

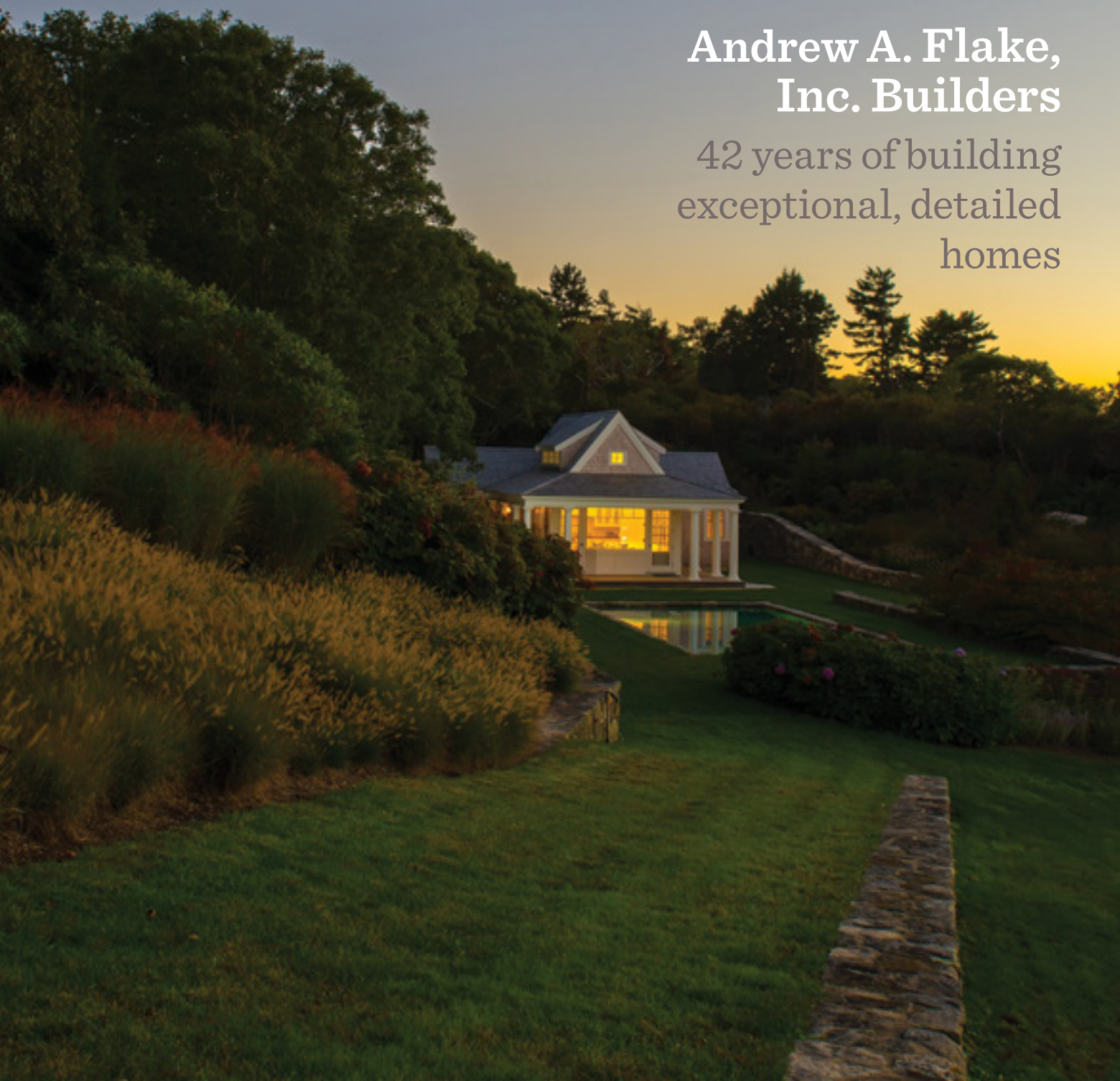
Greater Boston, Cape Cod and the Islands

# Builder+ Architect®

A BUSINESS MANAGEMENT MAGAZINE FOR THE BUILDING INDUSTRY

**Andrew A. Flake,  
Inc. Builders**

42 years of building  
exceptional, detailed  
homes



# Andrew A. Flake, Inc. Builders

BUILT ON TRUST, DISTINGUISHED BY THE DETAILS AND VISION



Photography: Allison Shaw  
Builder: Andrew A. Flake

PROJECT: Lobsterville House  
BUILDER: Andrew A. Flake, Inc.  
ARCHITECT: Jacobsen Architects, LLC  
LANDSCAPE ARCHITECT: Horiuchi & Solien Landscape Architects  
PHOTOGRAPHY: Simon Jacobsen

The sublime and extremely provocative architecture seen here is the vision of Hugh Jacobsen of Jacobsen Architects. Keeping in line with the agrarian style of architecture from the area's European settlers, this four-bedroom house is located on Martha's Vineyard.







PHOTOGRAPHY: Simon Jacobsen

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The single-family beach house sits in the elbow of a gentle hill overlooking the ocean. Rather than designing a large block structure, great effort was taken to design a series of pavilions that would gently descend down the hill. Each of these pavilion structures connect and interact with each other on the exterior, but their complex integration is not as obvious from the interior. The simple gable forms exercise restraint to reduce the overall profile of the structures. The use of straight lines and flat surfaces like glass, concrete and steel come together to create the semblance of absolute minimalism. The doors and windows were carefully designed to be trimless. It is those seemingly simplest details and designs, says Andrew, that are actually the most complex to achieve. The builder/architect collaboration at this level is heightened.

PHOTOGRAPHY: Simon Jacobsen





*“Andrew has always bent over backward to be fair in his charging policies. I don’t think I have met a more honest and decent human being. Scrupulous does not begin to describe his approach to business and life in general. We have had several additional projects on our property and never even considered trying someone new or getting competing bids. Andrew’s care and workmanship are as good as it gets. And he stands behind whatever he touches.”*

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**T**HOUGH EVERY HOME in his portfolio is striking, each style is markedly different from the next, with the only commonality being a certain shared modesty. Like the homes he builds, Andrew Flake exudes a quiet and unassuming confidence. As he talks easily and affectionately about the business he founded some 42 years ago in 1979, he frequently returns to the topic of his team. His commendations come quickly and effortlessly when he considers the loyal group of people who work for him.

When asked the secret to securing such a committed and motivated team, without pause, Andrew talks about the traits he values above all else.

“Integrity and trust are the most important qualities in any person. Every [team] member adds value, and every member matters,” Andrew says. “I wouldn’t be where I am today were it not for the mutual trust and commitment of every one of my employees.” In every anecdote he shares about a project, he automatically puts the team first. That respect and admiration extends to the large group of architects and designers with whom he has collaborated.

Those in his employment appreciate his empathetic management style, which accounts for a family life outside of the office.

“Everyone just wants to be treated fairly.” It’s a simple mantra that Andrew tries to uphold but concedes is more challenging than anticipated.

“Fundamentally, I enjoy building—that’s the easiest part. The intricacies of running a business provide the challenge—managing staff, overseeing all the client relationships, and walking that thin line between the two.”



Working with celebrity and other exceptional clients provides both distinct opportunities and challenges. The struggle is, however, imperceptible to colleague or client. Most members of the Andrew Flake team have many years at the company. Most of the contractors Andrew recruits have worked on multiple jobs for him in the past, some for over 20 years. Again, he credits his team for fostering that symbiotic client relationship, based largely on open lines of communication and constant contact.

“There is always the unforeseen—it is our responsibility to be prepared for it and to anticipate it as best we can,” Andrew says. Setting expectations is a never-ending process.

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*“I have communicated with Andrew when he has been in Florida and when he has been competing in triathlons in Europe. I never feel as though I am bothering him. And whenever problems have cropped up, we work through them together. I think the world of him and the professionalism he has brought to his entire organization. I unreservedly recommend him for any project—large or small.”*







PROJECT: Chilmark Hill House

BUILDER: Andrew A. Flake, Inc.

ARCHITECT: Olson Sundberg Kundig Allen Associates—Rick Sundberg & Brian Jonas

PHOTOGRAPHY: Peter Vanderwarker

"Not only would this be the one house we've built that I would most like to live in myself, but President Obama and his family actually chose to vacation in this home, which was designed around the architecture emblematic of the Great Northwest but toned down a bit to fit the New England vernacular. Even after the architectural modification, it still exudes a boldness and dramatic design that feeds on the south coastal view of the Vineyard. Flat, horizontal paneling and a shallow-sloped roof keep the weather at bay with sunscreens, careful detailing and exceptional craftsmanship. What also makes this house so special are the glass walls and the glass entrance that allow a clear view through the home to pick up a view of the beach and beyond."





Martha's Vineyard conjures images of boats, harbors, lighthouses and bluffs—the thrashing wind noticeably absent in the imagining. Yet, is it a very real threat to homes on the island. They contend with humid summers and cold, wet, blustery winters. The hard conditions are unique to island living and quite simply require a builder with experience working in this environment. For that reason, Andrew's team is the coveted island builder and is routinely called in to collaborate with architects from all over the country. Discerning island homeowners seeking a diversified aesthetic are hiring architects from New York to San Francisco.



*“Having had a bad experience with our first contractor, we were determined to do our homework so we would not have the same kind of problems. We grilled Andrew and contacted a bunch of his references and soon became convinced that he was the man for us. And we have been delighted ever since.”*

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PHOTOGRAPHY: Bob Gothard





PROJECT: Middle Ground House  
BUILDER: Andrew A. Flake, Inc.  
ARCHITECT: Anmahian Winton Architects  
LANDSCAPE ARCHITECT: Horiuchi & Solien Landscape Architects  
INTERIOR DESIGNER: Sheila Galligan Interiors  
PHOTOGRAPHY: Peter Vanderwarker

Scale and building placement were of the utmost consideration in this 5,500-square-foot waterfront home and guesthouse. Giant doors and windows complement the large footprint. The interior is largely open, with opaque walls. Concrete and wood floors round out the modern look achieved through the use of glass walls and an unadorned exterior. Designed for outdoor living, the house is in harmony with the calming landscape.





PHOTOGRAPHY: Peter Vanderwarker

“We’ve seen a great building shift in the last 20 years. A greater emphasis and commitment to energy efficiency and sustainability has impacted building materials, methodology and design,” Andrew says. “Building codes are stricter and standards much higher.” He notes, “The architects align themselves with a small group of builders whom they know will be patient and who can execute the designs expertly, as conceived.” Construction of the “building envelope” more than ever requires a high-level of focus and attention to detail. “To every project, we bring decades




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*“The house was such a delight to build, and Andrew’s craftsmanship and oversight were so superb that we felt confident enough enlarging and enhancing the project as it went along.”*

*"I can't tell you how much joy the house gives me every day and how proud I am of what we have done. Throughout the whole building process, I was impressed with your team's professionalism, coaching and execution on our building plans. Thank you."*

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PHOTOGRAPHY: Peter Vanderwarker



of management experience, technical expertise, and familiarity with the latest, environmentally friendly methods and materials."

Perhaps owing to his own passion for design, including building and landscape architecture, Andrew respects the designers' vision and is appreciative of the collaborative opportunity to bring it to life. It is that mutual respect that allows for the effective and positive collaboration for which he and his team are recognized. "It's a rewarding process."



PHOTOGRAPHY: Peter Vanderwarker

The interior spaces are open and flow to the extensive decking around the entire perimeter of the home and a 75-foot pool, all steps away from the ocean.





*“Your life advice on how to negotiate with my neighbors and your aesthetic advice as we made important decisions in the construction process were both invaluable to me.”*

A satisfied customer had this to say about the building experience, “The Flake team was always there for me, from the beginning in helping me value engineer the project to make it fit within my budget, to explaining each step of the construction process so that I could manage the work and understand each aspect of the development. In the end, they built a house that far surpassed my dreams in terms of aesthetics and sound construction—and they completed it on time and significantly under budget.”



PROJECT: Beach Shack  
BUILDER: Andrew A. Flake, Inc.  
ARCHITECT: Hutker Architects  
LANDSCAPE ARCHITECTS: Stephen Stimson  
Associates  
PHOTOGRAPHY: Peter Vanderwarker  
One of Andrew's most memorable builds  
on which he collaborated with Hutker  
Architects. The client, whom Andrew  
describes affectionately, asked the team to  
design and restore this beach shack.







PHOTOGRAPHY: Peter Vanderwarker



*“Andrew is completely honest and very careful with his clients’ money. He demands as much of his subcontractors as he reasonably can, and his subcontractors tend to be the best around.”*

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Depending on the type of project, Andrew says, a “pre-construction” agreement allows his firm to be involved early in the design process. Choosing the right contractor early in the process has many benefits. Initial conversations around permitting, materials, time frames, cost/value, engineering and scheduling, are key in setting expectations for homeowners and contractors alike. Island building brings other challenges too—like the duration of a project (sometimes between 2 to 4 years from plan to completion and closeout).



PHOTOGRAPHY: Peter Vanderwarker

PROJECT: Cedar Tree Neck  
BUILDER: Andrew A. Flake, Inc.  
ARCHITECT: Ferguson & Shamamian Architects  
LANDSCAPE ARCHITECT: Horiuchi & Solien Landscape Architects  
INTERIOR DESIGN: Victoria Hagan Interiors  
PHOTOGRAPHY: Scott Frances

This 15,000-square-foot home is an award-winning home built by Andrew A. Flake. The award, given by the New England Chapter of the Institute of Architecture & Art Bulfinch Awards, recognizes the work of individuals and firms to preserve and advance the classical tradition in New England. Andrew remarks this is one of the best projects the firm ever did. This was a collaborative effort with Ferguson & Shamamian Architects out of New York City. The firm, known for its traditional design work, paid homage to this home's historical detail. Situated on a beach front overlooking the water, this Greek Revival house has traditional finishes of a classic New England home and all the grandeur of a sprawling mansion.





PHOTOGRAPHY: Scott Frances  
Woodwork and fine trim adorn every surface in the Martha's Vineyard home. Dueling Rumford fireplaces are in the expansive great room, separated by a vaulted ceiling, quarter-sawn oak paneling and four sets of French doors leading outside.





*"When I decided to undertake an extensive renovation project for our family house in Chilmark, Andrew was the obvious choice."*

*"There were a lot of moving pieces to our project and a lot of family members to please. Andrew was able to deftly manage all aspects of the project and, just as importantly, all of the family personalities."*

*"Andrew has the ability to think like an architect, which is an extremely valuable skill as a contractor."*

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Engaging key subcontractors early can be an insurance policy in a tight labor market. In order to manage the shortage, the firm commits to only two large build projects at a time. That shrewd management decision ensures that all clients receive the high degree of service they expect and that highly skilled and trusted craftsman are available. While deftly managing its deficits, Andrew also appreciates and plays to the island's advantages, specifically a core group of supremely talented craftsmen and artisans.





PROJECT: Union Bluff

BUILDER: Andrew A. Flake, Inc.

ARCHITECT: Hutker Architects

LANDSCAPE ARCHITECT: Horiuchi & Solien Landscape Architects

INTERIOR DESIGNER: Wells & Fox

PHOTOGRAPHY: Brian Vanden Brink

This turn-of-the-century cottage, overlooking the outer harbor, was restored and a new wing added. Once known as Holmes Hole Neck in the 1700s, this property was the location of the Seaman's Friend Society Reading Room. This was a time when up to 200 sailing ships of all sizes could be seen anchored off the bluff, where this house now proudly sits.

A brick entryway bisects this almost 7,000-square-foot house. The architecture and craftsmanship are traditional and finely executed. Period casement windows, combined with custom metal sliding doors and architectural bronze details, blend well in this traditional home.





*“Andrew brought our project in on time and on budget. He was very careful to make us aware of the cost of each stage of the project and provided us with options when the cost seemed high.”*

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His enthusiasm for design can be traced to a somewhat unceremonious start in the building industry. After graduating from Northeastern University with a degree in Aviation Sciences and accruing 800 hours of flight time, Andrew was eager to begin his aviation career as an airline pilot. Unfortunately, his ambition was thwarted by one of the worst recessions in commercial airline history. Making matters worse was the flood of pilots coming back from the end of the Vietnam War. With no immediate prospect of a job and nothing to lose, Andrew pursued his love of sailing and signed on as a second mate on an 80-foot Canadian schooner out of Nova Scotia. After 14 months of sailing through the Caribbean, Central America and South America, he found his way to Martha's Vineyard and a job building boats for a local shipbuilder. It wasn't long before he applied his woodworking skills to the restoration of older homes. Under the direction and tutelage of island builders, he honed his skills, eventually founding Andrew A. Flake, Inc. in 1979.

PHOTOGRAPHY: Brian Vanden Brink





*“Thank you for the beautiful job you and your company did for us in building our guesthouse. This was clearly no ordinary building, and it required your careful attention to detail and thoughtful execution to complete. We enjoyed working with all of the people you brought to the job. We very much appreciated the craftsmanship and warm personalities.”*

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Andrew A. Flake, Inc. is constantly working to avail itself of new technologies and methodologies, with an emphasis on efficiency and sustainability. This cannot happen in a vacuum. As one of the founding members of the Martha’s Vineyard Builders Association, the firm is always attempting to foster relationships with architects, designers, building professionals and craftspeople. To that end as well, Andrew participates in a biannual conference with an elite group of homebuilders from other selective markets, such as Aspen, Los Angeles, Palm Beach and San Francisco. His excitement is obvious.

“It’s helpful to talk with colleagues building in similar high-end locales for discerning customers. Because there’s an obvious lack of competition, everyone is more willing to share techniques and ideas. The agenda is always robust and the experience rewarding.”





PHOTOGRAPHY: Brian Vanden Brink

PROJECT: North Shore Guesthouse  
BUILDER: Andrew A. Flake, Inc.  
ARCHITECT: Hutker Architects  
LANDSCAPE ARCHITECTS: Stephen Stimson Associates  
INTERIOR DESIGNER: Pat Healing  
PHOTOGRAPHY: Gil Jacobs

Hutker Architects designed this guesthouse to be consistent with the architecture of the main house that sits on a hill above the guesthouse. Enter and behold the breathtaking cathedral trusses, which set the tone for the interior. With views of the ocean, woodlands to the rear, meadows on both sides and a pool in the front, the guesthouse looks like it's always been there.



*"While I'm not yet ready for my next project, when I am, you'll get my first call." From the time of contract negotiation to project completion, Andrew A. Flake, Inc. performed their work with integrity, honesty and focused diligence. Our budgets and schedules were taken seriously and met successfully. All work was performed with great care and to the highest standards. I can highly recommend Andrew A. Flake, Inc. to anyone seeking a positive and rewarding construction experience."*  
—OWNER'S REPRESENTATIVE



PHOTOGRAPHY: Gil Jacobs



*“We consider you, Andrew, to be one of our best and strongest customers and a person who has excellent business skills as well as a great amount of integrity.”*

—CHIEF LENDING OFFICER, EDGARTOWN NATIONAL BANK



The obvious next question for a builder who has devoted 42 years of his life to his business is what comes next.

"I am getting to that point in my 40+ year career where I want to create a sustainable situation, for myself and my employees," Andrew says. He hopes his recently announced partnership with fellow colleague Matthew Goodfriend, president of Woodmeister Master Builders, will help bolster that undertaking. What began as a working relationship some 25 years ago, with founder Ted Goodnow, has morphed into one of great mutual respect and admiration that may now serve to benefit both companies. In pooling resources, Andrew ultimately expects to create long-term sustainability for each, an opportunity he calls fortuitous. His A-list clientele would argue luck had no place in his rise to success, but was rather earned in his conscientious oversight of the firm's mission. ■

*For more information about one of Martha's Vineyard's most respected and trusted builders, visit Andrew A. Flake, Inc. at 79 Beach Road, Tisbury Marketplace, Vineyard Haven, Massachusetts, 02568, call (508) 693-3340 or visit [andrewaflakeinc.com](http://andrewaflakeinc.com).*

BUILDER: Andrew A. Flake, Inc.  
Every home built by Andrew A. Flake, is  
distinguished by the details.  
PHOTOGRAPHY: Peter Vanderwarker

