversations Building Industry Synergy had with four Port City Homes homeowners, it is evident that they enjoyed working with Drew and his team.

Renee DuFrenne's relationship with Bruce and Drew predates the founding of Port City Homes. She was in the mortgage division for a national builder for 20 years, which overlapped Bruce's time with that builder. Renee said, "When my late husband and I built our first spec home in Pawleys, we reached out to



Port City Homes' Co-Owner Drew Hanna (left) with sales executive, Meghan Denny (The Litchfield Company Real Estate) inside the model home in Collins Creek Landing.



Bruce, who was still in the Myrtle Beach market, and that's how we met Drew. Port City Homes also built a second inventory home for the couple. During the second build her husband became very sick. Renee remembers, "They were amazing to work with," during that difficult time. Renee has since remarried, and she and her husband Dave Desmarais had Port City Homes construct their Intracoastal Waterway home in Socastee. "I will tell you first and foremost they back up their work 100-percent. They did what they said they were going to do, came in on budget, and were very professional; the quality of their work was very impressive." Dave was impressed with Drew's integrity and honesty. Having built homes before, Renee knew that there can be issues. There were challenges with the site that they chose for their raised home, "but the bottom line is the way that Drew worked with us through those challenges – it was all professional." Renee added, "Cliff oversaw the house and he was amazing – he was so accommodating."

Woody and Nancy McKay are in the process of building near a



*Drew Hanna (left) reviews the plans with homeowner's Woody & Nancy McKay in front of their home under construction in Garden City, SC. "We're pretty much building the same five bedroom house we had at Collins Creek Landing. We loved the layout and asked Drew if he could do it on 15' pilings." While still living at Collins Creek Landing Woody and Nancy watched 8 or 10 houses being built by Port City Homes and were impressed with their process. Woody said, "It was one crew after another. There was never any downtime. I thought, 'that's the kind of guy I want to build my house.'" Woody said, "We're just crazy about Drew and his family."*

marina in Garden City. They owned a home in Collins Creek Landing, which is how they came to know

Port City Homes. Woody said, "We're pretty much building the same five bedroom house we had at Collins Creek Landing. We loved the layout and asked Drew if he could do it on 15' pilings." While still living at Collins Creek Landing Woody and Nancy watched 8 or 10 houses being built by Port City Homes and were impressed with their process. Woody said, "It was one crew after another. There was never any downtime. I thought, 'that's the kind of guy I want to build my house.'" The couple expect to move into their new home in late March 2021. Woody said, "We're just crazy about Drew and his family. The only thing that I have problems with is he pulls for Clemson when they're playing



*Port City Homes completed this home in Hagley Estates in Pawleys Island, SC.*

South Carolina!"

Kathy and Tom Flanders had their dream delayed, but it was worth the end result. Kathy explained, "We had a lot and wanted to build in Highwood [at Prince Creek] and Drew was our first choice. A realtor steered us in a different direction, so we used a different builder and weren't real happy with the results." Fast-forward from 2015, Kathy said, "We contacted Drew again and said we had bought another lot in Highwood and wanted him to build on it."

The Flanders recently moved into their European-style dream house, which is going to be a cover feature in Designer Dream Homes. During the planning and building Kathy said, "We were the king and queen of the change orders." They made several modifications to the floor



*Port City Homes completed this custom home in the Grande Dunes community in Myrtle Beach, SC.*

plan, making spatial adjustments, closing in the patio for a Carolina room, and adding two bedrooms and a bath to the second floor. Kathy and Tom were no strangers to building, so she could unequivocally say, "It has been the best building experience ever. We have had fun

with this; I've aggravated poor Cliffy sometimes, but we had a great time. We love everything about Drew and we liked working with Gail [office manager]. We recommend them all the time."

It's been almost three years since Blair and Gayle MacLachlan moved

into their North Litchfield home. After working with an area realtor to find an existing home on the South Strand, Blair said, "We finally got to the point of saying the house we want is not on the market, so it's better and cheaper to actually build it." The realtor identified a few builders and the MacLachlans met them all. Blair said, "Drew took us to a couple of homes that he built and it was hands down, no



*The exterior of the Grande Dunes home shown above.*



question, that this is the guy we wanted to build our house.” Gayle was the one with the design vision and she worked closely with Cliff. Blair said, “Cliff was amazing – he oversaw all of the work and all of the subcontractors coming in. That man is meticulous – unbelievable.” Gayle added, “They were all really super nice people. I still talk to Gail – they’re all very nice and easy to work with.” During the build Blair said, “We had complete trust in their workmanship. What they said they were going to do they did, and it worked out beautifully. We’re from Connecticut, we’re not actually use to people doing what they say they’re going to do, and at a level of quality – I can’t tell you. Everything looks as good as the day we moved in.”



*Port City Homes completed this home for Blair and Gayle MacLachlan in North Litchfield. Blair said, “Drew took us to a couple of homes that he built and it was hands down, no question, that this is the guy we wanted to build our house.” During the build Blair said, “We had complete trust in their workmanship. What they said they were going to do they did, and it worked out beautifully. We’re from Connecticut, we’re not actually use to people doing what they say they’re going to do, and at a level of quality – I can’t tell you. Everything looks as good as the day we moved in.” Because of the team’s attention to detail there were no surprises. Blair said, “Drew was really good at itemizing what the expenses were going to be and what he budgeted for, so we had real detail. “These guys stand by their work. We were 900 miles away and they built my wife her perfect house; it was a really enjoyable experience.”*

Because of the team’s attention to detail there were no surprises. Blair said, “Drew was really good at itemizing what the expenses were going to be and what he budgeted for, so we had real detail. Gail was in charge of all of the change orders, checking that every change order was absolutely correct and setting up all the appointments.” The couple was

impressed at how clean the house was when it was finished, and how quickly Drew responded to a couple minor issues. Blair summed up,

“These guys stand by their work. We were 900 miles away and they built my wife her perfect house; it was a really enjoyable experience.” ■



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SECURITY – HOME AUTOMATION ACCESSIBILITY EQUIPMENT



by Sara Sobota

2020 Brings About Increased Demand For Upgraded Security – Home Automation & Accessibility Equipment For Homeowners

The year 2020 has brought a lot of change to our world. With families spending more time at home, the combination of comfort and security has become more important than ever. Security Vision of Myrtle Beach and Port City Elevator have become a mainstay in our community for the above mentioned industries. The two professional organizations place a high emphasis on learning about each individual family’s lifestyle to determine what types of home automation and security systems best suit their home or business.

Many homeowners are familiar with individual smart home devices, but **Security Vision** allows them to transform their lives with all-encompassing automated convenience.

one or two automated features and add more in the future, so that all devices work together regardless of their purchase date. The company’s new digital brochure offers detailed information and videos that not only feature but demonstrate the effectiveness of all elements of the smart home system (see QR Code).



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Security Vision owner, Michele Weissman, in a customer’s home in Myrtle Beach, SC. Security Vision was responsible for installing all of the motorized shades, as well as the security system and completing all of the home automation for this homeowner.

Michele Weissman, owner of Security Vision, has been in this

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