

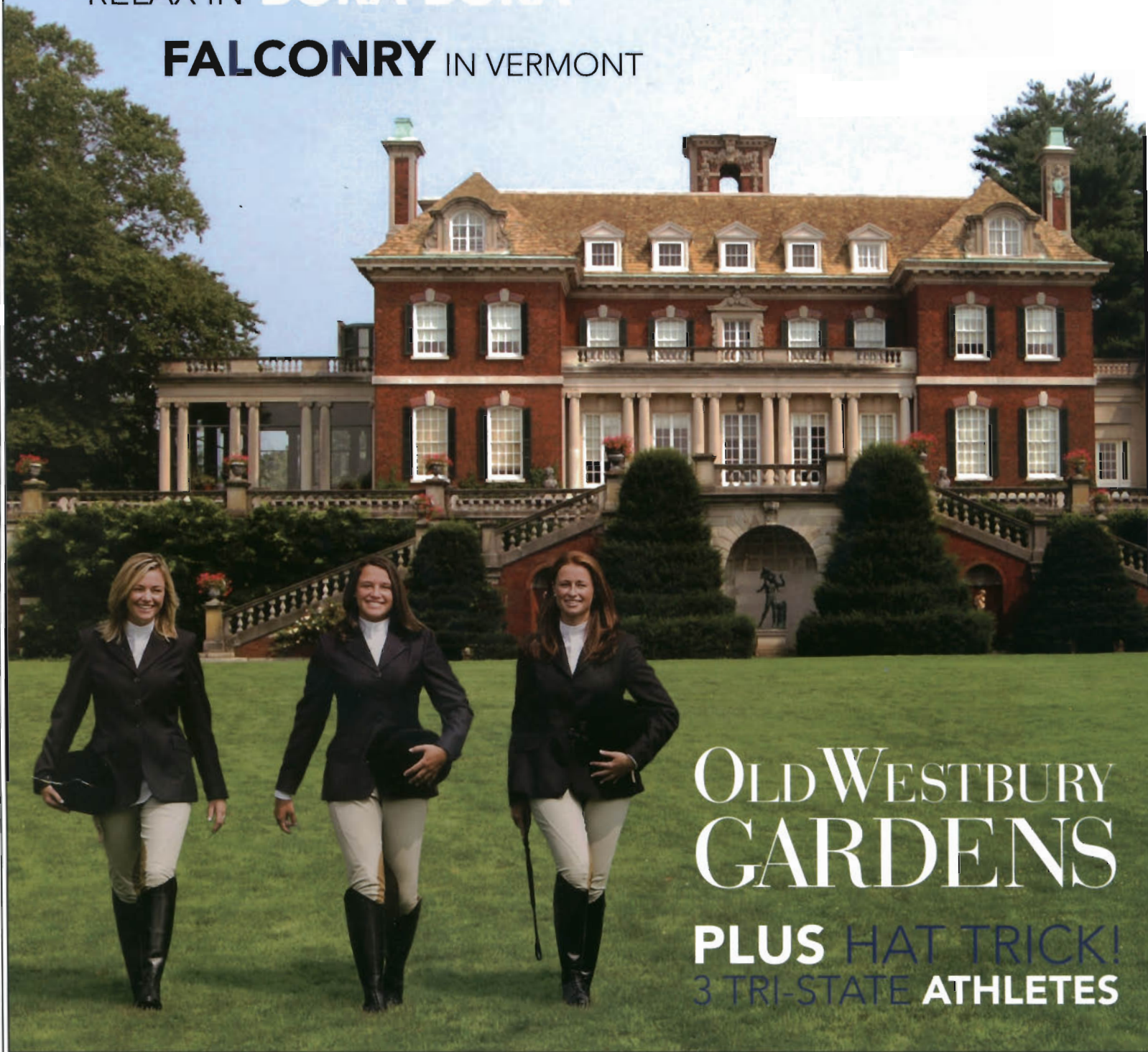
Suburban Classic™

A **PROVENÇAL HOME** IN GREENWICH

PLAYHOUSES WITH A *LITTLE TWIST*

RELAX IN **BORA BORA**

FALCONRY IN VERMONT



OLD WESTBURY
GARDENS

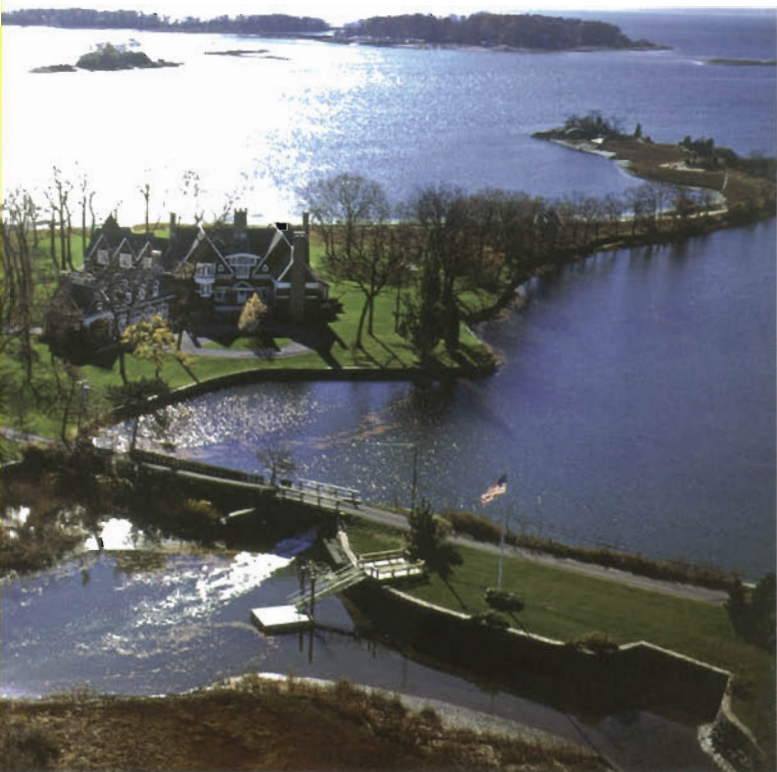
PLUS HAT TRICK!
3 TRI-STATE **ATHLETES**



WRITTEN BY BROOKE PERRY

HOBBS

from above



At Hobbs, Incorporated, you will
find a company that genuinely cares
about your home as much as you do.

"A half-century of predictable excellence"

is a company credo that is, in fact,
more a statement of the company's
sharply focused approach
than it is a slogan.

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"We will visit your home, meet with you and establish a plan to comp

Anyone who has ever built a home, lived through a renovation or even updated a bathroom knows the frustration that can go hand-in-hand with such a seemingly happy endeavor. Slow-as-molasses builders, cost over-runs and miscommunications between contractor and client can make even the most reasonable homeowner run for the nearest small claims court.

Enter Hobbs, Incorporated. "We are an anomaly in this litigious age, having never been in court with a client since our incorporation in 1954. In an era of caveat emptor, we stand by our work and our word," says Scott Hobbs, CEO of the third-generation, New Canaan-based company founded by his grandfather, Ted Hobbs.

What makes the company one of the tri-

state area's most sought-after builders? "A half-century of predictable excellence," says Hobbs, referencing a company credo that is, in fact, more a statement of the company's sharply focused approach than it is a slogan. "Whether you're building a 25,000-square-foot showplace or simply have a gutter clip fall off your home, you have partners at Hobbs who

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immediate repairs and longer-term 'wish list' projects..."

genuinely care about your home as much as you do. While we are not perfect, we don't stop trying until we get it right."

The company operates three divisions comprising 122 employees, all seamlessly intertwined beneath the Hobbs umbrella. The company strives to make the customer experience with each division the same in spite of very

different specialty work required by each. The Personal Estate Management division functions something like a health insurance policy for your home. "We will always be there to support you and your home," says Hobbs. "In fact, our policy is to ensure that your home is maintained 'the Hobbs Way.' Should you desire our assistance, we will visit your home, meet with you

and establish a plan to complete both immediate repairs and longer term 'wish list' projects to both protect and enhance your investment. For your peace of mind (and pocket book), we attempt to alert you to potential issues before they become major problems. Should a challenge arise, we are ready to deal with it."

The Distinguished Additions and Renova-



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tions division undertakes approximately 10 mid-sized, specialized remodeling and smaller new projects per year. The Distinguished Homes division tackles approximately a dozen new builds or large extensive remodels per year, many of which—given their size—can span up to two years from groundbreaking to move-in.

While the three divisions are independently named, Hobbs views the structure simply as a range of services capable of addressing any scale or complexity of home project.

In a time when wine cellars, media rooms and exercise studios are becoming increasingly commonplace, Hobbs believes that the great

room/kitchen remains the heart of the home. “There will always be trends in home design, but where the family gathers to cook, eat and interact will always be the most memorable, most important room. Kids remember their time with their parents and siblings, not the formal living room, no matter how beautiful it is.”

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...the quality and craftsmanship of the original still shown through."

Hobbs credits the company's long-term relationships with employees, suppliers and subcontractors with creating "a certain rhythm." "Our shared experiences generate the highest level of coordination, cooperation and craftsmanship, which result in maximum efficiency, quality and speed. We all speak the same lan-

guage, understand the high expectations, and the results become a legacy of success. Obviously, with the building of complex prototype homes, issues do come up. Our experience and clout in the marketplace help to minimize the occurrence of these issues and to expedite their resolution when they do arise."

"Our methodology sets us apart," says Evelyn Ochsner, Hobbs' Senior Project Analyst and Director of Business Development. "Regardless of the size, complexity or design of the home, everyone involved employs our time-tested approach. Our process is designed to capture all available information, which ensures that

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the lessons learned by some are shared with all." Whether a client is considering building a new home or renovating an existing one, a key benefit of the Hobbs approach is its scalability and applicability to all projects. Although the technology and software constantly evolve, the company's managerial and supervisory pro-

cesses remain the same.

The Hobbs client list doesn't consist solely of the high-end, luxury home owner. "Our clients are those who share our appreciation and value system for doing it once and doing it correctly. They see value in the investment made in a well-built house that will serve generations

to come," says Ochsner. "One of my most rewarding projects involved walking into a Hobbs home built 25 years ago and retrofitting it for a modern family. The quality and craftsmanship of the original still shown through. Being able to transform that classic was an exceptionally rewarding experience." ❧

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