

## Manous Design strives to exceed clients' goals

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**Years in business: 21**

**Describe the company and explain what makes it unique.** Manous Design is multi-discipline design firm including architecture, land planning, civil and structural engineering as well as interior and landscape design. The integration of these different design disciplines creates a very site-specific design solution that is sensitive to the surrounding environment and looks like it was “meant to be.”

**How did you become involved in residential design?** Most architects cut their teeth on residential design, and I am no different. In fact, I had the first three houses that I designed built before I graduated the School of Architecture in Knoxville. Since then, we always have a custom house or two in the studio at all times.

**What single-family or multi-family projects are you working on now?** We are currently completing construction on a really unique lake house on Old Hickory Lake and are in the design and planning stages of an exciting, multi-family project located at [Foxland Harbor](#) in Sumner County.

We have been working on this project for several years now and recently completed the construction of the main clubhouse. It involves the restoration and repurposing of an antebellum house originally constructed in 1828. We anticipate the Condos at Foxland will contain approximately 70 high-end residential units. The units will be arranged in five-story towers with only two units per floor, situated directly on the waterfront.

What I really like about this arrangement is that it allows private elevator access to each unit and provides three exterior walls to capture views and natural light.

**What are some of the interesting projects you’ve completed in the past few years?** Manous Design has been fortunate to work for many great clients through the years such as Bridgestone, Boeing, General Motors (Saturn), Performance Food Group, Mars Food Group and Cracker Barrel Old Country Store. We recently completed Permobil’s North American operations center and Lexon Surety’s new corporate office facility.

Additionally, Manous Design is the architect for Wilson County’s new Expo Center to be constructed at the Ward Ag Center in Lebanon.

**What trends are popular today in home design?** The strongest design trend we see is that of the open concept main living space with the master on the main level. This is what everyone seems to want, and for good reason in my opinion.

An architect can manipulate the feel of the space in open concept design and the end result is that the home feels more spacious even though the total square footage can be modest. Some residential clients are into sustainable construction, but honestly they are more about bang for the buck.

What we like to do there is to show them how investing in green technologies ends up saving them money even in the short term. As far as style goes, we let the client dictate that. I tell people, “let’s get a beautiful, functional plan going that fulfills your needs and the outside will resolve itself.”

**How do you work with a homeowner or builder to create a design?** Residential design is a very personal experience for an architect. You basically delve into every aspect of a family’s lives and really connect with the way they live.

Most people have an inspiration picture file they bring to our first meeting. I try to absorb these different experiences and come up with a solution that responds to their input. I tell people that architects are simply mirrors; we reflect back our clients’ dreams. It is relatively straightforward to do decent architecture if you have a great client.

**What is the price range or average price of projects you work on?** Our residential projects are typically in the \$500,000 to \$1.2 million range. I expect the Foxland Harbor Condos project to represent a \$25 million investment. Our commercial projects are typically ranging from \$2.5 million to \$10 million currently.

**Who is your customer base?** Move up and empty-nesters.

**What is the hallmark of your designs?** Exceeding our clients’ goals and helping make them a success.