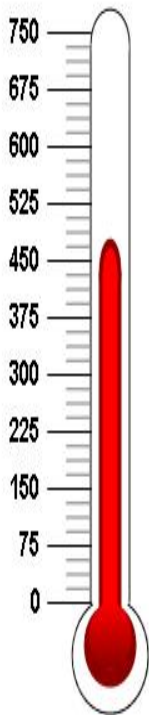




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www.nvbiam.com

Membership Goal

**Goal by
December 31, 2010**



479

**As of
February 28, 2010**

NVBIA Newsletter

VOLUME ONE, ISSUE TWO

SPRING 2010

NVBIA Membership Drive

NVBIA's membership committee held a telethon at the end of January and the Board of Directors made calls during their February 2nd meeting.

Calls were made to dropped members to encourage renewal to NVBIA, as well as current members to thank them for continuing their membership with NVBIA. These efforts have generated many positive inquiries about membership.

NVBIA would like to thank the following members for their participation, time and dedication:

Bob Cramp
Chip Helme
Diane Dubois
Gary Smerk
Jason Dalley
Joe Pushak
Mark Granville Smith
Mike Jordan
Mike Orleans
Pat Rhodes
Roy Beckner
Scott Schiavone
Shawn Howard
Vince Butler

The membership committee will hold another telethon in May for recruiting new NVBIA members.

If you are interested in volunteering with the membership committee please contact Chip Helme at **(703) 385-8888** or **CFH@tgccpa.com**



**NVBIA President
Vince Butler**

Save The Date

**March 11—Meet the
Builder, 4:30 p.m.,
Waterford Fair Oaks**

**April 28— Real Estate
Outlook Conference,
8:30 a.m.
Cox Communications**

**May 15-16—Parade of
Homes**

**For more information
contact Jon Lindgren,
571-283-6311**

Follow us on Twitter!

www.twitter.com/



NVBIA

Weathering the Storm, Building our Base, and Planning a Parade.

A message from NVBIA President, Vince Butler

Given the record-setting snowfall we've experienced this winter, I think it's safe to assume we are all eagerly anticipating spring, and the changes warmer weather brings—especially to our industry. As we move forward with what we trust will be a better year for us all, NVBIA is moving forward too and doing what we can to improve the organization for the benefit of you, our members.

While continuing to provide outstanding events, membership services and networking opportunities, our primary goal this year is to increase our membership base, which has fallen steeply in recent years in tandem with the economy. NVBIA is only as strong as our members and I can't stress enough how important it is to boost our numbers—and for this, I need your assistance and active participation. As part of this newsletter you will see an "NVBIA Referral page," included as an insert. I am asking you to fill it out and fax it back with the name and contact information of at least one company you do business with that is not currently a member of NVBIA—from there, we'll do the rest. If everyone receiving this newsletter helps us recruit just one new member, we can easily surpass our goal of 750 members by the end of 2010. In an effort to bring a little competitive spirit into the mix, we are reviving the Spike Program, so any member whose referral brings a new member into the fold will receive Spike Credits!

In addition to growing our membership, we are also working to bolster the internal leadership of NVBIA. To that end, I am pleased to announce that we have hired Jon

Lindgren as our new Director of Operations. Jon will have direct oversight of the staff and actively manage all day-to-day operations of the organization. He comes to us following 7 years at Pulte Homes where he was their land acquisitions manager with leadership and management responsibilities for two of the company's biggest assets—MetroWest in Fairfax County, and Potomac Yard in Alexandria. Prior to Pulte Homes, he worked on Capitol Hill for 6 years as press secretary to former U.S. Senator Conrad Burns.

In addition, Jon has been actively involved with NVBIA for several years serving as Vice President and President of the Fairfax Chapter, and also serving on the board of directors, so he has a thorough understanding of the organization. Jon's extensive leadership, management and political skills will serve NVBIA well as we seek to grow the organization and plan for the future, and I trust you will join me in welcoming him onboard.

In the first newsletter of the year, I highlighted our upcoming Spring Parade of Homes, which will showcase the finest new home and remodeling projects of our members. Initially planned for the weekend of April 10th & 11th, we have pushed it back to the weekend of May 15th & 16th to accommodate for the bad

weather in February that prohibited many members from finishing projects in time to enter them in the parade. Given the new date, I would encourage everyone to take advantage of the extra lead time and get your projects entered into the parade as soon as possible. Additional information about registration and participation—and remember you don't have to be a builder or remodeler to take advantage of the parade—can be obtained by calling our new director of operations, Jon Lindgren, at 571.283.6311.

Finally, as the weather starts to warm and we once again start venturing out, I would like to encourage everyone to attend the fast-approaching Meet-The-Builder event on March 11th. It's one of the year's best events for builder and associate member alike—and is the perfect place to renew old friendships and forge new ones. You can obtain additional information or register for the event by calling our events coordinator, Maggie Massaro, at 571.283.6308.

Thanks for taking the time to read this newsletter, and most importantly for being a part of the NVBIA family,

**Vince Butler, CGR, GMB,
CAPS
NVBIA President**

Thank you to our new and renewing members!

New Members

Robert Chevez and Company/Keller Williams Realty
 Brookside Communities LLC
 Oak View National Bank
 GraniTech, Inc.
 Riverside Development LC
 Michael Nash Custom Kitchens & Homes, Inc. dba Michael Nash Design Build & Homes
 The Sherwin Williams Company/Duron Paint
 Moss Building & Design
 Option-1 Title & Escrow
 Window and Door Showplace Inc

Renewing Members

Patton Harris Rust & Associates Inc	A R Design Group Inc
Bo-Bud Construction Co. of VA	Waterford Home Builders LLC
Dominion Electric Supply Co	Tart Lumber Company Inc
William A. Hazel Inc	Access National Bank
William H. Metcalfe & Sons Inc	Taurus Enterprises Inc
Associated Custom Builders LLC	Hillis-Carnes Engineering
Dominion Virginia Power	Ilex Construction & Development, Inc.
Model Home Interiors	NDG Communications
Fireside Hearth & Home/NOVA Division	Reed Smith LLP
Sutton Yantis Associates Architects	Sticks N' Stones Custom Homes, LLC
2-10 Home Buyers Warranty	WJLA-TV
Arlington Designer Homes, Inc.	Yalcin Inc DBA Springfield Marble & Granite
Lyons & Sucher Advertising	Foster Remodeling Solutions, Inc.
The Genuario Companies/Wakefield Homes	Dream House Studios Inc
Calvert Luxury Homes	Equity Residential
Robert B. Jordan Co., Inc.	Loudoun Habitat for Humanity
Walmer Enterprises Inc.	Reel Homes
Acacia Federal Savings Bank	Tradition Homes LLC
Homestead Building Systems, Inc.	Delucchi Plus LLC
Champion Title & Settlements	LS2PC Land Surveying Service
Hall Mechanical & Associates, Inc.	Sotheby Floors Incorporated
McWilliams/Ballard	Bonded Builders Warranty Group
ProBuild	Dow Building Solutions
Miller Brothers, Inc.	Next Day Blinds
Turk Martin	BB & T Mortgage
Mastercraft Homes, Inc.	Advantage Properties Inc
Culbert & Schmitt PLLC	christopher consultants ltd
Brambleton Group LLC	McLean Mortgage Corporation
MB Visnic Custom Homes	Stock Building Supply
Vulcan Materials Company	Capital Mechanical
Country Termite & Pest Control	Toll Brothers Inc
Hazel Land Companies, Inc	RepSolutions Inc
PRDC	Atlas Plumbing LLC
Vintage Security	Dewberry
	AllSite Contracting
	Bozzuto & Associates Inc

New Affiliate Member Dues

Affiliate Membership dues have been lowered!

Dues have been lowered from \$175 to \$25!

Affiliate members enjoy all the same benefits of NVBIA membership as the primary members of the company with the exception of the right to vote in elections.

Key Benefits Affiliate Members will receive:

- Individual listing and recognition on the NVBIA website **Buyers' Guide**
- Individual listing and recognition in the NVBIA **Membership Directory**
- NVBIA individual **member login**
- Can participate on Committees and Councils
- Subscription to **Enews**
- Individual **pin** with NAHB which provides access to affinity member discounts and discounts at the International Builders Show, builder books, etc.
- Can accrue **Spike** points towards NAHB rewards

Join today! For more information contact Briggitt Rutherford (brutherford@nvbia.com)

2010 Business Partners

Thank you to our 2010 Business partners!

Business Partners support NVBIA by making a one time only investment for 2010. You can select which programs you would like to sponsor depending on your level of sponsorship. Once you sign up as a Business Partner-- you will not receive any other solicitations unless you are interested in special sponsorship opportunities at major events and programs.

For information about becoming a Business Partner please contact Jon Lindgren at jlindgren@nvbia.com or 571-283-6311.

AllSite Contracting

BB&T

Classic Concept Builders

Crigger Contracting

Dominion Virginia Power

Elm Street Development

KT Enterprises

Masonry Design Inc.

Narod Photography

NOVA Spray Foam

Paciulli Simmons & Associates

The Hylton Group

Thompson Greenspon

Walker Title and Escrow

Wetland Studies

Chapter News

Prince William Chapter

The Prince William chapter is forming a public relations committee to prepare an entry for the Manassas St. Patrick's Day Parade. We plan to promote HomeAid, Women Giving Back and other activities of NVBIA that give back to the community. We are looking for donors of time and talent to prepare for the parade. We need performers, as well as people with float building experience. If you are interested, please contact Jennifer Robinson (bullrunelectric@aol.com) or Lauren Mooney (lmooney@comptondueling.com).

Fauquier Chapter

The Fauquier Chapter will be hosting a dinner March 9th, 6:00 p.m. at McMahon's Irish Pub. Go to www.nvbial.com to register.

Loudoun Chapter

Starting April 15th all Loudoun Chapter meetings will be held at Dewberry's Loudoun office (1503 Edwards Ferry Road NE, Leesburg, VA).

Chapter Contacts:

Urban— Dory Winkelman, doryanl@aol.com

Fauquier— Joel Barkman, joel@goldenrulebuilders.com

Loudoun— Sally Hankins, shankins@reedsmith.com

Prince William— Sherman Patrick, spatrick@comptondueling.com

Fairfax— David Gill, dgill@mcguirewoods.com

NVBIA Ads

NVBIA is looking for a commissioned sales person for membership retention, new member recruitment, advertising and sponsorship solicitation for events. Compensation will be commensurate with experience and will include a base plus commission opportunity. If you, or anyone you know, might be interested in this opportunity please email our Director of Operations, Jon Lindgren at jlindgren@nvbia.com or call 571.283.6311.

NVBIA is offering members the ability to rent a cubicle or secured office at the Chantilly office on a month-to-month basis for anyone interested in telecommuting. Cubicles/offices have full Internet access and use of a printer/photo copier. Cubicles rent for \$300/month and offices for \$500/month. These are offered on a first come, first served basis. If you have an interest, please email our Director of Operations, Jon Lindgren at jlindgren@nvbia.com or call 571.283.6311.

March 2010

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2 Executive Committee Meeting 8:30 a.m.	3	4	5 Legislative Committee Meeting 12:15	6
7	8	9 Fauquier Chapter Dinner McMahon's Irish Pub 6:00 p.m.	10	11 Meet the Builder Waterford—FairOaks 4:30 p.m.	12 Legislative Committee Meeting 12:15	13
14	15	16	17 NVBIA Budget Committee Meeting 8:30 a.m.	18 Loudoun Chapter Meeting 8:00 a.m. Reed Smith NVBIA Board of Directors Meeting 3:00 p.m.	19	20 OSHA Hazard Awareness Workshop 7:00 a.m.
21	22	23	24 Prince William chapter Meeting 8:00 a.m. Wetland Studies	25 Urban Chapter Meeting 8:30 a.m. Walsh Colucci	26	27
28	29	30	31			

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Postage

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Vienna VA 22013