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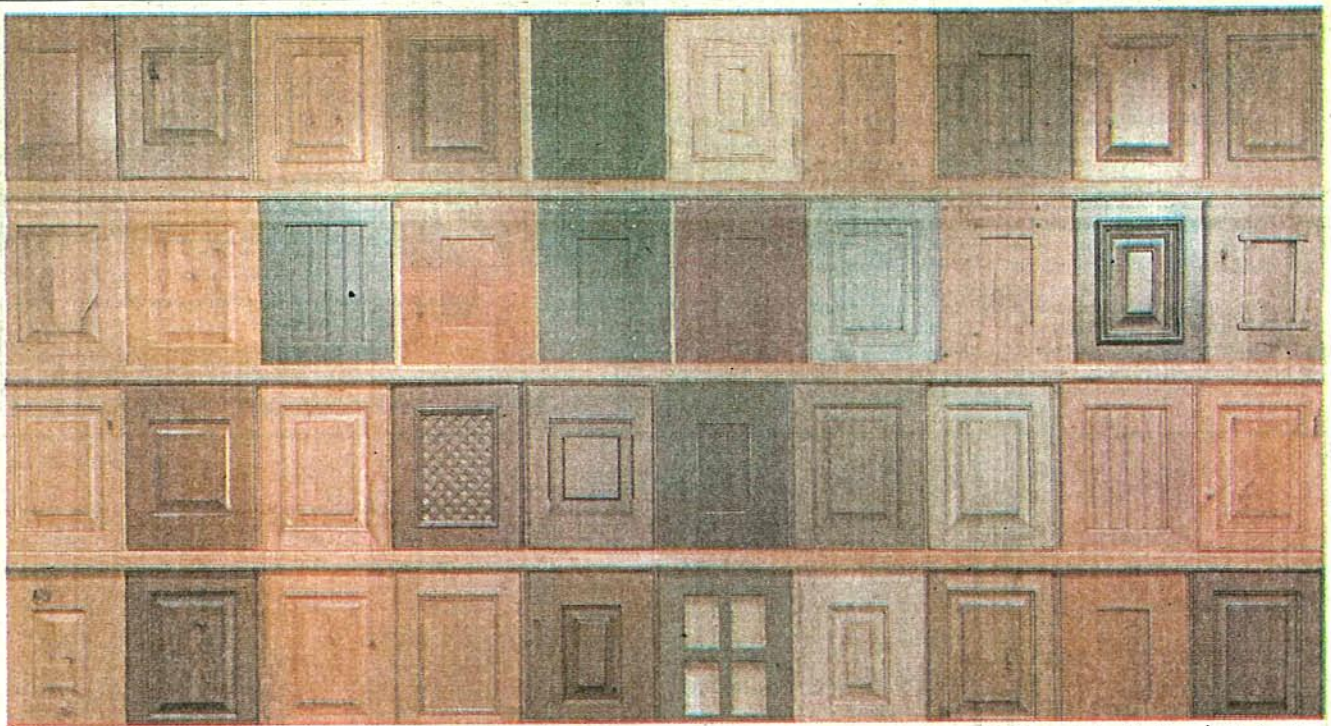


Grand County

Real Estate Weekly

A Guide to Grand County Homes, Properties, Businesses • Week of February 28 - March 6, 2006

The leaps to building a Legacy



A myriad of choice

Legacy Building Specialties, Inc., Granby, a premier cabinetry, windows and doors company owned by Tom and Jynniifer Pierro (with daughter Katelyn, below, right.), moved into a new 8,000 square-foot building in January. The Pierros plan to have their official Grand Open House this spring. Below is the entire Legacy staff and their families, above is a portion of the cabinetry display seen at Legacy. (Photo above by Tim Carter; Photo below courtesy of Legacy)

The family is growing at Legacy Building Specialties

by Tonya Bina

The story of Legacy Building Specialties, Inc., Granby, is nothing short of a success story in-the-making.

After all, just three years ago, owners Tom and Jynniifer Pierro took a "leap of faith" and restarted their building specialty business right out of their home in Granby.

Before that, Tom Pierro had been employed at Jynniifer's parents' hardware and building materials store in Granby. Eventually, her parents Dan and

Judy Canup decided to retire and sell the hardware business; subsequently, the lumber and building specialty division Tom had helped shape was discontinued.

So, after a while, the couple decided to jump out on their own and take up that end of the business, calling it Legacy Building Specialties.

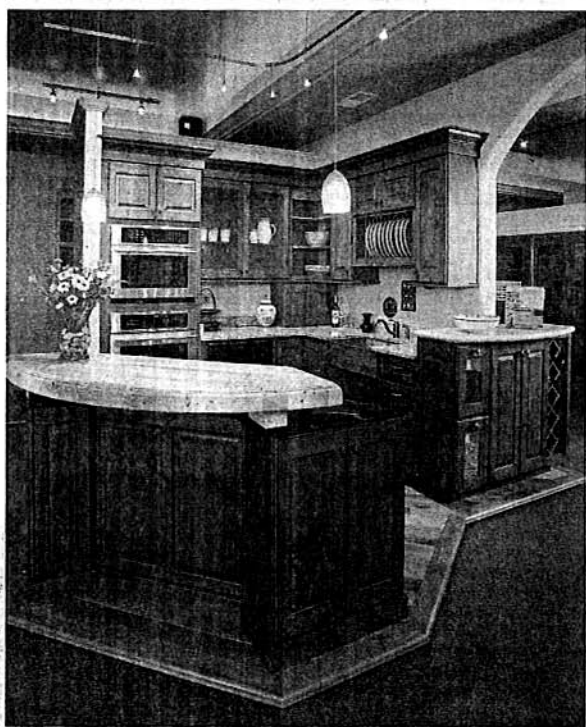
They first opened doors in 2003.

Promptly two days after working out of their home, a better business location

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From a one-bedroom apt. to 8,000 square feet



WORKING KITCHEN — Legacy's new building has plenty of showroom space for windows, cabinetry, countertops and doors. There is even a working kitchen in the showroom, and, the entire construction of the new building is with efficient Arxx insulated concrete forms, which Legacy also sells. (Photo by Tim Carter)

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presented itself when friend Rod Lock offered them his one-bedroom apartment to where the Pierros decided to relocate. They hired on Manager Chris Hill and Operations Manager Michelle Monahan.

After eight months of Pierro and Hill sharing the bedroom-turned-office space, and Monahan handling the administrative duties in the living room, the Legacy team decided it was time to find a larger place. After all, they were finding that their business was growing at a rapid pace due to loyal customers and new referrals.

So, the Pierros took another leap and moved the operation yet again to a 2,000 square-foot warehouse space in Granby. There, they stayed for the following 2.5 years, adding 1,000 square-

feet more to their business. The business, however, had a warehouse garage-door façade and a way-off-the-beaten-path location.

But, it wasn't permanent.

Pierro said he always envisioned an expanding business with its own showroom and plenty of space to grow. Three years ago while on vacation with architectural designer Dean Conocco of Distinctive Design Concepts, Granby, Pierro sketched a rough draft of a building that he would see realized one day.

Today, they are putting the finishing touches on that building — all 8,000 square-feet feet of it with plenty of showroom space and — count them — 11 offices. It is, no doubt, a giant leap from the back bedroom of their friend's tiny apartment a mere three years ago.

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NEW CRIB — Legacy Building Specialty's new home in Granby was designed by Distinctive Design Concepts, Granby, and built by Big Valley Construction Company, Granby.

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Legacy has playroom for clients' little ones

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But this time, the leap is not quite as scary as the first one, Jynnifer said. "Starting out by ourselves was scary. We ran the business plan over and over, up one side and down the other."

Compared to jumping out on their own, the Pierros admitted that building

their new space and moving was a breeze. They now feel more settled and attribute that to an established service and quality products, but mostly to the experienced team of professionals at Legacy.

"Our employees are exceptional," Tom said. "Without them, yes, it'd be more scary."

Now, the Legacy team has an entire building to showcase quality windows, exterior/interior doors, custom cabinetry, countertops, and hundreds of combinations of hardware styles available. Products are not only exhibited on the showroom floor, but in the construction of the new building itself.

"Every door to an office is different," Tom said; that way, clients may see the products in use. The same is said for the new building's windows, cabinetry and buffet areas. There is even a working kitchen in the showroom, and, the entire construction of the new building is with efficient Arxx insulated con-

crete forms, which Legacy also sells.

"It's the best way to showcase products," Tom said. "It's a way to allow customers to view what's available on the market."

When planning their new building, Jynnifer said they envisioned a place that would be "a comfortable, warm and inviting environment" where families with kids would feel welcome any time.

In keeping with that, the Pierros included a cozy playroom in their new Legacy building, located just off of the front desk.

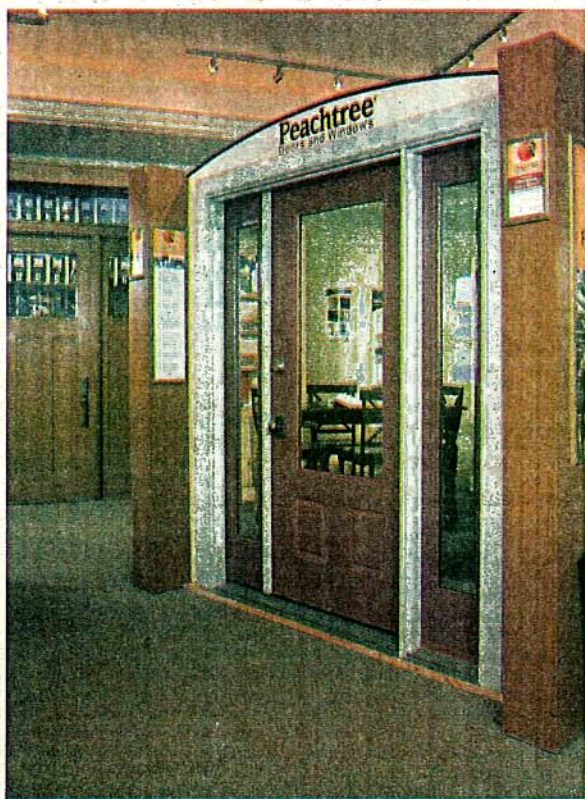
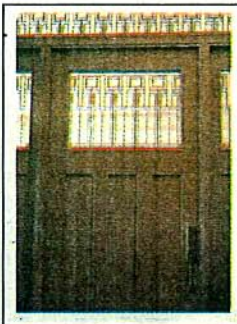
The room is complete with a television and kids' videos, toys and a Dutch door so young people don't feel completely closed off while their parents are shopping.

They even won the bid on a playhouse built as a fundraiser by Habitat for Humanity volunteers last summer during the Grand County Parade of Homes. The playhouse now sits next to the new Legacy store.

"People who are building a new home oftentimes have families," Jynnifer said, recognizing that a playroom allows clients the freedom to take time in choosing important products for their homes.

The Pierros have family themselves,

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THE THRESHOLD TO SUCCESS — Legacy has a seemingly endless selection of doors with what could be the most complete door showroom in the county. (Photo by Tim Carter)



Mary's Pond at Rendezvous looking east toward the Continental Divide



The Fremont Cabin at MooseHorn

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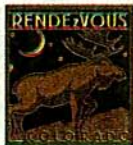
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Owners of Legacy are longtime locals

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and have devoted much time and energy into the Grand County community. Jynnifer, who has been in Granby for 27 years, is a Grand Gala board member and Tom, a 15-year local, donates Legacy Building supplies annually to Grand County's Habitat for Humanity. The Pierros are also corporate sponsors of the Grand Foundation and are involved with East Grand school activities where their children Katelyn, 9, and Nick, 6, attend, and where Jynnifer attended school during her youth.

Incidentally, Jynnifer's brother Dan, who also worked at their parents' hardware store, now works in Grand Lake at Never Summer Mountain Products.

"The community has been very good to us," Jynnifer said. "We try to put back into the community and be part of it . . . It's important for us to be involved. This is where I grew up!"

And, the community supports them.

Tom said that due to the loyalty of contractors through the years, and many others who have helped along the way, their business has doubled in size since they first opened doors three years ago.

Legacy is now the only showroom in the county where a home builder, remodeler or contractor can send a customer to select cabinetry, windows and doors under one roof.

Tom said his company takes pride in their delivery and customer service. With windows, Legacy thoroughly shrink wraps them and puts them on

palettes for safe delivery to job sites, then unloads them mechanically with a forklift. That way, "the handling of windows is limited," Tom said. This attention ensures that products arrive intact, eliminating otherwise delays during the construction process.

Also, Tom said Legacy has warranties on top of manufacturers' warranties. Another plus about Legacy's service, Tom added, is that they will deliver and install the screens and hardware when jobs are nearing completion to alleviate the risk of screen damage or small parts getting lost.

As far as cabinetry, countertops and doors, the Pierros said Legacy is seeing Grand County homes shift toward a more high-end, mountain rustic aesthetic, and home owners are gravitating to products that have added detail and upgraded finishes much more so than, say, ten years ago. It's a long way from the knotty-pine standard of years past, Tom said.

Now, front-entry doors can be of solid wood cherry or mahogany and even embellished with Frank Lloyd Wright glass or intricate carvings. And, buying such doors locally for mountain homes can give home owners peace of mind. "We don't sell products that won't work up here," Tom stated about the fact that some materials just don't cut it in our alpine winter environment.

When the Pierros reflect on the success of their business thus far, they say they look at it as just the start of a long



LEGACY OWNERS ARE GRAND COUNTY DEVOTEES — Jynnifer Pierro has been in the county 27 years and Tom Pierro has been here for 15 years. The pair stays involved in community organizations and the local school as part of their devotion to the area. (Photo by Tonya Bina)

relationship between the Grand County building community and Legacy. "We're in it for the long haul," Tom said.

And as they look out from their new building windows to the townscape of

Granby and mountains in the distance, they can recall those leaps they took and see where it has brought them: to a classy building specialty center poised for Grand County's building future.

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