



## Track: Residential Natural Gas

### Unit # 6: Outdoor Living Products

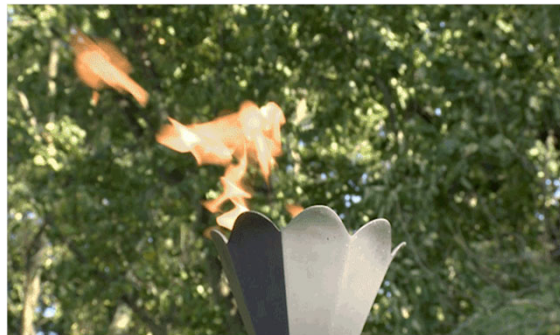
Using Natural Gas to Create an Outdoor Living Experience

Eric Burgis, Energy Solutions Center

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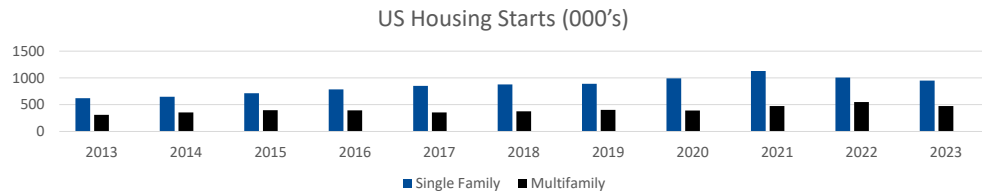
## Topics

- Trends
- Outdoor Living
- Grills & Outdoor Kitchens
- Staying Warm
- Adding Ambiance
- Designing an Outdoor Room

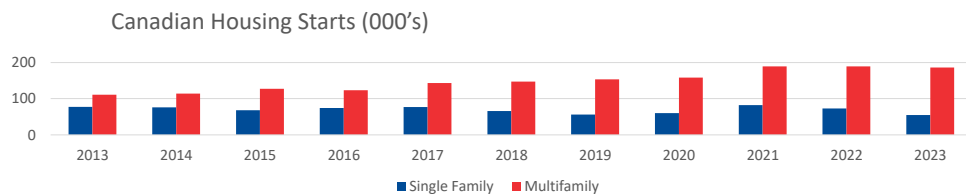


## New Construction

- Total U.S. housing starts have declined slightly in response to higher interest rates



- Canadian housing starts have leveled off since 2020

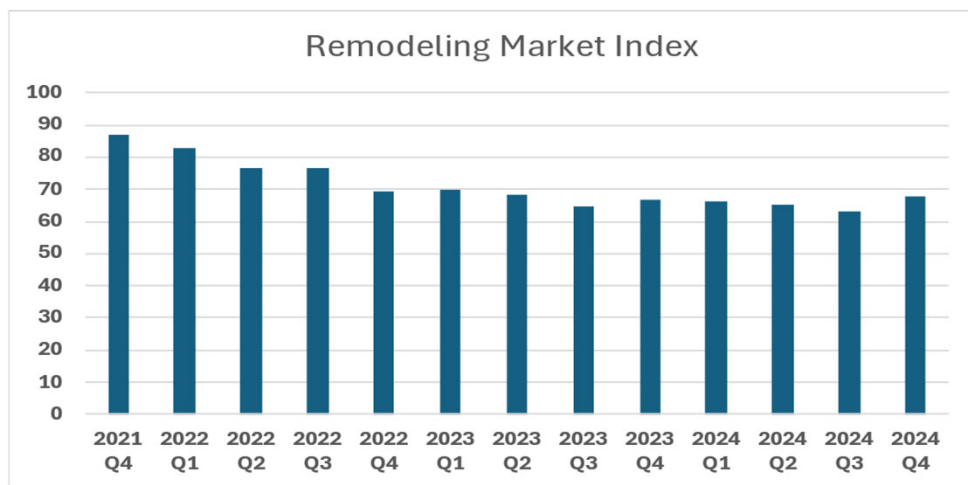


OPT = Optimistic outlook

Source: US Census Bureau & CMHC

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## Remodeling Leveling Off



Source: NAHB

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## Stay-Cation & Nearcation

- A period in which an individual or family stays and relaxes at home, possibly taking day trips to area attractions.
- The money saved by not traveling can be used to improve the home with an outdoor room.
- Expense vs. Investment



- **Cocooning** is the name given to the trend that sees individuals socializing less and retreating into their home more



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## Percentage of U.S. Households That Own an Outdoor Grill or Smoker

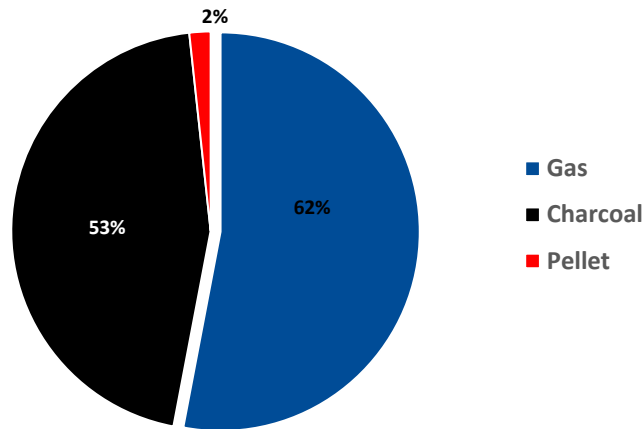
- **80%** of US homeowners own a grill or smoker
- This is a significant increase from 2019 when only 64% of US homeowners owned a grill or smoker
- **63%** of grill owners grill year round
- Believe it or not, **43%** of grill owners cook at least once a month in the winter
- This represents a popular trend to making grilling a regular activity rather than an occasional event.



Source: Burn Pit BBQ

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## Ownership of Grill or Smoker



*The totals add to more than 100% due to ownership of multiple grills.*



Source: Burn Pit BBQA

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## Popular Days for Grill Use

The following days are the top days for using the grill, and they have remained at the top of the list:

- July 4<sup>th</sup>
  - Memorial Day
  - Labor Day
  - Father's Day
  - Mother's Day
- } These two are tied



Source: Burn Pit BBQ

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## Outdoor Living – What to Expect in the Future

- The demand for outdoor living space has grown by 50% since 2020.
- Key trends experienced are expected to continue into the future includes:
  - Creating multifunctional spaces that can accommodate relaxation, entertainment and even remote work!
  - Creating outdoor spaces that reflect the homeowners unique personality
  - The inclusion of smart technology. Expect to see anything from motorized louvres, integrated LED lighting or voice-activated controls



Source: NAHB Top Patio Trends

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## Top Outdoor Design Elements

- The National Association of Realtors notes that **64% of homeowners** desire to create a multi-functional outdoor area.
- **75% of millennials** have shown interest in creating outdoor kitchens.
- There has been a **40% increase** in the desire for outdoor space with customization being a priority.



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## Patio Design for the Future

It is anticipated that the outdoor living market will be a \$26.8 billion industry by 2027. Expect to see these elements included in future designs.

- The inclusion of natural elements like plants, water features and natural materials
- The use of eco-friendly materials like aluminum and responsibly sourced wood
- Making sure the outdoor space provides flexibility and adaptability to suit a homeowner's changing needs
- Items like retractable screens or privacy walls to create an intimate space



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## Outdoor Living: Outdoor Rooms Cooking Outdoors

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## Outdoor Room

- Increase in popularity since 2020
- Promoted in home, design & landscape magazines & home improvement shows
- An outdoor room may be a kitchen, an entertaining area, an area with a fireplace, may contain a fire pit, & have other features
- It is an extension of the indoor living area to the outdoors
- May include a Deck / patio / gazebo / pergola / pavilion / open area / under an umbrella / covered or uncovered / with or without a roof structure / the list is endless



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## Basic Elements of an Outdoor Room

- Place to gather (seating, furniture)
- Place to eat and/or drink (table)
- Shelter for rain or shade from sun
- Heat to provide warmth on a cool night
  - Patio Heater, Fireplace, Fire Pit
- Cooking Area (Grill)
- Ambiance (Tiki Torches, Gas Lights)
- Serenity (maybe a water feature)



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## Cooking Outdoors

- No outdoor room is complete without a natural gas grill or kitchen
- Natural gas grills are fast, convenient, safe and easy to use
- Outdoor cooking also keeps the indoor kitchen cooler, reducing home-cooling costs in the summer
- A natural gas grill can be installed on a permanent post, attached to a cart with a quick disconnect that enables the grill to be moved when not in use, or built into a decorative brick or other type of enclosure



## Grills and Outdoor Kitchens

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### Natural Gas Grills

- Never run out of propane while cooking a meal or have to move heavy tanks
- Less expensive to operate than propane grills
- Eliminate the clean-up with charcoal grills



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## Natural Gas Grills

- Many options & variations to choose from
  - Stand alone grill (portable or permanent)
  - Grill island
  - Specialty cooking equipment
  - Food prep areas
  - Areas to eat and entertain



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## Natural Gas Grills

- Sizes from ~27-54" (.68-1.4 m) wide
- Cooking Options
  - Infrared burners
  - Side burners
  - Rotisseries



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## Trends in Grills

- **Infra red grilling:** provides high heat, usually ceramic, heats until it glows red. Temperatures from 900°F– 1,600°F are not uncommon.
- **Smart grills:** communicate with your smart phone to let you know when the grill is hot.
- **Shish kebab wheel:** attaches to your rotisserie spit, holds skewers in place while they cook.
- **Charcoal tray:** enjoy your gas grill and the flavors associated with charcoal. Fill the tray, place it on the burner and enjoy!
- **Colored Porcelain Lids:**  
Match your lid to your decor



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## Natural Gas Grills

- Unique
  - Water cooled grill surface
  - Wine chiller
  - Rotisserie window
  - Solar power



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## Natural Gas Grills



Art-Deco Designs



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## Outdoor Kitchens



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## Outdoor Kitchen Considerations



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## Outdoor Kitchen Considerations



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## Outdoor Kitchen Considerations



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## Outdoor Kitchen Considerations



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## Outdoor Kitchen Considerations



What time of the year will you be using the outdoor kitchen.



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## Outdoor Kitchen Considerations



What furniture to be used with the design?



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## Outdoor Kitchen Considerations



How about a Pizza Oven?



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## Staying Warm

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## Staying Warm

- Fire Pits
- Fire Places
- Patio Heaters
- Pool Heaters



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## Fire Pits



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## Fire Pits



Fire pits serve as a centerpiece for an outdoor room.



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## Fire Pits Options

### Types

- Stationary or portable
- Fire Pit Table
- Fire and Water
- Custom designed



### Style

- Ceramic Logs
- Glass beads
- Stones
- Metal



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## Fire Pits



### Price

- National average price is \$850
- \$250 - \$2.2K for small fire pit
- Artistic fire pits can be \$10K



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## Fire Pits

### Size:

- Small fire pit will be 50,000 – 100,000 BTU/Hr
- Large fire pits can use a 48" ring can be up to 1 MMBTU



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## Fire Pit Tables

**Comfortable and  
relaxing atmosphere**

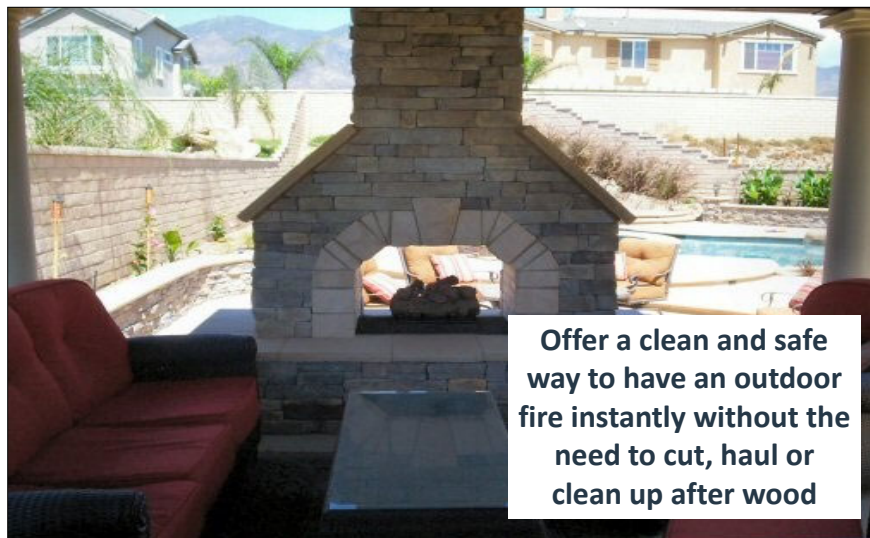


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## Outdoor Fireplaces

**Offer a clean and safe  
way to have an outdoor  
fire instantly without the  
need to cut, haul or  
clean up after wood**



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## Outdoor Fireplaces

- Available in many styles and sizes
- They can be surrounded by granite, tile, stone, or any other material to match the style of your home



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## Trends in Fireplaces

- Modern look
- Sleek, linear
- See-through or 2-sided are still popular
- Fireplaces with grills
- Fireplaces with pizza ovens



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## Outdoor Fireplaces



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## Mixing Fire & Water



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## Mixing Fire and Water

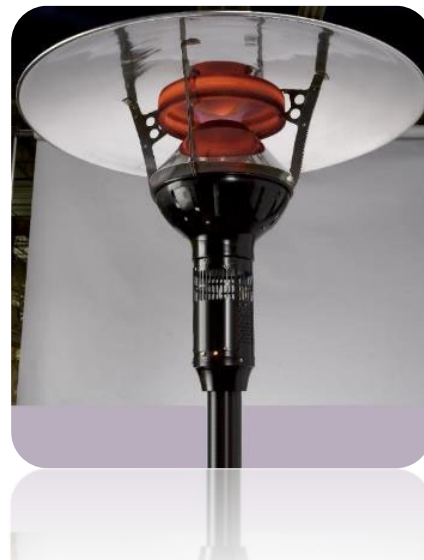
- On average, an outdoor fireplace will cost \$3K
- Can range in price from \$1,200 – \$21,000



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## Patio Heaters

- Warm people and surfaces underneath them
- Extend the outdoor season when the temperature starts to drop
- Ignition methods for patio heaters include piezoelectric and automatic electronic starters for easier operation



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### Trends in Patio Heaters

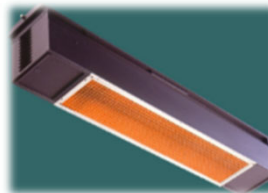
- Electronic ignition
- Variable temperature control
- Auto shut-off
- Various finishes available: stainless steel, powder coated glossy black, antique bronze, pewter (usually stainless or cast aluminum)
- Sleek and contemporary styling
- Can be viewed as art



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### Patio Heaters

- Style
  - Free Standing
  - Permanent Mount
  - Portable with flexible gas hose
  - Wall Mount
  - Ceiling Mount
- Cost ~\$300 - \$3,000



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## Keeping Up With the Jones'



Propane patio heaters go artsy with new color schemes and shapes

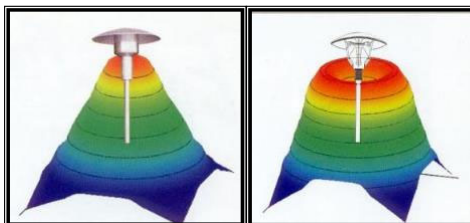


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## Patio Heaters – Unique Designs



Better  
cone of  
heat



Current Technology Heat Pattern  
(Source NGTC)

Even-GLO Heat Pattern



Patio heater  
with built in  
mister for  
year-round  
use  
(available in  
natural gas)



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## Pool / Spa Heaters



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## Pool / Spa Heaters



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## Pool / Spa Heaters



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## Ambiance

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## Gas Lights



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## Ambiance - Gas Lights

- Styles
  - Post Mount
  - Wall Mount
  - Ceiling Mount
- Artistic
  - Patented flame look
- Various Control Options



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## Trends in Gas Lights

- Advanced control technologies:

- Automatic ignitors
- Timers
- Variable flame controls

- Multiple finishes to choose from

- Multiple post styles

All designed to make gas lighting convenient and energy-efficient



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## Gas Lights



Cost (~\$250 - \$2500)

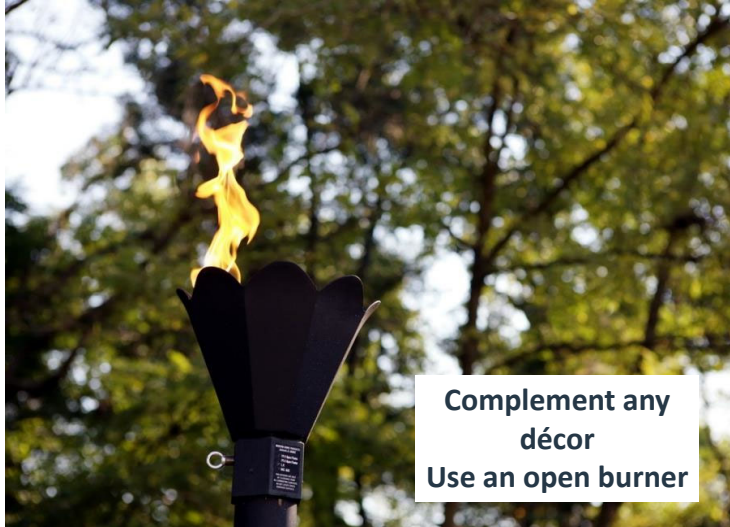


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## Torches



Complement any  
décor  
Use an open burner

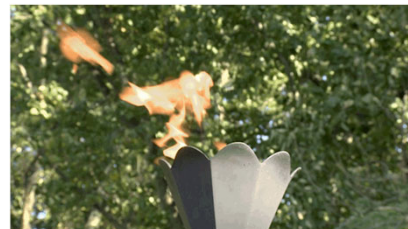


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## Ambiance - Torches

- Traditional styles to modern minimalistic styles.
- Add warmth, charm and character and to any outdoor setting
- Remote control and auto shut-off features are available
- Can cost from \$200 each to over \$2,000 each



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## Miscellaneous Newer & Innovative Products



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### Pizza Oven Box



<http://www.bakerstonebox.com/>

#### Pizza Oven Box

The BakerStone Pizza Oven Box transforms a gas grill into a brick oven. It raises the temperature of a grill to that of a pizza oven. The Pizza Oven Box can bake pizzas in under 4 minutes, bake breads & cookies, and roast meat, fish & vegetables. The enameled steel housing and stone baking chamber combine to produce excellent baking performance.



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## Unique Grills



**Blaze Pizza Oven on Cart**  
Utilizes a 304 stainless steel body, a 17" rotating ceramic pizza stone along with a vertical rotisserie rod.



**Blaze 4LTE 316L Marine Grade Gas Grill**  
Performance and durability regardless of environment using 316L stainless steel

<http://www.blazegrills.com/>



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## Outdoor Island



<http://calflamebbq.com/>

**Cal Flame – Platinum Series**

- Option to upgrade up to 11 different grill heads
- 5 burner convection grill
- Multiple side burners
- Porcelain tile
- LED lighting



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## Social Grill



### Rockwell by Caliber

Caliber Range and “The Rockwell Group” have collaborated to create the “the world’s first social grill”. With its monumental design and disappearing canopy this product becomes an instant focal point that invites family and friends to gather and share a culinary experience



<http://caliberappliances.com/>



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## Self Closing Drawers



### PRO825

Two EASY GLIDE™ self-closing storage drawers. One integrated wood chip smoker tray pulls out for easy filling, lit with a gas tube burner beneath. NEW two-stage power side burner controls interior circular ceramic infrared burner and exterior circular flame burner



<https://www.napoleongrills.com/>



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## DIY Grill

**BbqCoach.com**  
New 2018 System  
#1 DIY Outdoor Kitchen System  
800-227-9508

FRAME  
CEMENT BOARD  
FINISH

**BBQ ISLAND IN A BOX**  
A 7'x6' Modular Frame Kit

2017 Copyright 2017 BBQ COACH, CA, USA

The Only Welded Outdoor Kitchen Framing System You Can Screw together. No Welding Needed. Plus No Cut Framing Connectors have made our products the choice for over 8000 Home Owners.

5 YEAR WARRANTY  
AS SEEN ON TV



<https://www.bbqcoach.com/>

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## Steelogs



<https://www.steelogs.com/>

### Rectangular Series in Mesquite

Logs and burner for an outdoor fire pit crafted from steel. The SteelLog fires are a sculpture by day and a fire by night. Using natural gas or propane the steel logs give off the radiate warmth and atmosphere of a wood fire. We are introducing the new Rectangular Series in Mesquite.



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## Wine Barrel Fire Pit Table

### Wine Barrel Fire Pit

For the enthusiast, drinking and tasting wine is more than a hobby, it's a lifestyle. Now, there is a fire pit as sophisticated and elegant as you. The Wine Barrel Dude brings the flavor of the vineyards into outdoor living spaces. Fire pits or coffee table fire pits made from wine barrels!

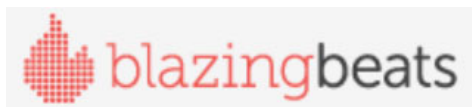


<https://winebarreldude.com/>



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## Sound Reactive Fire



### Blazing Beats

Sound reactive fire products allow you to visualize music while experiencing the fusion of fire, sound, and more.



<http://blazingbeats.net/>



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## Outdoor Fireplace

**MONTIGO**  
the art of fireplaces

**Montigo Ventless Outdoor Fireplace**  
Windproof design, glass doors and built with 304 stainless steel, includes a safety screen. Ventless and rated for wood frame construction. Available in see through or single-sided models.



<https://www.montigo.com/>



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## Unique Flame Pattern



**CROSSFIRE Brass Burner**

Tree-Style Series. When a linear burner with a single line of fire won't cut it, make it a WALL of fire. Utilizing the 1+1+1=9 Compounding Flame Effect™, linear fire features will never be the same. Made from corrosion resistant and sustainable brass.

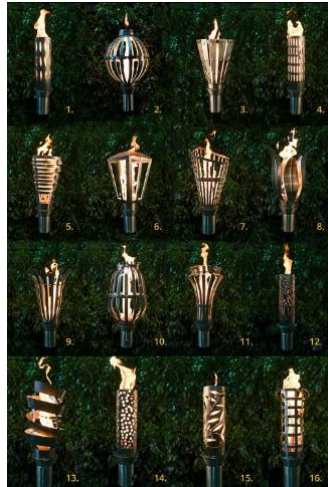
<https://www.warming-trends.com/>



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## Torches



### Various torch shapes and sizes!

<https://www.firepitsdirect.com/patio-products/tk-torches.html?srsId=AfmBOoo1G8d0-Xbh3jqak2eljQYbZ7TFkkTAgoJYhDGDfBYG0tByusPA>



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## Complete Outdoor Room Packages



### Rustic Pergola

- Choose from classic premium or luxury
- Available in 1' increments from 10' x 10' up to 18' x 18'
- Infra red heater is an upgrade



### Premium Outdoor Room

- Mix and match from a series of options
- Work with one of their designers to create an outdoor room that you will love!



<http://www.housewarmingsooutdoor.com/>

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## Designing and Outdoor Room

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### Designing an Outdoor Room

#### The Consumer:

- The demand already exists.
- The consumer is ready.
- The consumer does not know where to go or how to get started.
- Every single family home natural gas customer is a candidate for an outdoor room.



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## Designing an Outdoor Room

- **Before starting:**
- What does your customer want to do with the space?
  - Entertain family and/or friends
  - Relax
  - Cook
  - Eat
  - ...All of the above



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## Designing an Outdoor Room

- What's the budget?
  - Minimal
  - Moderate
  - Long term investment
- There are outdoor rooms for all budgets
- Are we going for artistic styling, or simple and functional?



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## Designing and Outdoor Room

### What is the Best Location?

- Select the area sheltered by wind & sun
- Ground Level or deck
- No overhanging trees
- Sizing issues and lay-outs
- Access to home & indoor kitchen



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## Designing an Outdoor Room

### How do we get the gas where we need it?

- CSST rated for outdoors
- Flexible Hoses
- Use of Gas Convenience Outlets



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## Designing an Outdoor Room

- When selling the Outdoor Room concept, price should not stop you from promoting all the components that go into the Outdoor Kitchen. Think of it and sell it as an:
  - “Investment for their Home”
  - “Investment in their Family”

**An outdoor room can be built one piece at a time if need be.**



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## Designing an Outdoor Room: Remember to include:



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## Designing and Outdoor Room: Remember to include:



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## Putting the Pieces Together

- Consider using a landscape architect or a licensed contractor who specialized in outdoor living spaces
- Big Box retailers may provide many ideas
- But, it is the specialty retailers that have the knowledge to put an entire outdoor room together



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# Thank You

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