



The living room of the Quinlan family's Daniel Island home is rife with architectural details such as coffered ceilings, crown moulding, and plantation shutters. A custom two-way mirror above the mantle hides the television, making it virtually invisible to the naked eye when not in use.

at it again

When embarking upon building a custom home on Daniel Island, the Quinlan family returns to the team that crafted their first beloved Lowcountry home

When the Quinlan family undertook the enormous task of building their first custom home in the Lowcountry, they carefully considered all of their options before choosing Max G Crosby Construction Company to help accomplish the monumental feat. Throughout the process, company president Jamison Howard impressed the family with his meticulous attention to detail and his forthcoming attitude on the importance of meeting expectations. In 2006, the Quinlans discovered Max G Crosby Construction Company had been chosen to build the *Southern Living Magazine* "Daniel Island Idea House," further cementing

in their minds the talent of the team. So in 2008, when the family decided to build a new home on Daniel Island, they felt they needn't look far to find the right builder for the job; once again, they trusted Jamison and his crew to deliver the home of their dreams.

A prominent force in the Lowcountry for 33 years, Max G Crosby Construction Company has seen an impressive share of repeat customers over the years. A rare feat in the homebuilding industry, Jamison credits their follow-up success with customers to the company's unique approach to each project. "We've built a little over 250

homes throughout the Lowcountry, and we have an outstanding program for meeting the needs of our clients," he states. "We focus primarily on custom-built homes, where clients come to us unsure of exactly what they want to do; we just absorb them into our program and act as a guiding hand through the entire process, always properly setting the expectations at the onset." Jamison leans heavily on expectations, striving hard to develop them early in the process.

Jamison considers associate Sandra Crosby to be a crucial component of both meeting and exceeding expectations set



The classic Lowcountry-style façade of the home includes colonial shutters and wide balconies.

PHOTOS: MICHAEL COSTA

forth on projects. Sandra serves as the interior designer on staff for Max G Crosby Construction Company, working with homeowners throughout the process to determine the selection of colors, appliances, cabinetry, and virtually everything in between. "We have such a great team of people like Sandra working every day on the project," asserts Jamison. "She is there every step of the way, acting as that guiding hand throughout the process, and it truly contributes to our becoming great friends with our clients in the long run." For Sandra, the reward comes in making the process a smooth transition for the homeowners because everything feels put together and flows evenly. And although Sandra's work on each project is time-intensive—as she works with the homeowners until all selections are finalized—her services are a value-added benefit to working with Max G Crosby Construction Company and included in the pricing for building the home.

Upon entering the Quinlan home, the successful results of Sandra and Jamison's collaboration surface immediately in the form of a custom wood floor foyer. The duo, along with a hardwood installer, worked with the homeowners to design and finalize the inlay of oak embedded in a select dark walnut flooring. Moulding and trim work add further character and craftsmanship in the foyer. "Trim work is something I feel we take to another level," states Jamison. "It's something I feel is really artistic, and it's something that the builder can incorporate into what can typically be a very technical environment." For this particular space, Jamison and his team created columns and recess paneling to elevate the formality of the foyer and the room beyond: the dining room, which features traditional wainscoting, dental moulding, Antonina Vella wallpaper, and Schonbek lighting.

Coffered ceilings, which Jamison and his team designed on the diagonal to add extra dimension, catch the eye when venturing into the family room. The detailed ceiling design further draws the eye to the Isokern masonry fireplace and beyond to the view



The custom wood floor in the foyer was created using an inlay of oak embedded in select dark walnut.

of the golf course. To house the fireplace, Max G Crosby Construction Company's trim carpenter custom built a mantle the homeowners had picked from a picture in a magazine. "My favorite part of the family room is the fireplace, as well as above the fireplace where we installed a custom two-way mirror to house the television," enthuses Sandra. "During the day, when you don't want to watch television, you have a beautiful mirror to look at instead of a blank television screen." A black box behind the mirror hides the outlines of the framing, making the television virtually in-

visible to the naked eye.

Immediately off of the family room, the Quinlans enjoy a spacious open kitchen which Sandra was heavily involved in helping to orchestrate. "One of the things I suggested in the beginning was carrying the cabinetry all the way to the ceiling," she says. "And in order to marry the cabinetry and have it all come together with the mouldings and the trim, we decided to use the trim color on the cabinets. We then added some seeded glass into the cabinetry and complemented it with antique mar-



The contrasting darker color of the stair's hand rails echoes the dark walnut inlaid border of the floors.

PHOTOS: MICHAEL COSTA



(left) Sandra Crosby of Max G Crosby Construction Company orchestrated the design of the kitchen to ideally accommodate the two cooks in the family with details such as two hammered copper sinks. (right) A crystal chandelier and arched entrance give the formal dining room a sense of grandeur.

query glass mirror over the stove." Crema Marfil marble and walnut wood cover the perimeter countertops, adding visual interest, while crystal cabinet knobs give the room "a little bling." To accommodate the two cooks in the family, Sandra opted for two hammered copper sinks, which lend an old Southern aura to the space. As a finishing touch, they chose a backsplash made from four-inch Emperador Light marble tile in a herringbone pattern with metal accents.

For the home's master bedroom, located on the second floor, homeowner Gail Quinlan entered into the project with clear ideas of what she wanted. Accordingly, she took care of much of the decorating, but worked with Sandra to select paint colors as well as bathroom selections. "Gail wanted a little claw foot tub as well as just a spacious, comfortable area," states Sandra, "so we integrated both of those into the master bathroom. Crown moulding in the master suite echoes the moulding found throughout the house, creating a seamless flow from space to space. "We carry the same themes throughout the house—such as crown moulding, a very high baseboard, and consistencies with the trim around the doors and windows—to give the home a truly cohesive feel," explains Jamison.

The Quinlans, upon completion of their second home with Max G Crosby Construction Company, revel in the knowledge they made the right decision. The challenges they faced were minimal and solved expediently by Jamison and Sandra, and the couple is happy in their new home. "I think with the Quinlans, we just knew

each other so well," smiles Jamison. "I'd have to say the entire process overall went very smoothly. There are always a few hiccups along the way, but it's how you handle those issues that keeps the project moving forward and keeps everyone happy." ❖

To consult with Jamison and Sandra on your own project, call Max Crosby Construction Company at (843) 766-9976 or visit maxcrosbyconstruction.com.



Expansive porches provide an ideal spot for relaxing in a rocking chair and sipping a glass of lemonade.

VIDEO EXCLUSIVE

Check out our full interview with Jamison and Sandra at charlestonhomeanddesign.com/videos or scan the QR code below using your mobile phone. For more info, see page 58.







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