

BELLATÈRA
ARCHITECTURAL SURFACES

CASE STUDY

CHALLENGES IN PARADISE

Luxury Caribbean Resort

USA | SWITZERLAND | ITALY



HOW BELLATÈRA HELPED TO SAVE A LUXURY CARIBBEAN RESORT
FROM MAJOR PROBLEMS

When looking for a spectacular location for its newest luxury resort, this international brand chose a pristine island in the Caribbean. Situated in a perfect location, the chic sanctuary is planned to become home to 100 contemporary guest rooms and suites facing the sea, along with 89 luxurious branded residences. Landscaped walking and cycling trails will lead guests through the estate, and the resort will incorporate as many as five restaurants and bars, along with countless amenities.



GREAT PROMISE — ON TRACK TO DISASTER

It's interesting how just a couple of small details can create big problems.

With the plans set and approved by the owner, Bellatèra was asked to supply an estimate for the luxury resort's surface materials. The architect for the project specified coral stone for the resort's exterior façade and much of the hardscape. It's an excellent choice for the application from every aspect—it's suitable for the environment, aesthetically pleasing, stylistically appropriate, and cost-effective.

The specified method of attachment to the vertical exterior surface was a mechanical anchor system for parts of the building, and direct application for other parts—this is where the problems began.

Mechanical anchor systems generally create a ventilated façade, where air flows between the stone and building, resulting in relatively dry conditions—a desirable outcome. The direct application does not allow airflow behind the stone, and as a result, the stone stays moist for much longer. Over time, the moist coral stone will grow mold and the color will change, even with continued cleaning, whereas the stone with airflow behind it is much less likely to grow mold and more likely to remain true to its original color. In the end, with the two different attachment methods, the façade would eventually have varying shades of stone. But that was just the start of the problems.

DUE DILIGENCE, ANYONE?

The architect for the resort had previously used the proposed mechanical anchoring system on another project on the island. As a part of its due diligence, Bellatèra worked through the details with the anchor system manufacturer's engineers and determined that the specified system would not be adequate to hold the stone in areas of the building with the highest wind loads.

The resort's architect had incorrectly assumed that the same system that worked on the previous project would also work in this application.

POTENTIAL LOSSES AVERTED — MILLIONS OF DOLLARS, PROJECT DELAYS, AND HARM TO PEOPLE

Had the specified anchor system been used, the building would likely not have passed inspection, and all work on the exterior façade would have had to be completely redone. Worse yet, if somehow this detail had been missed and the building did pass inspection, the potential future liability to the owners of the resort would have been significant, since, in a strong hurricane, the stone panels could have been ripped from their anchors, becoming projectiles and creating potential harm to people.

In replacement costs alone, the owners would have lost millions of dollars for the bad anchors, stone, and installation costs. The project would have been delayed significantly, and the owners would have had to pay for a new system, as well as for the additional labor and stone.

THROWING SPAGHETTI AT THE WALL TO SEE WHAT STICKS

It's unfortunate, but the "throwing spaghetti at the wall to see what sticks" method is how some subcontractors view the bidding process, and so it was in the case of this project.

During the bidding process, interestingly, none of the other bidders did their homework. Not only didn't they know that the specified anchors would fail under the wind loads that the resort could experience, but it also became apparent that the other bidders hadn't researched the actual costs of the project, as they all underestimated the true cost of the very expensive specified system by well over \$1.5 million. The other bidders just made assumptions: 1) that the specified system was appropriate for use, and 2) that the specified system costs would be in line with some standard allowance. Presumably, they thought that if they won the job, they would just "figure it out" later. Unfortunately, this approach is very typical as subcontractors must pump out a high volume of bids, and time frames are usually compressed.

Had the contract been awarded to one of the other bidders, there would have been a significant budgetary issue, followed by the previously mentioned problems of failed inspections, project delays, and product failure.

BELLATÈRA PROVIDES
THE RIGHT SOLUTION

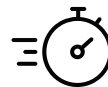
Bellatèra proposed a different anchoring system that could handle the wind loads and was far less expensive than the specified design. In addition to meeting the proposed budget for the project, the efficiency of the new system would significantly reduce labor costs for installation, further reducing overall project costs.



Innovation
System



Greater
Efficiency



Less Labor
Cost



Reduced Project
Costs

SAVING THE OWNERS
A TON OF PROBLEMS AND MONEY

By taking the time to examine every detail, Bellatèra earned itself a thankful client who has avoided a myriad of problems and a potentially tarnished reputation. Working with the project team, Bellatèra was entrusted to do the right thing and asked to present nearly 800,000 square feet of material for the resort's finishes, encompassing the exterior façade and walls, hardscape, pool decking, interior flooring and wall panels, as well as countertops.

**“ The importance of due diligence can't be underestimated.
Having consultants who take the time to work through the details is critical to
keeping a project on course and achieving the best build for the budget. ”**

Christopher Bradish, the principal at Bellatèra



ABOUT BELLATÈRA

Bellatèra is a new breed of natural stone experts, working with owners, developers, brands, and design professionals. We engage in luxury hospitality and high-end commercial residence developments and concentrate on solutions for all kinds of interior and exterior applications.

We operate as both a consultant and a supply partner, helping you achieve the design you desire with materials that are best suited for your applications and budget allowances.

01. CONSULTING SERVICES

As a consultant, Bellatèra engages in the design stage to help with specifying the right materials. We bring a design team's vision to life while providing a safety net—removing the worry about product failure, which can be costly down the road and bring unwanted liability.

When the time comes for construction, we can vet out competitive bids and verify that the materials being proposed by others are those that were specified, and that they are being offered at a fair price. And upon delivery, we can make sure the materials that arrive match those that were approved.

02. SUPPLY PARTNER

As a supply partner, Bellatèra is a single-source solution. We source the raw materials, process and fabricate the finished product, and handle all the logistics to make sure that everything is correct. We remove multiple layers of intermediaries, which helps to ensure a design's use of the intended high-grade materials while keeping a project within budget. And because we have control of the process from the source to the site, we are in a position to rectify any issue that might occur along the way.

Bellatèra is with each project to the end. We are present on site, working with the design team and installers to ensure our materials are properly incorporated into the project while addressing any changing site conditions.

READY TO
WORK WITH US?

You can book a consultation on our website here:
www.bellatera.com/consultation

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