



PHOTO © CHUCK GEE

The residence of Dr. & Mrs. Brian Keith Blair in DeBordieu Colony.

say enough good things about how professional he was. And I got to meet a lot of his subcontractors because, even though I didn't live in that area at the time, I'd make a number of trips [from Atlanta to Georgetown] at certain points."

As the initial point of contact, Robert also serves as the project estimator and project manager, and, of course, the go-to for all of the subcontractors on the Coastal Builders team.

"I wear a lot of hats," he laughs.

"Thankfully, I have a part-time bookkeeper who can handle the contracts, paychecks and paperwork ... I learned a ton over the last 15 years in the industry, too."

When Robert isn't wearing his multiple hats on the job, he and his family of five like to spend time on the water and play outside as much as possible. He's also involved in the Georgetown Rotary Club and the city of Georgetown's Community Appearance Board. And Robert

doesn't mind continuing his father's legacy with the family-owned Coastal Builders.

"I want to continue Dad's mission of building that relationship with the client or homeowner," says Robert. "It's more than them getting a house out of it. It's more about building a bond and a trust and a friendship. He always had fun with the business. And I prefer to be out in the field, without much time in the office. My truck is more of my office than anything!" ■



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by Sara Sobota

The Proper Selection & Professional Installation Of Exterior Products On Your Home Or Business Protects Your Investment For Years To Come

Building Industry Synergy reached out to two of the most respected companies in their field that continue to exhibit excellence in everything they do & have the longevity to back their stellar reputation. Representatives from each company discuss the exterior products they offer & the importance of making the proper decisions & selections for your home or business.

At **Spann Roofing**, experience is vast and quality runs deep. Since its establishment in 1957, Spann Roofing has taken pride in its honest approach and high standards, ensuring that every customer is informed, educated, and pleased



Spann Roofing's residential division manager, Kimberly Stoffel.

with their roofing project.

Kimberly Stoffel, Spann Roofing residential division manager, said the company's longevity results from an ability to maintain reliable operations, regardless of the season or environment. In the recent Covid employment crunch, Spann Roofing continued its business without a hitch.

"We're moving forward as usual," said Stoffel. "The fact that we've been doing this since 1957 means we've been through it all. It's no different than when you have a surge in business after a hurricane comes through. We're always in that prepared mode, and we know how to handle those situations. It's nothing



new to us."

Spann Roofing is not only a Certified GAF Master Elite Contractor – one of only two in the Grand Strand area – but also a member of the association's President's Club.

"Only three percent of

(Continued on page 26)

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contractors in North America have GAF master elite certification,” said Stoffel, “and qualification for the President’s Club involves very detailed trainings, a certain volume of work, and the longevity of your certification.”

Dave Wahrendorff, Spann Roofing residential sales manager/estimator, said the company maintains its high standards by keeping its size manageable.

“We’ve got top-notch project



Spann Roofing's residential sales manager / estimator, Dave Wahrendorff.

managers, who maintain Spann’s quality of workmanship throughout each roofing project,” said Wahrendorff. “We run fewer crews, so we can keep an eye on every step of the process.”



Stoffel agreed, highlighting the attention to detail in every project.

“We like to be hands-on at all times,” Stoffel said. “We make sure we have project managers who are available to be in and out. We have a massive checklist of inspection, from pre inspection to final inspection, and our project managers go over these roofs with a fine-toothed comb. If one nail is out of place, we’ll find it and correct it.”

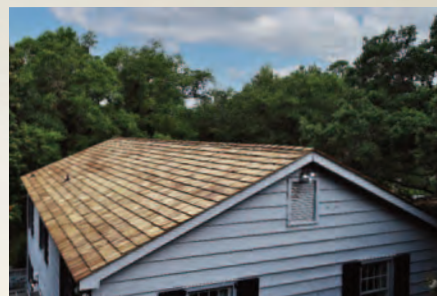


Both Stoffel and Wahrendorff said honesty and straightforwardness is essential in the Grand Strand roofing business.

“We’ve inspected a bunch of roofs,” said Wahrendorff. “People don’t know, but if a roof is seven years old or newer, you’d need golfball-size or softball-size hail to really damage



that roof. We do free inspections, so if people even question if their roof has been compromised, we’ll come look at it. We’ll just be honest with them if their roof is fine: we’ll say, ‘You weren’t affected by this; there’s



no reason to reach out to your insurance company.”

Stoffel said this distinguished Spann Roofing from some other companies.

“We will always do things honestly and by the book, even if that potentially hurts us or we lose a sale because of it. We’re not going to promise we can work things out with your insurance company. We don’t play those games.”

Stoffel also noted the best advertisement is pleased customers.



Spann Roofing is GAF master elite certified and a member of the association’s Presidents Club.

“We don’t do excessive marketing. We just work hard. Our work comes mainly through word of mouth, and that in itself says a lot.”

SunCoast Building Products & Services, Inc. a family owned and operated small business located in the heart of Downtown Historic Conway SC continues to follow the forever evolving guttering industry through the uncertainty and blessings of the past couple of years. These Gutter Experts



Suncoast Building Products & Services owner, Darryl Hill (left), with son Zeb Hill (middle) and installer, Mike Norton (right).

enjoying success for more than 20+ years have been featured in major publications including “Southern Living Magazine” and “Gutter Enterprise Magazine” and continues to be awarded yearly for excellence in their field. Owner and Master Installer Darryl Hill said, “I’m thankful to see the market continue to boom even through the pandemic, election and civil unrest this year and honored to continue to be of service to all of our valued clients and their referrals.”

Horry and Georgetown Counties have experienced heavy rainwater and flooding over the past several years and a correctly installed guttering system is essential in helping to control the flow of heavy rainwater from these storms which flood, erode and destroy foundations and expensive landscapes.



Darryl Hill (left) & Zeb Hill (right) measure and cut the custom gutters for a project in Ocean Isle Beach, NC.

A good Gutter system will aid in the control of drainage and foundation erosion. As master installers they understand the different types of foundations builders use which aids in making good gutter/gutter cover decisions for their clients. The use of

(Continued on page 28)

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pop ups, diverting drains and downspouts can be key to moving water away from your property. Roof pitch is another factor of whether you will need a standard or commercial size



Suncoast Building Products & Services has been installing custom seamless gutters for building contractors and homeowners for over 20 years & is widely considered one of the premier installation companies in this area.

system in order to catch the water as it runs down from the roof.

Darryl also added through the Autumn months and Hurricane season keeping gutters free of debris in areas with pine trees and heavy foliage is easier with a Top of the line "Pine/Leaf Gutter Guard Protection System". These guards capture falling pine needles and foliage and allow water to flow properly



through the gutter. He states, "We carry a number of Great Protection systems!" Last but not least gutters and downspouts are now being installed not only for function but also for "Curb Appeal!" They come in all sizes, shapes, colors and materials these days and can be a quite lovely exterior addition to the decoration of your home."

Both Darryl and Lesley Hill (Darryl's wife & co-owner) spoke about the issue of trying to balance this incredible housing boom with the arduous task of finding qualified and professional gutter installation technicians for hire in our area. Lesley said, "The skilled labor market in Horry County is lacking for the demand and is a complication for all construction and skilled trades." She further explained "Baby boomers are retiring, and millennials are disinterested in outdoor skilled labor as a profession." "This leaves us with the



Suncoast Building Products & Services owner, Lesley Hill (right) with daughter-in-law and office manager Megan Hill (left).

dilemma of head hunting to find qualified workers to meet the rising demand." To help we are volunteering and supporting the educating of our youth about careers in construction through the HGHB, staying in contact with the Academy for Technology and Academics and SCWORKS and HGTC. We have also instituted a "Train & Earn" program where we hire serious applicants and provide them with tools, boots, and uniform shirts to learn the Gutter Trade on the job.



Finally, Suncoast's continued success is attributed to skilled Experienced workmanship, Excellent craftsmanship, and offering Superior Products at the Best Price. Our understanding of the essential business principle of "Customer Service & Good Communication" keeps our

contractors, home- owners, business owners, and their referrals coming back year after year.

Darryl and Lesley Hill along with son and Crew Leader Zeb Hill lead SunCoast Building Products & Services, Inc. Megan Hill, Zeb's



wife is the company's Office Administrator. This small but mighty team has been in business since 1998. You can visit their showroom located @ 1703 Park View Rd in Conway, SC. ■

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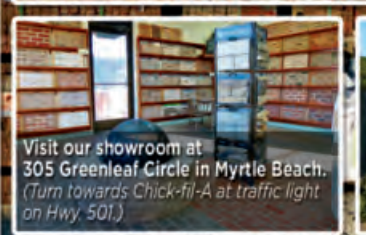
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