







obert A. Cardello, founder of Cardello Architects, knew early on he wanted to be an architect. He studied at Tulane University School of Architecture and shortly thereafter he came back to his home state of Connecticut to focus on residential design. Says Cardello: "I worked hard for the first nine years to build contacts and learn the finer parts of the business. As soon as I landed my first commission in 1999, I hung my shingle!"

CHALLENGES & DESIGN SOLUTIONS

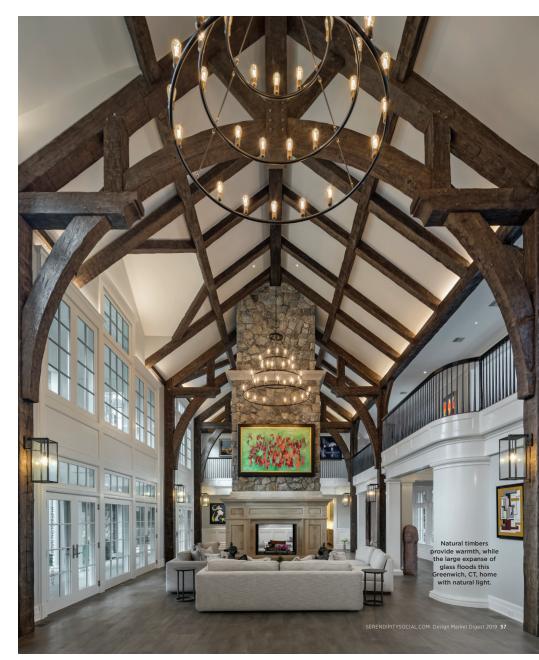
"I think the biggest challenge is listening to what is important to that particular client," says Cardello. "One [client] may be focused on design, another may care more about budget. If you are not able to read your clients, the communication will break down." When he first meets a prospective client he listens, really listens to what they want. He asks a lot of questions to make sure he understands the client's desires; working in collaboration with them is key.

Is there something he wishes all prospective clients knew about working with an architect? "I wish clients understood the differences between the design/build communities and ours, who practice pure architecture. I also wish clients appreciated the details required to receive an accurate estimate of the project, and also ultimately build the finished house. Drawing sets [which serve as a road map of the structure being built] have been so boiled down, I am surprised what builders are using to construct many homes."

And while he follows trends and balances that with classic design, the one trend that he hopes will fade soon? Black windows.

Cardello has been in this business for 20 years. "I have matured as a designer. My earlier projects involved more layering of details; now it is more about stripping them away and letting the architecture speak for itself," he says.

And while computer graphics and apps have come a long way in the architectural world, potential clients are often surprised that he still sketches things by hand. He explains that sketching a new project is the most exciting part of his job. He is inspired by nature and is an avid fly fisherman. His staff is very important to him and keeping them inspired and happy is paramount.







DEFINING SUCCESS

"When the client is happy, it has been a successful project," says Cardello, who has worked on many diverse projects over the course of his career. He has learned a lot over the years and explains: "You cannot develop a plan without an elevation, and you cannot design the exterior without a plan. Drawing both typically brings it together." When describing his ideal client he explains: "It really helps when clients are good decision makers and are also willing to hear their design professional's opinion."

WHAT'S UP NEXT?

"One of our current projects is a large renovation in Jupiter, FL, after a house fire," he says. "We have several new homes along the coastline of Fairfield and Westchester counties on the boards. Also, we are excited to be developing a new Carnegie Clubhouse at the Saint Andrews Golf Club in Hastings-on-Hudson, NY."—J.K.



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