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PAMELA MARTIN

The Christmas Villager, Coldwater

Tell us about the products you sell: I sell Christmas décor items (Snowbabies, Elf on the Shelf, Snowpinions, etc). craft kits, educational toys and games, board games, old-time toys (Raggedy Ann and Andy, tin kaleidoscopes, sock monkeys, paper dolls, Gumby and Pokey, Lambchop), baby toys, Playmobil, candles, flameless candles, greeting cards for all occasions, gift items and the incredible artwork of Mr. Mark Tumber. I also have a beautiful line of handcrafted nesting dolls from Russia and Pyramids, nutcrackers and smokers from Germany.

Why do you love Christmas? I love the Christmas season because it seems to bring out the best in most people. People are more giving, more compassionate and more accepting. Christmas is an excuse to spend a day with my family to share love and laughter. I love Christmas because Jesus is the reason for the season.

When do you start Christmas shopping? I shop year-round. When I see something I think someone will like, I buy it. I have found out the hard way that when I go back to get something I wanted, it's usually gone. *Continued on page 64*

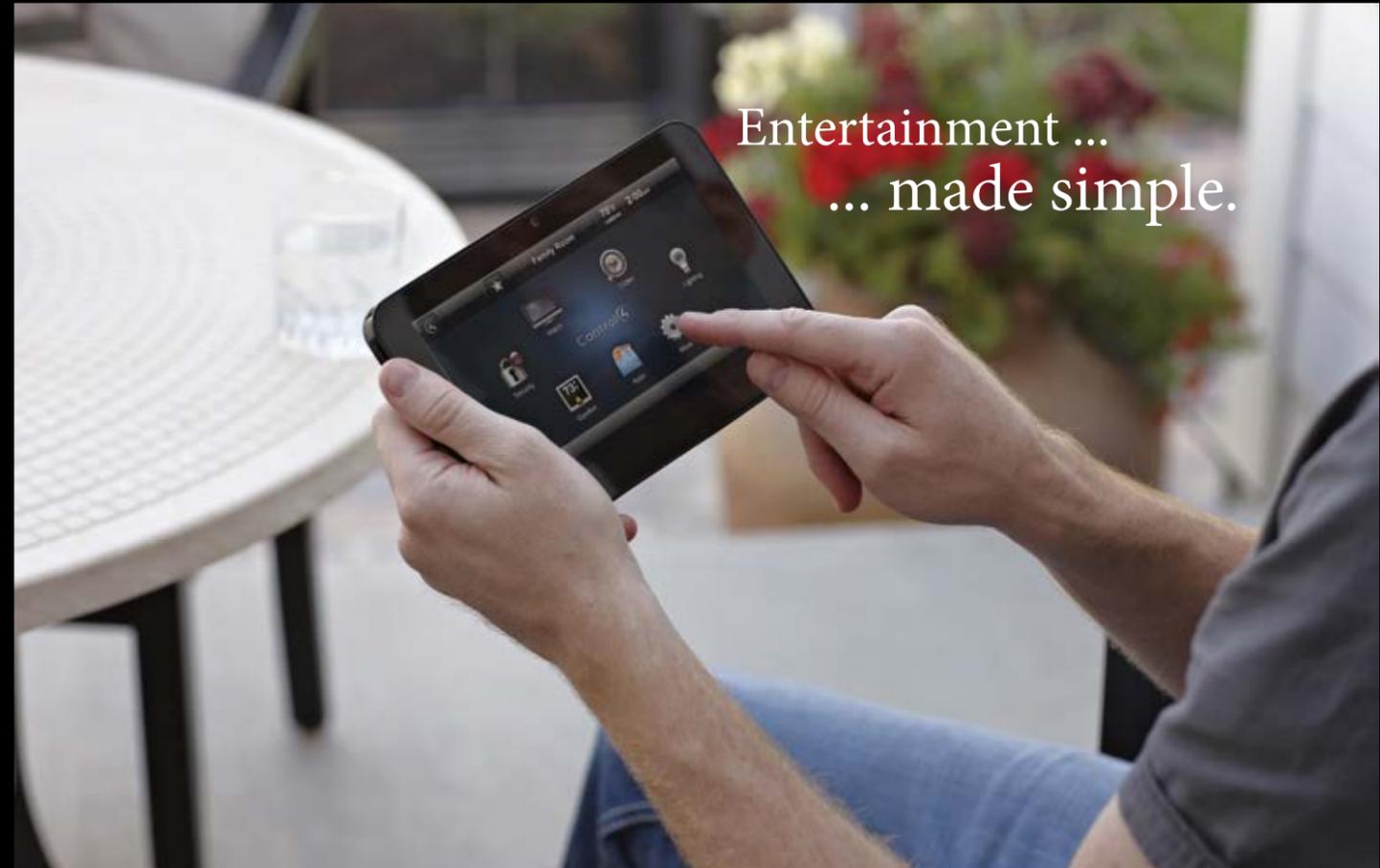
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GREG HANSON

*Appliance & Electronics Manager,
Leon's, Orillia*

Why shop at Leon's Orillia? Leon's Orillia offers a huge selection of furniture, bedding, electronics and appliances. We believe in great customer service, so our customers can relax and know they will be cared for if there are any problems. Our price is always the best price and in most cases includes free delivery.

Why is fall a great time to furnish your home? Families are returning home from vacation, so now is the perfect time to upgrade furnishings, beds, etc. to improve comfort and lifestyle. New television technology and energy-efficient appliances will also reduce energy costs and provide long-term enjoyment and benefits.

What do you love most about the fall season? Fall is an exciting time of year, especially in electronics and appliances when we see new innovations and offer exceptional values. This is the time of year when everyone is looking to upgrade to the latest features like induction ranges and Ultra High Definition (UHD) televisions.



COLE LEIBEL

President, BigEast Construction

Tell us about BigEast Construction and what kind of homes you build: BigEast Construction is a custom homebuilding company. Our number one goal is to make sure that our customers are completely satisfied beyond their expectations. The homes I build range from custom waterfront cottages and boathouses to smaller single-family homes. At BigEast, the entire home is completed in-house, from planning, all the way to landscaping,

Why is "planning, communication and trust" important when building a custom home? Planning is very important. I give my customers time to make decisions so they don't feel rushed or overwhelmed. Communication is very important because, as a custom builder, my job is to understand my clients' vision for their dream home and make it come to life. Trust is paramount. Clients can trust me to make their dream homes

turn out exactly the way they want. I aim to make the homebuilding experience fun and exciting. I want my clients to love their homes – that is the most important thing to me.

What's your passion outside of work? I spend my time off outside, either on the water on Lake Simcoe, golfing or snowmobiling. *Continued on page 66*



MARK MCELROY, *Owner*
MATT MCGUIRK, MACKENZIE MORAN, *Associates*
Kitchen Painters, Barrie

How can kitchen painters rescue my tired, outdated kitchen? Kitchen Painters uses a unique process to give your tired, outdated kitchen a custom look and functionality without the major expense of a brand new kitchen. By adding crown mouldings, decorative panels and new hardware, Kitchen Painters can transform your existing kitchen to have a custom feel, at a fraction of the cost.

What are the latest must-haves in kitchen renos? The latest must-haves include additional drawer, cabinet and countertop

space. This all becomes a possibility when painting your existing kitchen. It's a great time to add the pot drawers or pantry that you have always wanted.

Your favourite fall pastime? Fall is by far my favourite time of year. When I get a weekend away from the kitchen I enjoy paddling the French River in a canoe. It's a great time to watch the colours change and enjoy the outdoors. Also, there never seems to be a lack of entertainment while camping in the bush with my closest friends!

CHRIS IRVINE, *Owner*
JACKIE GLACER, *Sales Manager*
Irvine Carpet One Floor and Home, Barrie

Why is Irvine Carpet One so successful? Irvine knows interior decorating and knows it well. Our philosophy for 50 years has been to provide customers with advice from well-trained professionals who are dedicated to customer service and knowledgeable about the latest trends and innovations.

What are Irvine's specialties? We specialize

in flooring, window coverings, paint and wallpaper. Irvine focuses on the key elements of interior decorating and provides a design destination that is unrivalled in the Barrie area. Come experience the difference.

Why is it important for Irvine to get involved in the community? As a family-owned business, we are committed to

truthfulness in selling and building customer trust. We extend that trust by being long-standing supporters of community organizations and events. We've set high standards in every aspect of the organization.

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MATTHEW AND STEPHEN PRYCE
Co-Owners, Pryce Custom Building and Renovations Inc.

How do two brothers build a successful business? Twenty-eight years ago, we started working side-by-side for Pryce's General Contracting, which evolved into our current partnership with positive guidance and influence from our dad. Matt is a licensed carpenter with an engineering background. He's the clients' visionary, working from the conceptual stage until possession. Stephen has a Bachelor's degree from York University specializing in business management and oversees day-to-day operations, personnel, quality control, service and warranty. It's

Pryce Custom Building and Renovations Inc.'s 20th anniversary this year. **What trends are you seeing in custom home building in this area?** The next trend is the building of "stay-cation" residences, combining the best features and attributes of home and cottage into one main residence. Another major trend is environmentally-friendly building. Topping our clients' lists are renewable energy sources (both geothermal and solar), ICF construction and the use of spray foam insulation to achieve much higher "R" values.

Why is corporate social responsibility important to you? We were taught from a very young age to work hard, play hard and always look out for those less fortunate. This spirit of giving back has been an integral part of our company mandate since inception. We spread our reach as far as possible, responding to peoples' needs through financial commitments and personal involvement by planning, organizing, fundraising and even putting the tool belt on for a little hands-on construction in community builds.

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TERRI CLARK

Principal, Terri Clark Interiors

What inspires your interior designs? I am inspired by so many beautiful things – fabrics, textures, colour, pattern, nature, but most of all, my clients give me inspiration. I want to please them.

What services do you provide? My services cover full project management, interior concepts, layout modifications, furniture, wallpaper, carpets, drapery and accessory shopping. I also provide concepts for outdoor living spaces. As a special note, I offer full-day shopping excursions with my clients.

What is your favourite room in your home? I don't have a favourite room. Right now, I am totally connected to my exterior space, which is an extension of my interior space. I am "that" person who fully utilizes my whole home, inside and out. Nothing is off limits. My home is my favourite space... my favourite room! **OH**

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