



Niches: The Big 50
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John DeCiantis works in a picturesque sea village with a large fishing community where affluent homeowners have continued renovating their 18th-century houses. When they want a remodeler, they call on DeCiantis. In fact, he's made a name for himself doing difficult remodels. His company restored a 160-year old stone masonry church, put an addition on a local library, and completed a bookstore fire restoration. "We get a lot of calls for remodels other contractors won't do," DeCiantis says.

For the church remodel, DeCiantis' crew gutted the inside of the cut-block granite structure. They first removed pews, then photographed, numbered, and documented them. The crew pulled down the plaster walls and rebuilt them and replaced the floor. Most of the wood wainscoting was reused, but workers had to stain the few new panels to match the old wood patina.

DeCiantis has a fully equipped millwork shop, but, at this point, his crew does not have the time for shop work and now uses subs. The company also plans to open a showroom. All this contributes to DeCiantis' main goal of being 100 percent design/build. "People are willing to pay for it and you can control the project from the start increasing efficiency and having delighted customers." DeCiantis says.

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